



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

**REGION 9 COUNCIL
JANUARY 31, 2022
9:30 am to 11:30 am
Meeting to be held via Zoom**

This meeting will be held virtually by electronic means in compliance with Virginia Code § 2.2-3708.2(A)(3), Albemarle County's Declaration of Local Emergency as approved by resolution of the Board of Supervisors, and, Albemarle County's Ordinances to Ensure the Continuity of Government During the COVID-19 Disaster. Details for joining the meeting are attached.

Public Comments are welcomed. To submit, complete the attached form and follow instructions.

AGENDA

- | | |
|--|--|
| 1. Welcome | Ed Dalrymple, Chair |
| 2. Roll Call | Shannon Holland, Director |
| 3. Public Comment | Ed Dalrymple |
| 4. Approve Council Business <ul style="list-style-type: none">a. Meeting Minutesb. Financialsc. Memo Re: FY 2021 Capacity Building Budget Adjustment for Closeoutd. Memo Re: CEDS Support and Budget Requeste. Dashboardf. Director Report | Ed Dalrymple |
| 5. Updates from Committee, Task Force, or Strike Force <ul style="list-style-type: none">a. Strike Force Statusb. Other | Ed Dalrymple |
| 6. Region 9 Project Presentation
Venture Central | Alex Andrew
Entrepreneurship Ecosystem
Builder, Venture Central |
| 7. Region 9 Project Presentation
Connector Platform (ERR) | Tracey Greene,
Executive Director,
Charlottesville Business
Innovation Council (CBIC) |
| 8. Region 9 Project Presentation
Future of Workforce Recovery (ERR) | Sarah Morton,
Director, VCW-Piedmont Region |
| 9. SCHEV Grant Proposal Update | David Lapinski
Director, Employee Relations and
Experiential Learning, UVA
Career Center |

10. Chair Update

Ed Dalrymple

- a. Legislative Update (Ed Scott)
- b. GENEDGE Update (Tom Click)
- c. SBDC – Statewide ERR Update
- d. VABioConnect Update
- e. VIPC (CIT/VIPA) grant for Region 9
- f. DHCD Workgroup sessions 2/1/2022
- g. Nominating Committee
- h. Virginia Infrastructure Academy Update (VIA)
- i. Discussion: Talent Development Needs/Gaps in Region 9

11. Director Update

Shannon Holland

12. Other Business

Ed Dalrymple

13. Adjourn

Ed Dalrymple

Topic: GO Virginia Region 9 Council Mtg.

Time: Jan 31, 2022 09:30 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us06web.zoom.us/j/86864934153>

Meeting ID: 868 6493 4153

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Region 9 Council Meeting PUBLIC COMMENT FORM



Provide your public comments below. These comments will be read during Region 9 Council Meeting for which they are submitted. Simply complete this form and email 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
OCTOBER 1, 2021
COUNCIL MEETING
9:30 am to 11:30 am**

MINUTES

Attending Council Members: Ed Dalrymple Jr., Cedar Mountain Stone (Chair); Ray Knott, Atlantic Union Bank (Vice Chair); Patrick Mauney, Rappahannock-Rapidan Regional Commission (Treasurer); Andy Wade, Louisa County; Brian Cole, LexisNexis; Christian Goodwin, Louisa County; Christine Jacobs, Thomas Jefferson Planning District Commission; Ed Scott, EcoSeptix Alliance; Ethan Dunstan, UVA Community Credit Union; Felix Sarfo-Kantanka, Dominion Energy; Francoise Seillier-Moiseiwitch, Revalation Vineyards; Jim Cheng, CAV Angels; Jim Crozier, Orange County; Kim Blosser, Lord Fairfax Community College; Pace Lochte, UVA Economic Development; Paige Read, Town of Culpeper; Rob Archer, Codebase Coworking; Tom Click, Patriot Industries; Tony O'Brien, Fluvanna County

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

Absent Council Members: Antwon Brinson, Culinary Concepts AB; Jan Gullickson, Germanna Community College; Paul McCulla, Fauquier County; Yolunda Harrell, Taste of Home

Staff: Shannon Holland, Helen Cauthen, Thomas Best

Guests: Bryan Rothamel, Culpeper County; Candace Spence, Central Virginia Partnership; Conaway Haskins, Center for Innovation Technology; David Touve, UVA Batten Institute; Deborah Kirk Flippo, Draper Aden Associates; Kelvin Whitehurst, Virginia Career Works – Piedmont Region; Mitch Horowitz, TEconomy Partners; Roger Johnson, Albemarle County; Rose Deal, Orange County; Sarah Morton, Virginia Career Works – Piedmont Region; Stephen Dalton, GENEDGE; Tracey Gardner, Madison County; Winona Pritts, Culpeper County

1. Welcome

Ed Dalrymple called the meeting to order at 9:31 a.m. when a quorum was present.

Shannon Holland read the meeting notice: This meeting is being held virtually by electronic means in compliance with Virginia Code § 2.2-3708.2(A)(3), Albemarle County's Declaration of Local Emergency as approved by resolution of the Board of Supervisors, and Albemarle County's Ordinances to Ensure the Continuity of Government During the COVID-19 Disaster.

2. Public Comment

Shannon Holland stated that no public comment forms had been received for the meeting.

3. Approve Council Business

- a. Meeting Minutes
- b. Financials
- c. Dashboard

- d. Director Report
- e. Accept New Council Member Appointments – Ethan Dunstan, Antwon Brinson

Ed Dalrymple stated that the five business items listed had been grouped together with the intention of discussing individually and approving with one motion and vote. Ed Dalrymple then asked if there was a request to move one or more items out of the group for separate consideration. No request was made.

- a) Meeting Minutes - Ed Dalrymple asked if there were any comments or discussions related to the Minutes as presented. None were offered.
- b) Financials - Patrick Mauney provided an overview of the Financials through July 31, 2021, including these highlights. No questions or discussions were offered.
 - The Statement of Financial Position through July 31 indicates there is \$122,401.64 in Accounts Receivable and Current Liabilities of \$6,567.02. Also, a more recent statement through September 14 shows Accounts Receivable are reduced to \$32,550.98 and Liabilities to under \$200.
 - The Statement of Income and Expense through July 2021 represents seven months of spending of the FY 2021 budget. Total expenses through July 2021 are \$84,011.31 of the total \$250,000 budget or 33.61%. Salaries are the largest expense item at \$74,462.95.
 - The Partnership has hired a new staff person to support GO Virginia Region 9 at 30 hours/week. This role replaces a previously staffed 20 hours/week position, but now also includes the additional 10 hours of staff time approved as part of the FY 2022 budget.
 - Grant project budgets for active or recently closed projects are also included.
- c) Dashboard - Ed Dalrymple noted that the enclosed Dashboard indicated there was just over \$1.5 million available for per capita grants and about \$425,000 for ERR grants. No questions or discussions were offered.
- d) Director Report – Ed Dalrymple asked if there were any comments or discussions related to the Director’s Update as provided. None were offered.
- e) Accept New Council Member Appointments – Ethan Dunstan, Antwon Brinson

Ed Dalrymple explained that there were two new private sector member appointments for acceptance. Ethan Dunstan was appointed by the Partnership to complete the term of John Young, who was interim. Antwon Brinson accepted the ex officio role of chair of Virginia Career Works – Piedmont Region and replaces Steve Ray, who was also interim.

Ed Dalrymple asked if there were any questions or discussions on any item. None were offered.

Ray Knott made a motion to approve the Council Business. Tom Click seconded the motion.

A roll call vote was taken and the motion carried.

4. Committee, Task Force, or Strike Force Updates

a) Strike Force Status

Ed Dalrymple noted there were no updates from the Strike Force as the group had not met since the last meeting.

b) Other

Ed Dalrymple stated the Task Force groups had not met since the last meeting and asked if there were any related updates. The following updates were given:

- Talent Development - Ed Dalrymple noted David Lapinski at the UVA Career Center is working to build a collaboration for the State Council of Higher Education for Virginia request for proposal for supporting regional internships. Shannon Holland connected him with VCW – Piedmont and the Central Virginia Partnership to discuss collaboration for a potential grant by January 11.
- Sites – Felix Sarfo-Kantanka updated members on the status of the Accelerating Regionally Significant Sites project by advising that the Culpeper EDA has approved has approved a contract with WW Associates for work around the Wingspread site and Louisa County site had selected Timmons to do work on the Shannon Hill site.

5. Vote on Approving – 2021 GO Virginia Region 9 Growth & Diversification Plan Update

Ed Dalrymple informed members that the 2021 Growth Plan Update had been shared with the Council and posted for public comment. He noted if the Council approved the plan, it would be submitted to the Virginia Department of Housing and Community Development and would go before the GO Board in March 2021.

Shannon Holland indicated that no public comments had been received on the plan to date. She noted the Phase II TEconomy report was not released in time to be included in the development of the plan, but could be referenced by the Council if needed.

Ed Dalrymple opened the floor for discussion or comments on the 2021 Growth Plan Update.

Jim Cheng made a motion to approve the 2021 Growth Plan Update as presented, to allow staff to make minor edits as needed, and to allow the Executive Committee to make changes to respond to DHCD review questions if needed. Brian Cole seconded the motion. A roll call vote was taken and the motion carried.

6. Region 9 Project Presentation – Catalyst Project Update

David Touve, Senior Director, Batten Institute, UVA Darden School of Business, gave a presentation on the outcomes of the Catalyst project to date. (The presentation is posted with these Minutes). He indicated the program plans to target five companies each year in collaboration with partners and Venture Central going forward.

7. TEconomy Presentation

Mitch Horowitz, Co-Founder and Principal at TEconomy Partners, provided an update on entrepreneurial trends in the Piedmont Opportunity Corridor. (The presentation is posted with these Minutes).

8. Chair Update

Highlights of Ed Dalrymple's Update:

- Letter of Support – Ed Dalrymple has signed a Letter of Support for a National Science Foundation grant proposal for Racial Equity in STEM Education requested by Germanna Community College. The proposal is in line with the Region 9 Growth Plan in Talent Development and target sector growth. Region 9 and Region 6 are both supporting with Letters of Support.
- GENEDGE Statewide Grant – Tom Click is continuing to attend the GENEDGE grant advisory meetings and provided this update:
 - The grant is in Phase 2 and there are three Region 9 companies in consideration with one approved thus far.
 - The grant team may request to extend the grant or recast the budget.
 - GENEDGE has shared a video made by Region 9's IndoorBio about their experience during Phase 1 of this grant. The video has also been shared on the Region 9 Council LinkedIn page.
 - Stephen Dalton, the Region 9 GENEDGE representative, met with staff in the Central Virginia Partnership office recently to share grant activities and discuss possible gaps in service in the region.
- VABioConnect Statewide Grant - Shannon Holland shared that VABioConnect was working on a statewide internship portal that will serve 100 interns statewide and that CvilleBioHub will receive support from the grant to host young professional events in the region.

9. Director Update

No update was given.

10. Other Business

Jim Crozier shared that the Quad Counties Business Summit is a half day event and would be held on October 20, 2021 in Orange County.

11. Adjourn

Ed Scott made a motion to adjourn the meeting at 11:09 a.m. Jim Crozier seconded the motion. The meeting adjourned.

GO Virginia
Statement of Financial Position
As of December 31, 2021

DRAFT

	<u>Dec 31, 2021</u>
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	246.37
Total Checking/Savings	<u>246.37</u>
Accounts Receivable	
11000 · Accounts Receivable	127,434.71
Total Accounts Receivable	<u>127,434.71</u>
Other Current Assets	
11100 · Accrued Receivable	6,426.05
Total Other Current Assets	<u>6,426.05</u>
Total Current Assets	<u>134,107.13</u>
TOTAL ASSETS	<u><u>134,107.13</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	71,745.27
20004 · Due to CVPED	55,768.28
Total Accounts Payable	<u>127,513.55</u>
Other Current Liabilities	
25060 · Accrued Expenses - Other	6,426.05
25500 · Unearned Rev - Advanced Funds	167.53
Total Other Current Liabilities	<u>6,593.58</u>
Total Current Liabilities	<u>134,107.13</u>
Total Liabilities	134,107.13
Equity	
32000 · Unrestricted Net Assets	-883.63
Net Income	883.63
Total Equity	<u>0.00</u>
TOTAL LIABILITIES & EQUITY	<u><u>134,107.13</u></u>

GO Virginia
Statement of Financial Position
As of January 14, 2022

DRAFT

	Jan 14, 2022
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	246.37
Total Checking/Savings	246.37
Accounts Receivable	
11000 · Accounts Receivable	67,625.99
Total Accounts Receivable	67,625.99
Total Current Assets	67,872.36
TOTAL ASSETS	67,872.36
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	13,454.45
20004 · Due to CVPED	54,250.38
Total Accounts Payable	67,704.83
Other Current Liabilities	
25500 · Unearned Rev - Advanced Funds	167.53
Total Other Current Liabilities	167.53
Total Current Liabilities	67,872.36
Total Liabilities	67,872.36
Equity	
32000 · Unrestricted Net Assets	-883.63
Net Income	883.63
Total Equity	0.00
TOTAL LIABILITIES & EQUITY	67,872.36

GO Virginia

Capacity Building - Statement of Income and Expense (Summary)

TOTAL FY2021 SPENDING: January 2021 through December 2021

DRAFT

Capacity Building				
	Jan '21 - Dec '21	Budget	% of Budget	Remaining
Income				
41520 · State Grants	180,751.39	250,000.00	72.3%	69,248.61
Total Income	180,751.39	250,000.00	72.3%	69,248.61
Gross Profit	180,751.39	250,000.00	72.3%	69,248.61
Expense				
01250 · General Administration	13,169.64	17,000.00	77.47%	3,830.36
54000 · Program expenses				
54400 · Project related expenses				
54426 · Audit	1,747.17	8,000.00	21.84%	6,252.83
54430 · Contract Services	0.00	500.00	0.0%	500.00
54449 · Meetings and Facilitation	20.00	6,000.00	0.33%	5,980.00
54450 · Supplies	379.52	1,500.00	25.3%	1,120.48
54451 · Travel	296.08	2,500.00	11.84%	2,203.92
54452 · Rent/Lease	8,785.48	12,000.00	73.21%	3,214.52
54453 · Salaries	156,139.50	150,000.00	104.09%	-6,139.50
54457 · Marketing/Advertising/Promotion	214.00	7,500.00	2.85%	7,286.00
54462 · Legal Expenses	0.00	1,000.00	0.0%	1,000.00
Total 54400 · Project related expenses	167,581.75	189,000.00	88.67%	21,418.25
54410 · Planning Grants	0.00	44,000.00	0.0%	44,000.00
Total 54000 · Program expenses	167,581.75	233,000.00	71.92%	65,418.25
66000 · Payroll Expenses	0.00	0.00	0.0%	0.00
Total Expense	180,751.39	250,000.00	72.3%	69,248.61
Net Income	0.00	0.00	0.0%	0.00

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through December 31, 2021**

	Accelerating Sites (Projects)			Project Future (Projects)		
	Jan '00 - Dec 21	Budget	% of Budget	Jan '00 - Dec 21	Budget	% of Budget
Income						
41520 · State Grants	591.51	786,333.00	0.08%	51,010.83	148,689.00	34.31%
Total Income	591.51	786,333.00	0.08%	51,010.83	148,689.00	34.31%
Gross Profit	591.51	786,333.00	0.08%	51,010.83	148,689.00	34.31%
Expense						
01250 · General Administration	591.51	10,000.00	5.92%	5,867.49	11,014.00	53.27%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	776,333.00		0.00	0.00	
54430 · Contract Services	0.00	0.00	0.0%	1,614.60	10,000.00	16.15%
54440 · Equipment	0.00	0.00	0.0%	3,595.59	11,000.00	32.69%
54442 · Training	0.00	0.00		0.00	0.00	
54447 · Other - Programming	0.00	0.00		0.00	0.00	
54448 · Other - Workspace	0.00	0.00		0.00	0.00	
54449 · Meetings and Facilitation	0.00	0.00		0.00	0.00	
54450 · Supplies	0.00	0.00		0.00	0.00	
54451 · Travel	0.00	0.00	0.0%	399.38	9,800.00	4.08%
54452 · Rent/Lease	0.00	0.00	0.0%	0.00	0.00	0.0%
54453 · Salaries	0.00	0.00	0.0%	27,410.88	89,250.00	30.71%
54454 · Other - Website	0.00	0.00		0.00	0.00	
54455 · Fringe Benefits	0.00	0.00	0.0%	12,122.89	17,625.00	68.78%
54456 · Machinery/Tools	0.00	0.00		0.00	0.00	
54457 · Marketing/Advertising/Promotion	0.00	0.00		0.00	0.00	
54458 · Planning Assessment	0.00	0.00		0.00	0.00	
54459 · Other - Solutions Implementatio	0.00	0.00		0.00	0.00	
54461 · Other - Program Deliverables	0.00	0.00	0.0%	0.00	0.00	0.0%
54462 · Legal Expenses	0.00	0.00	0.0%	0.00	0.00	0.0%
54463 · Other - Outreach and Promotion	0.00	0.00		0.00	0.00	
Total 54400 · Project related expenses	0.00	776,333.00	0.0%	45,143.34	137,675.00	32.79%
Total 54000 · Program expenses	0.00	776,333.00	0.0%	45,143.34	137,675.00	32.79%
Total Expense	591.51	786,333.00	0.08%	51,010.83	148,689.00	34.31%
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 December 31, 2021**

	Venture Central			Business Resiliency SBDC		
	(Projects)			(Projects)		
	Jan '00 - Dec 21	Budget	% of Budget	Jan '00 - Dec 21	Budget	% of Budget
Income						
41520 · State Grants	2,129.25	300,000.00	0.71%	37,295.72	131,220.00	28.42%
Total Income	2,129.25	300,000.00	0.71%	37,295.72	131,220.00	28.42%
Gross Profit	2,129.25	300,000.00	0.71%	37,295.72	131,220.00	28.42%
Expense						
01250 · General Administration	2,129.25	22,222.00	9.58%	2,260.67	9,720.00	23.26%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	0.00	13,778.00	0.0%	6,858.56	60,000.00	11.43%
54440 · Equipment	0.00	6,000.00	0.0%	0.00		
54442 · Training	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00	5,000.00	0.0%	0.00		
54452 · Rent/Lease	0.00	12,000.00	0.0%	0.00		
54453 · Salaries	0.00	125,000.00	0.0%	28,176.49	61,500.00	45.82%
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00	70,000.00	0.0%	0.00		
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00	36,000.00	0.0%	0.00		
54462 · Legal Expenses	0.00	10,000.00	0.0%	0.00		
54463 · Other - Outreach and Promotion	0.00			0.00		
Total 54400 · Project related expenses	0.00	277,778.00	0.0%	35,035.05	121,500.00	28.84%
Total 54000 · Program expenses	0.00	277,778.00	0.0%	35,035.05	121,500.00	28.84%
Total Expense	2,129.25	300,000.00	0.71%	37,295.72	131,220.00	28.42%
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 December 31, 2021**

	Connector Platform			CV Workforce Recovery		
	(Projects)			(Projects)		
	Jan '00 - Dec 21	Budget	% of Budget	Jan '00 - Dec 21	Budget	% of Budget
Income						
41520 · State Grants	76,500.00	76,500.00	100.0%	94,668.24	99,500.00	95.14%
Total Income	76,500.00	76,500.00	100.0%	94,668.24	99,500.00	95.14%
Gross Profit	76,500.00	76,500.00	100.0%	94,668.24	99,500.00	95.14%
Expense						
01250 · General Administration	3,467.00	3,467.00	100.0%	7,460.11	7,500.00	99.47%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	39,445.00	39,445.00	100.0%	8,465.59	7,500.00	112.88%
54440 · Equipment	30,000.00	30,000.00	100.0%	0.00		
54442 · Training	0.00	0.00	0.0%	0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00	0.00	0.0%	0.00		
54450 · Supplies	0.00	0.00	0.0%	0.00		
54451 · Travel	0.00	0.00	0.0%	0.00		
54452 · Rent/Lease	0.00	0.00	0.0%	4,000.00	4,000.00	100.0%
54453 · Salaries	0.00	0.00	0.0%	48,285.69	50,000.00	96.57%
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00			16,208.84	14,500.00	111.79%
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00	0.00	0.0%	0.00		
54458 · Planning Assessment	0.00			0.00	1,000.00	0.0%
54459 · Other - Solutions Implementatio	0.00			10,248.01	15,000.00	68.32%
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
54463 · Other - Outreach and Promotion	3,588.00	3,588.00	100.0%	0.00		
Total 54400 · Project related expenses	73,033.00	73,033.00	100.0%	87,208.13	92,000.00	94.79%
Total 54000 · Program expenses	73,033.00	73,033.00	100.0%	87,208.13	92,000.00	94.79%
Total Expense	76,500.00	76,500.00	100.0%	94,668.24	99,500.00	95.14%
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 December 31, 2021**

	Biotech Innovation Cluster			Catalyst		
	(Projects)			(Projects)		
	Jan '00 - Dec 21	Budget	% of Budget	Jan '00 - Dec 21	Budget	% of Budget
Income						
41520 · State Grants	511,452.87	548,000.00	93.33%	411,620.81	475,200.00	86.62%
Total Income	511,452.87	548,000.00	93.33%	411,620.81	475,200.00	86.62%
Gross Profit	511,452.87	548,000.00	93.33%	411,620.81	475,200.00	86.62%
Expense						
01250 · General Administration	10,182.14	10,999.62	92.57%	8,232.65	21,755.43	37.84%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	0.00	0.0%	0.00		
54430 · Contract Services	176,576.45	180,161.04	98.01%	17,545.73	25,000.00	70.18%
54440 · Equipment	0.00			0.00		
54442 · Training	23,333.00	27,000.00	86.42%	0.00		
54447 · Other - Programming	0.00			12,697.86	20,000.00	63.49%
54448 · Other - Workspace	0.00			59,700.00	75,000.00	79.6%
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	731.80	1,000.00	73.18%	0.00		
54451 · Travel	0.00	2,000.00	0.0%	0.00	20,000.00	0.0%
54452 · Rent/Lease	4,591.38	4,591.38	100.0%	0.00		
54453 · Salaries	185,483.83	194,500.00	95.36%	313,444.57	313,444.57	100.0%
54454 · Other - Website	17,130.00	17,500.00	97.89%	0.00		
54455 · Fringe Benefits	7,029.50	8,000.00	87.87%	0.00		
54456 · Machinery/Tools	3,941.06	6,000.00	65.68%	0.00		
54457 · Marketing/Advertising/Promotion	42,205.75	56,000.00	75.37%	0.00		
54458 · Planning Assessment	40,247.96	40,247.96	100.0%	0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
54463 · Other - Outreach and Promotion	0.00			0.00		
Total 54400 · Project related expenses	501,270.73	537,000.38	93.35%	403,388.16	453,444.57	88.96%
Total 54000 · Program expenses	501,270.73	537,000.38	93.35%	403,388.16	453,444.57	88.96%
Total Expense	511,452.87	548,000.00	93.33%	411,620.81	475,200.00	86.62%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

MEMORANDUM

Date: January 24, 2022

To: GO Virginia Region 9 Council for January 31, 2022 Council Meeting

From: Shannon Holland, Director GO Virginia Region 9
Helen Cauthen, President, Central Virginia Partnership
Rahul Maitra, Finance Director, Central Virginia Partnership

Re: FY 2021 Capacity Building Budget Adjustment for closeout

This is to request Council approval to adjust the Fiscal Year 2021 Capacity Building Budget as noted in the attached spreadsheet. Staff is projecting that the FY 2021 budget will close in March 2022. There will be further and final fine tuning to these numbers when actual expenses are known. FY 2021 closeout numbers will be reported at the Council Meeting following the closeout.

Adjustments in total Salaries (including Fringe) expense line is needed to modify for hiring Grant Program Coordinator at full time in lieu of 30 hours per week and adjust for unforeseen limitations on charging Salary to grant funded projects. For example, much of the project closeout activity that new staff has completed could not be charged to projects because those project contracts were expired. Also, several projects submitted remittances less frequently than expected or have been delayed in submitting at a regular cadence. Staff has developed workflows that will address these issues to ensure projects can appropriately be charged, however, new projects must be awarded to sustain the approach.

It is important to note that FY 2021 ended on June 30, 2021 so at the projected March 2022 closeout, the region will only start spending FY 2022 funds nine months after that fiscal year begins on July 1, 2022.

Region 9 Capacity Building Budget							
Administration	Final FY 2020	Budget FY 2021	12.31.2021	Adjustment	Closeout FY 21		Budget FY 2022
Admin (General)	\$15,000.00	\$17,000.00	\$13,169.64	\$0.00	\$17,000.00		\$25,000.00
Audit	\$6,509.09	\$8,000.00	\$1,747.17	\$0.00	\$8,000.00		\$7,000.00
Contract Services	\$0.00	\$500.00	\$0.00	(\$500.00)	\$0.00		\$500.00
Fiscal /Accounting Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00
Legal Expenses	\$0.00	\$1,000.00	\$0.00	(\$1,000.00)	\$0.00		\$250.00
Marketing + Training	\$801.58	\$7,500.00	\$214.00	\$214.00	\$7,714.00		\$5,000.00
Meetings and Workshops	\$3,766.73	\$6,000.00	\$20.00	(\$5,980.00)	\$20.00		\$5,000.00
Rent	\$11,046.47	\$12,000.00	\$8,785.48	(\$784.00)	\$11,216.00		\$11,500.00
Salaries (Fringe if applicable)	\$161,822.13	\$150,000.00	\$156,139.50	\$55,165.00	\$205,165.00		\$175,000.00
Supplies & Equipment	\$20.21	\$1,500.00	\$379.52	(\$1,020.00)	\$480.00		\$1,500.00
Taxes and Insurance		\$0.00	\$0.00	\$0.00	\$0.00		\$1,000.00
Travel	\$1,611.79	\$2,500.00	\$296.08	(\$2,095.00)	\$405.00		\$2,500.00
Total Administration Budget:	\$200,578.00	\$206,000.00	\$180,751.39	\$44,000.00	\$250,000.00		\$234,250.00
Planning Services:							
Contract Services		\$0.00	\$0.00		\$0.00		\$250.00
Planning Grants	\$49,422.00	\$44,000.00	\$0.00	(\$44,000.00)	\$0.00		\$15,500.00
Total Planning Services Budget:	\$49,422.00	\$44,000.00	\$0.00	-\$44,000.00			\$15,750.00
TOTAL Expense Budget:	\$ 250,000.00	\$250,000.00	\$180,751.39	\$0.00	\$250,000.00		\$250,000.00

MEMORANDUM

Date: January 31, 2022

To: GO Virginia Region 9 Council for January 31, 2022 Council Meeting

From: Shannon Holland, Director GO Virginia Region 9
Helen Cauthen, President, Central Virginia Partnership

Re: CEDS Support and Budget Guidance

This memo is to advise Council of the intent to provide Letters of Support for planning grant proposals by Planning Districts 9 and 10 that will facilitate development of Comprehensive Economic Development Strategies (CEDS). This memo is also to inform the Council of the intention of using FY 2022 Planning Grant funds of up to \$15,500 to support a “super region” CEDS summary report.

The Rappahannock-Rapidan Regional Commission (PD-9) and the Thomas Jefferson Planning District Commission (PD-10) are collaborating to submit separate but dovetailed proposals for CEDS planning grants to the U.S. Economic Development Administration. Because these plans align with the Region 9 Growth & Diversification Plan, and the Council supported a previous effort, staff will work with the Chair to provide Letters of Support, unless advised otherwise by the Council.

Additionally, staff will collaborate with the noted applicants to potentially use FY 2022 Planning Grant funds in the FY 2022 budget (see attached) for a summary report that would identify major themes and opportunities between the two CEDS. Staff will ensure that the Council complies with the Virginia Public Procurement Act. Staff has also discussed expense eligibility with the Department of Housing and Community Development.

Staff views the funding of the summary report as a way to further expand on regional economic development collaboration and develop additional capacity. CEDS plans open the opportunity for federally funded projects that could be used as match for GO Virginia projects. Finally, such a report could easily be incorporated into the most recent Growth & Diversification Plan update through a mid-term revision with Council input.

Region 9 Capacity Building Budget							
Administration	Final FY 2020	Budget FY 2021	12.31.2021	Adjustment	Closeout FY 21		Budget FY 2022
Admin (General)	\$15,000.00	\$17,000.00	\$13,169.64	\$0.00	\$17,000.00		\$25,000.00
Audit	\$6,509.09	\$8,000.00	\$1,747.17	\$0.00	\$8,000.00		\$7,000.00
Contract Services	\$0.00	\$500.00	\$0.00	(\$500.00)	\$0.00		\$500.00
Fiscal /Accounting Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00
Legal Expenses	\$0.00	\$1,000.00	\$0.00	(\$1,000.00)	\$0.00		\$250.00
Marketing + Training	\$801.58	\$7,500.00	\$214.00	\$214.00	\$7,714.00		\$5,000.00
Meetings and Workshops	\$3,766.73	\$6,000.00	\$20.00	(\$5,980.00)	\$20.00		\$5,000.00
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Supplies & Equipment	\$20.21	\$1,500.00	\$379.52	(\$1,020.00)	\$480.00		\$1,500.00
Taxes and Insurance		\$0.00	\$0.00	\$0.00	\$0.00		\$1,000.00
Travel	\$1,611.79	\$2,500.00	\$296.08	(\$2,095.00)	\$405.00		\$2,500.00
Total Administration Budget:	\$200,578.00	\$206,000.00	\$180,751.39	\$44,000.00	\$250,000.00		\$234,250.00
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Contract Services		\$0.00	\$0.00		\$0.00		\$250.00
Planning Grants	\$49,422.00	\$44,000.00	\$0.00	(\$44,000.00)	\$0.00		\$15,500.00
Total Planning Services Budget:	\$49,422.00	\$44,000.00	\$0.00	-\$44,000.00			\$15,750.00
TOTAL Expense Budget:	\$ 250,000.00	\$250,000.00	\$180,751.39	\$0.00	\$250,000.00		\$250,000.00

FUNDING DASHBOARD
Region 9 - Piedmont Opportunity Corridor
As of January 31, 2022

PER CAPITA FUNDING (Regional)

FY July 1- June 30	Per Capita/ECB Allocation	Added from Capacity Building	Rollover from prior year	Returned after Project Closeouts*	Total Available for Projects	Total Awarded**	Funds Available (if not used carried to next FY)
FY2018	546,301	250,000			796,301	727,447	0
FY2019	1,000,000	0	68,854		1,168,204	1,159,550	0
FY2020	1,000,000	0	8,654		1,008,654	647,500	0
FY2021	1,000,000	0	361,154	245,327	1,606,481	1,086,333	0
FY2022	1,000,000	0	520,148	0	1,520,148	0	1,520,148

ECONOMIC RESILIENCY AND RECOVERY (ERR) FUNDING – April 18, 2020 to April 18, 2022

FY	ERR Allocation	Total Awarded*	Returned after Project Closeouts**	Funds Available
ALL	1,000,000,	579,909	5,000	425,091

*FY20: Project Rebound \$80,000; Project Reconnect \$99,500; Crafting a New Normal \$44,000

*FY21: Connector Platform \$76,500; Business Digital Resiliency \$131,220; Future of Workforce Outreach \$148,689

**Not expended at project closeout: Project Rebound \$5,000

**DIRECTOR UPDATE
REGIONAL COUNCIL 9 MEETING
LAST UPDATED JANUARY 25, 2022
MEETING: JANUARY 31, 2022**

Project Performance Monitoring:

- GO Virginia Quarterly Progress Reports Q4 2021 due January 20, 2022:
 - Accelerating Regionally Significant Sites | Central Virginia Partnership
 - Biotech Innovation Cluster Growth | CvilleBioHub
 - Digital Business Resiliency | Community Investment Collaborative
 - Future of Workforce Outreach | Virginia Career Works – Piedmont
 - Regional Business and Professional Connector Platform | Charlottesville Business Innovation Council
 - Venture Central | Charlottesville Regional Chamber of Commerce

Project Budget Changes/Updates:

- Biotech Innovation Cluster Growth: Move \$12,500 from *Training*, \$8,500 from *Salaries*, and \$5,000.38 from *Administration* into *Marketing* (+\$26,000) and *Rent* (+\$0.38). Move \$2,500 from *Training* to *Website*. Changes made to prepare for closeout.
- Catalyst Accelerator Program: Move \$13,444.57 from *Administration* into *Salaries* to prepare for closeout.
- Connector Platform: Move \$2,200 from *Administration* into *Contract Services* to prepare for closeout.

Contracts:

- Admin: None
- Projects:
 - Closeouts in Progress: GWC Piedmont Technical Education Center (Performance); Business Driven Workforce Recovery (Fiscal and Performance); Catalyst Accelerator Program (Performance); Biotech Innovation Cluster Growth (Fiscal and Performance); and Connector Platform (Fiscal and Performance)
 - Extensions: n/a
 - Funds Returned After Project Closeout: GWC Piedmont Technical Education Center – \$35,180.36; Business Driven Workforce Recovery – \$4,831.76; Catalyst Accelerator Program – \$63,579.19; Biotech Innovation Cluster Growth – TBD; Connector Platform – \$654.82
 - Outcomes/Deliverables Changes: n/a

Key Activity:

- 2021 Growth Plan Update Final edits and submit to DHCD
- Onboarding and training new staff: Thomas Best
- Participate in GENEDGE strategic planning session
- Promote TEconomy Report Updates
- Collaboration with CIT Entrepreneurship Ecosystem to advance Region 9 RIF grant
- Represent Region 9 at VEDA Winter Membership Meeting
- Represent Region 9 at 2021 Economic Summit and Forum on World Trade with Tom Click
- Represent Region 9 at 2021 Quad County Business Summit
- Support development of SCHEV internship grant with UVA
- Meetings with regional staff in Regions 1, 2, 3, 6, 7, 8
- Develop non-profit and community listing in Region 9 for potential collaboration or match



- Update Region 9 Legislators contact list

Media:

- 194 LinkedIn followers (+4)

Upcoming Dates

- **GO Virginia Board Meetings:** March 15, June 14, September 13, December 13
- **Region 9 Council Meetings:** April 25, June 30, August 8, October 20
- **Region 9 Application Deadline:** April 4, June 22



Retrofitting Virginia Manufacturers for Strategic Industries:Regional Snapshot – PHASE 2

Current as of January 1st, 2022

Phase 2 information and applications are available here:

<https://genedge.org/go-virginia-retooling-virginia-manufacturers-strategic-industries-program>

Advisory Committee Meetings are the 3rd January of each month from 2:00-3:00pm; Jefferson Library, Charlottesville, VA
Remote participation available for GoVA regional advisors and all non-voting attendees

Phase 2 Summary

- Application Count: 42
- Assessments Complete through November is 33
 - 2 assessments being scheduled and 7 applications not moving forward (out of state, incomplete application, not a fit, or requested to not complete the assessment)
- Total Approved Companies: 33
- Total Funding Amounts: Up to \$75K for each approved company
- Info & Webinar Links for Phase 2: GENEDGE YouTube channel: <https://youtu.be/epejVg7IGvA>

Notice: GENEDGE will be accepting up to 38 companies during Phase 2!

Program question or comment? Contact Cheryl Carrico, Program Manager at ccarrico@genedge.org or 276.525.0088

Region 2

Number of applications: 3
Assessments in-process: 1
Total approved: 2

Region 8

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

Region 9

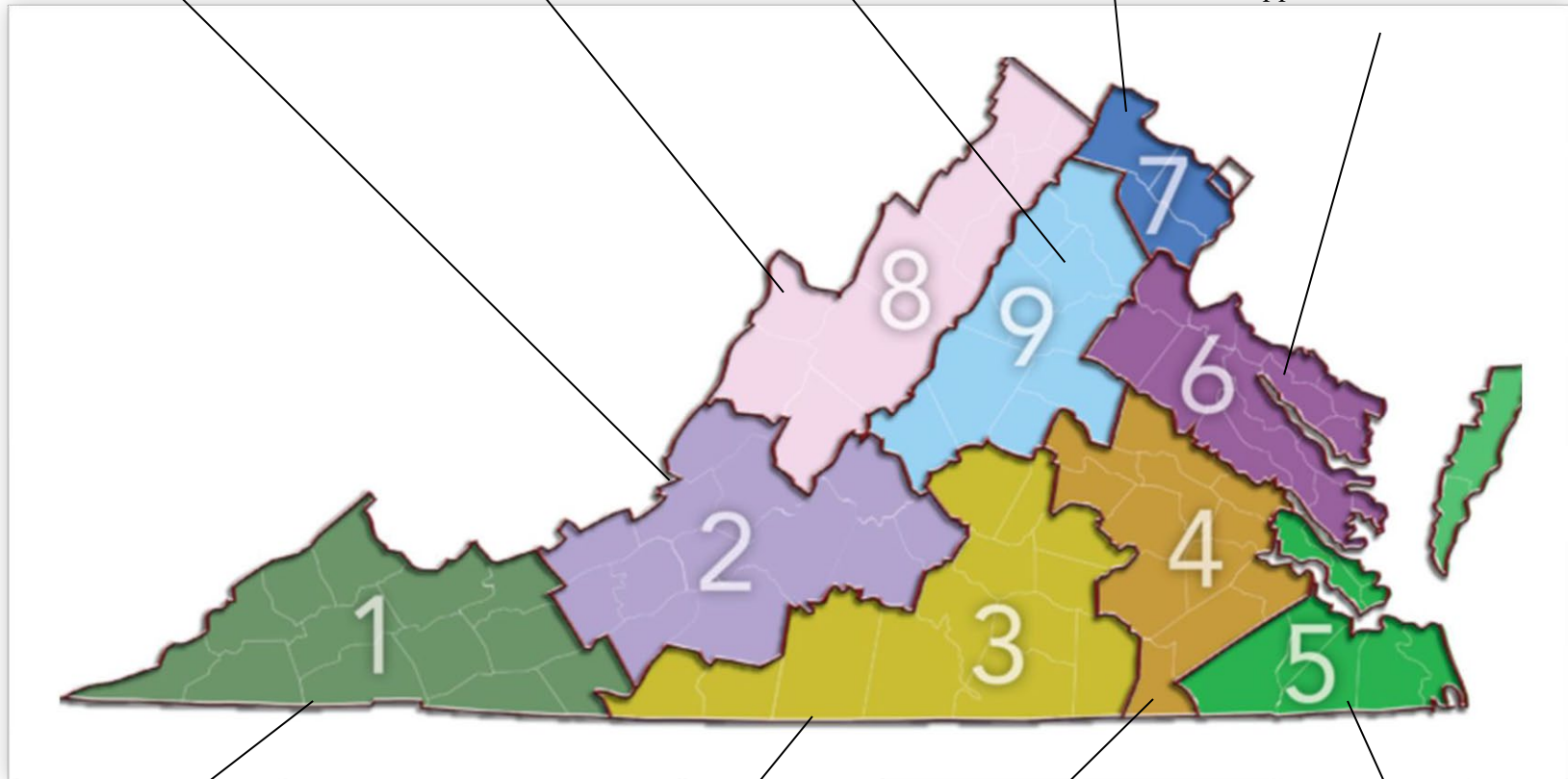
Number of applications: 6 (1 incomplete)
Assessments in-process: 0
Total approved: 4

Region 7

Number of applications: 5 (1 incomplete)
Assessments in-process: 0
Total approved: 3

Region 6

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



Region 1

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

Region 3

Number of applications: 7
Assessments in-process: 0
Total approved: 5

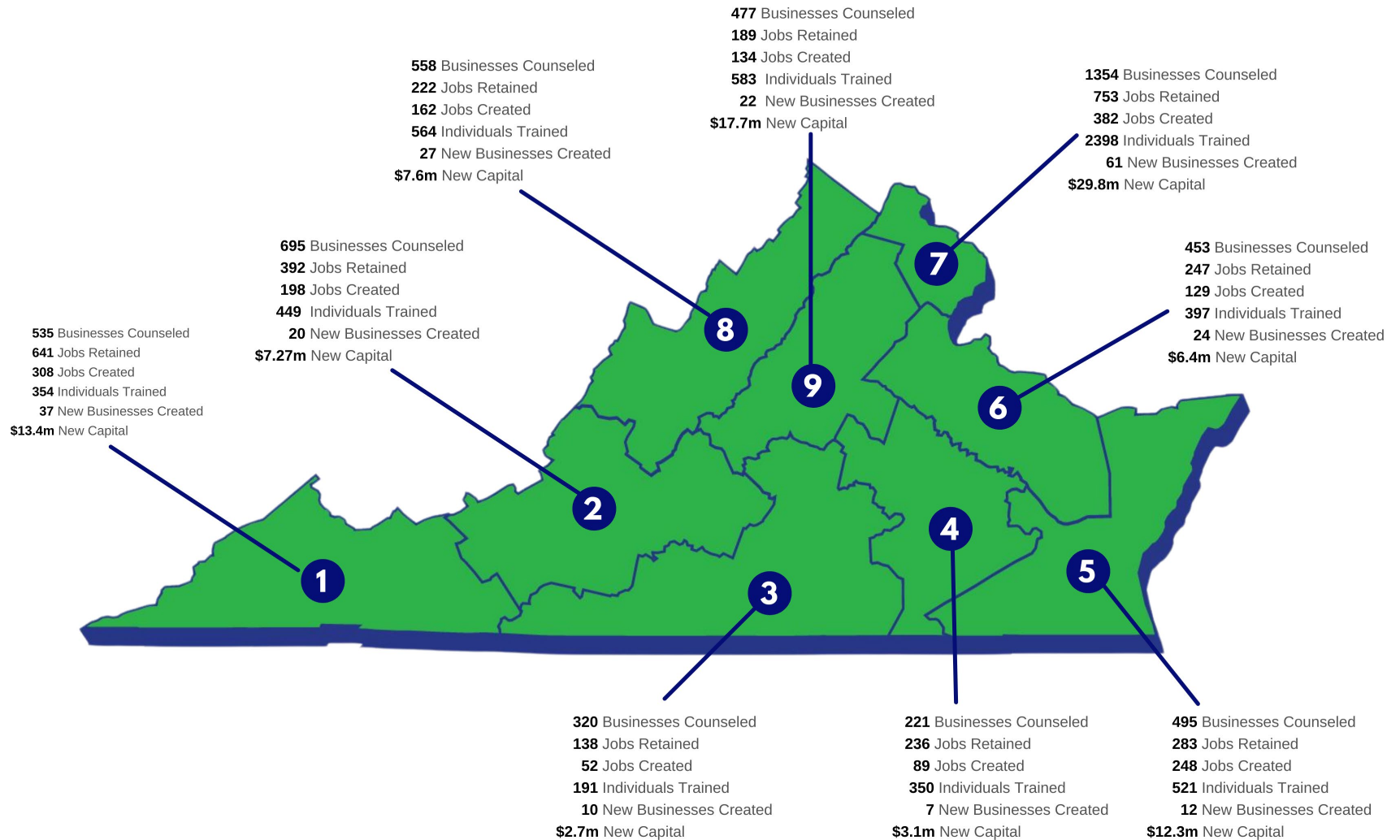
Region 4

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

Region 5

Number of applications: 8
Assessments in-process: 0
Total approved: 8

Slide from SBDC Virginia GO Virginia ERR Grants Q4 Summary Report January 25, 2022





A GO Virginia Inter-regional Grant Program

QUARTERLY REPORT

OCTOBER 1, 2021-DECEMBER 31, 2021

Project Title: “Virginia Bio-Connect”

Organization Name: Virginia Biotechnology Association

Mailing Address: 800 E. Leigh St. Suite 14, Richmond VA, 23219

Primary Contact: Briana Hunter, MPH, Director of Programs, 443.626.4846, hunter.briana@vabio.org

Submission: January 14, 2022

GO VA Grant: Virginia Bio-Connect Progress Report

Introduction/Project Goal

The project’s overall goal is to strengthen and grow the life sciences industry cluster in Virginia. Virginia Bio-Connect (VBC) will accomplish this by supporting the formation of four new BioHubs and connecting all regional BioHubs across the state to share best practices, elevate workforce development, share resources, and provide mentorship. Virginia Bio-Connect seeks to harness this opportunity by:

1. Serving existing and emerging life science companies through programming and collaboration with established partners;
2. Closing the talent gap for life science companies experiencing growth through job connections, internships, and network opportunities; and
3. Creating a statewide virtual entrepreneur-in-residence network (VERN) bringing together experts from diverse backgrounds with deep life science industry expertise to support early-stage life science companies.

Accomplishments

Over the course of this quarter, Virginia Bio-Connect successfully hired two of three

virtual entrepreneur-in-residence network (VERN) mentors to assist with deep life science expertise and mentorship for early-stage companies. The STEM2VA Internship Program began accepting applications from students and interested employers wishing to host students during the Summer 2022 eight-week time frame. With an application deadline of Jan 31, 2022 students have the opportunity to apply and be informed of the next stages of the recruitment process (review, interview, offers from employers, and award letters from VBC). Virginia Bio-Connect partnered with George Mason University's Accelerate 2020 Investor Conference and Technology Showcase to introduce biotech startups to public and private funding streams. Additionally, NOVA BioHub (Region 7) conducted an event, " Collaborative Minds: Big Solutions" on Dec 2, 2022 , which was held both in person and in a virtual environment.

Issues/Barriers & Solutions

No issues to report at this time.

Please describe any changes to the prior approved project timeline.

Virginia Bio-Connect has contracted with EcoMap to complete the website construction for Virginia Bio-Connect and the regional BioHub locations. Completion and go live date of the website has been changed from a Sept. 2021 completion to a mid January 2022 completion that includes general information for the Virginia Bio-Connect program and BioHubs (general contact information, descriptions and individual landing pages). Two VERN Mentors were hired during the Quarter, with one hire for VBC pending. Funding confirmation with Prince William County is still pending for determination of a fourth mentor to be aligned with the three Virginia Bio-Connect mentors. BioHubs, and GO VA Regional Leaders will be updated as more information becomes available.

Please provide a description of project work completed or in progress this quarter.

I. AIM 1: Strengthen Virginia's Life Science Industry Sector

Website development created and to be finalized with a go live date of Jan. 15, 2022. The VBC website construction is completed by EcoMap and includes all BioHub regions, logos, descriptions, and contact information that will be available for view on separate landing pages from the website homepage.

Collaboration with VEDP is continuous with creating and disseminating brand awareness, a brochure has been created to showcase VA life science ecosystems ([here](#)) where Virginia Bio has worked alongside with developers.

II. AIM 2: Develop and Attract a Diverse Workforce

DATA: STEM2VA INTERNSHIP

Category	Estimated Total	Actual Total
Student Applications	500	709
Employer Organizations	50	21

Internship Details

Virginia Bio-Connect has worked with a number of universities and community colleges to market and increase the number of student applicants for the Summer 2022 Internship Program. Continuous updates of both student and employer websites include recorded webinar providing detailed instructions and information to applying and employer registering as host sites (links provided below). Additional information includes; FAQ, positions descriptions and employer logos (updated weekly). As the new year quarter begins, heavy marketing and recruitment for employers to ensure ample employer host site locations for student matching.

Student Website: <https://www.vabio.org/stem2va/>

Employer Website: <https://www.vabio.org/stem2va-employer-opportunities/>

Internship Locations: <https://www.vabio.org/stem2va/internship-locations/>

Student Recording:

https://vsu.zoom.us/rec/play/zIPrnd8FDLZJ3jBX74AmUq9v4lGU6kHMmX5YxbK0v6hsAHaNBbVuCvGk5sze0teIKYIIqykqQq1mfYxY.DBzWe1r98emqxAgN?startTime=1638988797000&xzm_rtaid=GjKga7uwT4OluWuWQdlO0w.1641252696146.e68d5b

[5b3f29301eb9b8283e22c68c7e&xzm_rhtaid=907](https://vsu.zoom.us/j/5b3f29301eb9b8283e22c68c7e&xzm_rhtaid=907)

Employer Recording:

https://vsu.zoom.us/rec/play/jBjZw8kY04CPIK8_pwD-62At4TvClntLC7PGLY9j-cKg1RswiH862AGZt1X9UloL5XX4F4IetFkMykHu.rcP_y-TXp0sC1QQo?startTime=1639668229000&xzm_rhtaid=GjKga7uwT4OluWuWQdlO0w.1641252696146.e68d5b5b3f29301eb9b8283e22c68c7e&xzm_rhtaid=907

Student FAQ:

<https://www.vabio.org/wp-content/uploads/2022/01/STEM2VA-Student-QA.pdf>

Employer FAQ:

<https://www.vabio.org/wp-content/uploads/2022/01/STEM2VA-Employer-FAQ.pdf>

Young Professionals Network (YPN)

NOVA BioHub (Region 7) conducted an event titled “ Collaborative Minds: Big Solutions” on Dec 2, 2022 . The event consisted of both in person and virtual attendance via Zoom. NOVA BioHub highlighted the internship program, BioHub website construction, and the NOVA Bioscience Center opening in Feb. 2022. Three speakers presented on their research and development efforts ([flyer](#)).

All BioHubs have expressed 2022 YPN events with Region 7 to continue with the “Collaborative Minds: Big Solutions” series in Feb. 2022 and Region 2 hosting an event Mar. 16, 2022.

III. AIM 3: Accelerate Life Science Industry Commercialization

Virtual Entrepreneur in Residence (VERN)

A total of two out of three mentors have been hired to assist with strengthening workforce development and commercialization with one additional hire to be made within VBC. The inaugural annual technology showcase took place October 18 - 20, 2021 in collaboration with George Mason University (GMU) at the Arlington campus. Titled “Accelerate 2022”, this conference encompassed technology, innovation, entrepreneurship, and business community engagement for biotechnology and other companies. Sponsored by Virginia Bio-Connect, John Newby, Chief Executive Officer, Virginia Biotechnology Association moderated the “Biotechnology Innovation Panel”

with Sally Allain of Johnson & Johnson JLABS and Walter Colesman of Bright Spec, where the discussion revolved around Virginia's leadership in the development and manufacture of essential medicines and technologies to counter future public health threats.

VERN Activities During Reporting Period (provided via ICAP)

- Two new mentors hired
 - o Elizabeth Pyle – MedTech background
 - o William McPheat – Drug Discovery background
- Mentor Activity
 - o A review of all existing ICAP clients in life science industries was conducted and introductions have begun with the new mentors. Introductions will continue in the next reporting period.
 - o Client Interactions: 4 clients – 25.25 hours of counseling
 - ▢ Richmond Area – 1
 - ▢ NOVA – 2
 - ▢ Southwest VA – 1
 - o Events attended
 - ▢ NOVA BioHub meeting
 - ▢ RAMP Fall 2021 Cohort Demo Day

Upcoming Activities

- Hire an additional mentor
- Begin connecting mentors with ecosystem partners
- Mentors to attend additional ecosystem events
- Mapping of life science entrepreneurial ecosystem in the Commonwealth

Metrics:

Description	Number/Total
Number of businesses served	4
Number of jobs created	In progress
Number of internships created	In progress
Number of companies formed	In progress
Leveraged private investment	In progress
Leveraged public investment	In progress

UPCOMING PROJECTS:

VEDP collaboration and brand awareness strategy will continue throughout CY2022, with the next executable being a Q2 Virginia biotechnology featured edition of VEDP's quarterly magazine. In April 2022, VBC staff will begin the process of establishing programming for the statewide job fair, with the job fair being held in August 2022.