



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

REGIONAL COUNCIL 9

JUNE 29, 2021

ANNUAL MEETING

2:00 PM to 4:00 PM

Zoom Link or Call-In

Due to the COVID crisis this meeting was held via electronic means details included 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. Dashboard | |
| e. Director Report | |
| 5. Electronic Meetings Policy – Exemption Expires June 30 | Ed Scott |
| 6. Vote on Slate | Ed Scott |
| a. Accept Public Sector and Private Sector Appointments | |
| b. Private Sector Slate | |
| c. Officers and Executive Committee | |
| 7. Committee, Task Force, or Strike Force Updates | Ed Scott |
| a. Strike Force Status | |
| 8. Region 9 Project Presentation | Nikki Hastings, PhD |
| <i>Biotech Innovation Cluster Growth</i> | Executive Director,
CvilleBioHub |
| 9. Chair Update | Ed Scott |
| 10. Director Update | Shannon Holland |
| 11. Other Business | Ed Scott |
| 12. Adjourn | Ed Scott |

Topic: GO Virginia Region 9 Council - Annual Meeting
Time: Jun 29, 2021 02:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

<https://zoom.us/j/97564225783?pwd=NjlRUDhBdnNwOWI4Z01RN0RJbHlnZz09>

Meeting ID: 975 6422 5783

Passcode: 916013

One tap mobile

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Dial by your location

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Meeting ID: 975 6422 5783

Passcode: 916013

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

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:



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

REGIONAL COUNCIL 9

APRIL 26, 2021

2:00 PM to 4:00 PM

Zoom Link or Call-In

Due to the State of Emergency declared by the Governor due to COVID, this meeting was held via electronic means.

MINUTES

Attending Council Members: Ed Scott, EcoSeptix Alliance (Chair); Ed Dalrymple, Cedar Mountain Stone (Vice Chair); Ray Knott, Atlantic Union Bank (Treasurer); Andy Wade, Louisa County; Brian Cole, LexisNexis; Christian Goodwin, Louisa County; Christine Jacobs, Thomas Jefferson Planning District Commission; Felix Sarfo-Kantanka, Dominion Energy; Jim Cheng, Cav Angels; Hon. Jim Crozier, Orange County; John Young, Atlantic Union Bank; Hon. Tony O'Brien, Fluvanna County; Kim Blosser, Lord Fairfax Community College; Kurt Krueger, McGuireWoods; Paige Read, Town of Culpeper; Pace Lochte, University of Virginia Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Ray Knott, Atlantic Union Bank; Tom Click, Patriot Industries; Yolunda Harrell, Taste of Home (Steve Ray, Isler Dare, attended for part of the meeting)

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

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

Staff: Helen Cauthen, Shannon Holland, Kristy Dancy

Guests: 1-703-748-xxxx; Bryan Rothamel; Candace Spence; Clay Cundiff; Deborah Flippo; Deborah Harms; Denise Herndon; Joe Hines; Mac McKenzie; Phil Sheridan; Sarah Morton; Sean Mallon; Stephanie Lillard; Stephanie McNamara; Steve Dalton; Tory McGowan

Welcome

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

Roll Call

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

Public Comment

Ed Scott noted that Public Comment forms were available and were to be submitted ahead of the meeting. Shannon Holland stated that no public comments forms had been received.

Approve Council Business

Ed Scott stated that for expediency items listed under Council Business were grouped together for one motion and roll call vote. Ed Scott asked if there was a request to move any of the items off the list to discuss separately. No request was made.

a. Meeting Minutes

Ed Scott asked for questions regarding the Minutes as presented. No questions were offered.

b. Financials

Ray Knott provided a Treasurer Report, including these highlights:

- Financials through February 28, 2021 begin on page 13. The Statement of Financial Position shows a little over \$24,000 in checking; over \$222,000 in Accounts Receivable; and \$240,000 in liabilities. As of April 15, accounting staff reports about \$48,000 in Accounts Receivable and about \$67,000 in Accounts Payable.
- The newly formatted Capacity Building – Statement of Income and Expense is designed to show expenditures by Fiscal Year. The final expenditures for the 2020 Capacity Building budget are shown through February 2021 as spent over a 16 month period and the numbers represent the close out budget approved by the Council in January. The 2021 Capacity Building Budget approved last year will be used for expenses beginning with March 2021 expenses.
- On pages 16-23, are the project budgets through February 2021. Five of the projects noted are now closed with DHCD and funds that were not spent have become available again for projects as noted in the Dashboard in the meeting packet.

No questions were posed.

c. FY2020 Capacity Building Budget

Ray Knott presented the Capacity Building Budget for approval, as noted:

- Each year the Council must submit a Capacity Building Budget to the Board. This is the budget for 2022 Funding. These funds will likely not be accessed for another 16 months since we are just beginning to draw down 2021 Capacity Building funds.
- This budget can be compared to the final budget numbers from FY 20 on page 14. The largest item is Salaries and Fringe. This projection is about \$10,000 more than last year but includes a potential 10 hour per week part time hire for additional project support. Also, the Admin is \$10,000 more than FY20 due to having a new and full time Director of Finance over the last year resulted in improved methods for calculating and charging appropriate admin costs to the GO Virginia program.
- A Budget Narrative follows on 25. There are no major changes there from prior years.

No questions were posed.

d. Project Contract Template

Ed Scott asked if there were questions about the Project Contract Memo request from staff asking to include new Communications wording to the Project Contract Template. No questions were posed.

e. Council Updates

Ed Scott noted that the Central Virginia Partnership had appointed John Young to complete Alicia Pitorri's term and should be added to the Council Membership List Update included in the packet. Ed Scott asked if there were any further questions on any business items presented. None were offered.

Ray Knott made a motion to approve the Council Business as presented and discussed. Kim Blosser seconded the motion. A roll call vote was performed and the motion carried.

Committee and Task Force Updates

- **Strike Force** – Ed Scott noted that the Strike Force Update is a standing agenda item at Council’s request and that because the GO Virginia Board has approved a one year extension for the ERR program the item will remain unless suggested otherwise by Council. No suggestions were offered.
- **Nominating Committee** – Jim Cheng said that the nominating Committee had met in March to set the new nomination process in motion. There are two private sector seats up for re-appointment including one that must be a Chamber Nomination. The deadline for nominations is May 15.
- **Sites Task Force – DHCD Sites Guidelines Update** – Patrick Mauney reported that the Sites Task Force had met twice since the last Council meeting. Once to review the new DHCD guidelines in development for future Sites projects and a second time to review the proposal that would be discussed later in the meeting.

Nominating Committee Appointments

Ed Scott noted that the Bylaws state that the Chair should appoint a new Nominating Committee at the meeting immediately prior to the Annual Meeting and he is doing so as noted in the meeting materials.

Project Review and Vote

- **Future of Workforce Outreach – ERR**
 - Ed Scott reported that the Talent Development Task Force and the Strike Force met on April 16 to discuss a recommendation for the Council to consider on the Future of Workforce ERR proposal from Virginia Career Works – Piedmont Region. The proposal is for just over \$148,000 in GO Virginia funds and is leveraged by \$74,000 in local and federal funds. The project will continue the accomplishments achieved through Project Reconnect and expand services to rural localities. The Project Reconnect team presented at the January Council Meeting. There is just over \$568,000 in ERR funding remaining in Region 9.
 - Ed Dalrymple spoke on behalf of the Talent Development Task Force noting the applicant has demonstrated strong results through Project Reconnect which the Task Force saw as a strength. The Task Force was impressed with the regional focus of the project. There was a discussion to expand the focus from just manufacturing to all sectors for the purpose of regional recovery and to correct the timeline document to indicate service to 3-4 rural localities on the timeline as noted in the narrative. VCW has agreed to these tweaks. The discussion was very supportive of this proposal and the Task Force recommends that Council approve this proposal as noted in the Task Force Review Summary.

Ray Knott made a motion to approve the proposal as recommended by the Task Force. Ed Dalrymple seconded the motion. A roll call vote was performed and the motion carried.

- **Advancing Regionally Significant Sites – Per Capita**
 - Ed Scott reported that the Advancing Regionally Significant Sites proposal is seeking just over \$826,000 for 18 months to advance two regionally significant sites in order to position them for target sector industry. The two sites were determined to be regionally significant in a process led by the Central Virginia Partnership for their footprint and further discussed at the Sites Task Force meeting, as mentioned earlier. There is just under \$1,200,000 remaining in Region 9 Per Capita funds with new funding available July 1.
 - Patrick Mauney spoke on behalf of the Sites Task Force saying that they recognized that prioritizing Sites in our region is key to ensure the best investment of GO Virginia dollars. The Partnership demonstrated a robust prioritization process that was completed for their footprint and Region 9 staff coordinated with the other Counties to ensure their sites, if ready, could or would be considered. This proposal does not have to conform to the new guidelines but has definitely worked through the new concepts anyway. The Task Force

liked the idea that one site in each of our two planning districts was being advanced, the representation in the Letters of Support, and the obvious direct and indirect impact of the two sites. The Task Force recommends this proposal for approval as noted in the Review Summary in the meeting materials.

Discussion related to the Return on Investment (ROI) on the projects, water capacity, and sources, ensued.

Patrick Mauney made a motion to approve the proposal as recommended by the Task Force. Paige Read seconded the motion. A roll call vote was performed and the motion carried with Andy Wade, Christian Goodwin, and Tom Click abstaining.

Project Update – Regional Business Park

Andy Wade, Director of Economic Development, Louisa County introduced Joe Hines, Timmons Group who presented an update on the Regional Business Park project previously funded by Region 9.

Discussion ensued around the importance of developing regionally significant sites in our region and the high demand demonstrated for recent visits from high-level site selectors to this Louisa County site.

Chair Update

- **Dashboard** – Ed Scott reported the funds available in Region 9 by referring to the Dashboard but added the fact that if the two newly approved projects advance through the Board that there will be about \$369,000 remaining in Per Capita funds and about \$425,000 in ERR funds.
- **Growth & Diversification Plan Update** – Ed Scott referred to the base Growth Plan data provided in the meeting packet noting that the average annual wages have increased in Region 9 over the past 3 years. Ed Scott reminded the Council that the next Growth Plan Update is due to DHCD by October 15 and that the Council has two meetings between now and then to accomplish. A discussion ensued around connecting the Growth Plan to the new G3 program recently funded as the average annual wages in G3 are expected to be greater than \$100,000.
- **Updates:**
 - **Blueprint 2030 – Virginia Chamber:** Ed Scott asked members to register for the August 4 Blueprint meeting for Region 9.
 - **CIT/VIPA-E-ship Ecosystems** – Sean Mallon provided an overview of the activities of the newly formed VIPA and more specifically activities and focus on Entrepreneurial Ecosystems, as noted in the attached slide deck.
 - **VABioConnect Statewide Project** – On behalf of Nikki Hastings, Shannon Holland noted that VABioConnect had finalized their statewide contract effective April 1 and had “contracted” with SBDC to manage their biotech mentoring efforts.
 - **GENEDGE Statewide Project** – Tom Click reported that the advisory board is working with the Virginia Manufacturing Association to determine the appropriate industry or manufacturing sector to focus on in Year 2 of the statewide grant.

Director Update

Shannon Holland noted that the January and April Director Updates were included and highlighted that contract changes and budget changes are reported to the Council in this report and will continue to be, as requested by Council.

Other Business

Other business presented included:

- Steve Dalton, GENEDGE, reported that there are programmatic offerings in Region 9 for manufacturing and to reach out to him with any opportunities.

- Shannon Holland reported that the Venture Central Team was pursuing a US EDA grant and had requested a letter regarding match eligibility but felt the Council should consider offering support to the proposal as well since it complements the current GO Virginia Venture Central initiative. Shannon Holland noted that the US EDA proposal aligned with the Growth Plan, the TECONOMY Report and the Venture Hub Plan.

Ed Dalrymple made a motion to support the US EDA proposal as discussed. Yolunda Harrell seconded the motion. The motion carried with Pace Lochte abstaining and Jim Cheng had left the meeting.

Adjourn

At 3:14 pm Ed Scott said if there was no other business he would entertain a motion to adjourn.

Tom Click made a motion to adjourn. John Young seconded the motion.

Join Zoom Meeting

<https://zoom.us/j/91415613977?pwd=ZjNqOXdlVjdKd1U2aldlY3NKODZEUT09>

Meeting ID: 914 1561 3977

Passcode: 786073

One tap mobile

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Dial by your location

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+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

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Meeting ID: 914 1561 3977

Passcode: 786073

Find your local number: <https://zoom.us/u/abUPx1HWfn>





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

SHANNON HILL REGIONAL BUSINESS PARK MASTER PLAN

GO Virginia Region 9 Council

APRIL 26, 2021



TIMMONS GROUP
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Central Virginia
PARTNERSHIP
for ECONOMIC DEVELOPMENT







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

AGENDA

- TRENDS IN THE MARKETPLACE (POST COVID-19)
- PROJECT BACKGROUND
- MASTER PLANNING OPTIONS
- THE FINAL MASTER PLAN
- FINANCIAL REVIEW
- MOVING FORWARD
- Q & A



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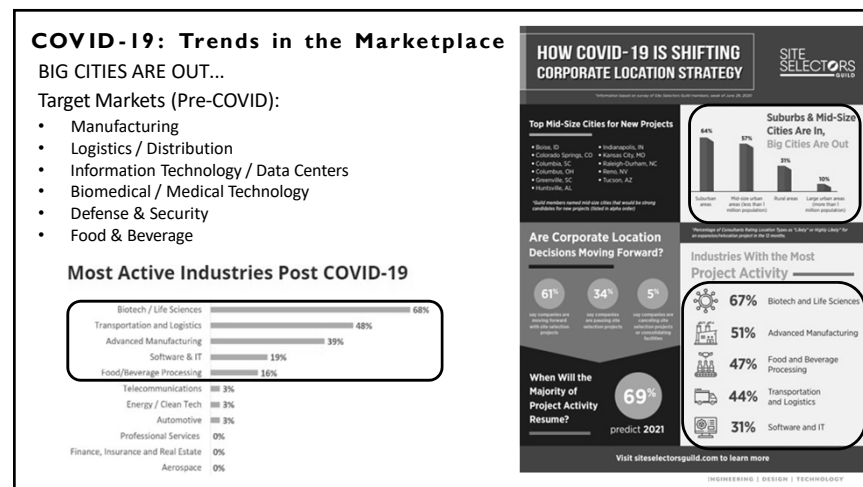
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TRENDS IN THE MARKETPLACE

What is Happening with COVID-19



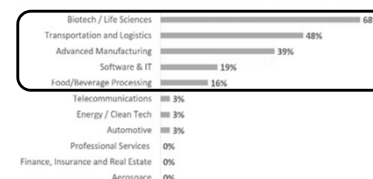
COVID-19: Trends in the Marketplace

BIG CITIES ARE OUT...

Target Markets (Pre-COVID):

- Manufacturing
- Logistics / Distribution
- Information Technology / Data Centers
- Biomedical / Medical Technology
- Defense & Security
- Food & Beverage

Most Active Industries Post COVID-19



Industry	Percentage
Biotech / Life Sciences	68%
Transportation and Logistics	48%
Advanced Manufacturing	39%
Software & IT	19%
Food/Beverage Processing	16%
Telecommunications	3%
Energy / Clean Tech	3%
Automotive	3%
Professional Services	0%
Finance, Insurance and Real Estate	0%
Aerospace	0%

HOW COVID-19 IS SHIFTING CORPORATE LOCATION STRATEGY

Information based on survey of 100 business leaders, dated in June 2020

Top Mid-Size Cities for New Projects

- Boise, ID
- Colorado Springs, CO
- Columbia, SC
- Columbus, OH
- Greenville, SC
- Huntsville, AL
- Indianapolis, IN
- Kansas City, MO
- Raleigh-Durham, NC
- Reno, NV
- Tucson, AZ

Suburbs & Mid-Size Cities Are In, Big Cities Are Out

Category	Percentage
Suburbs	64%
Mid-size cities (pop. 100k-500k)	57%
Small cities	38%
Large cities (pop. 500k+)	10%

Are Corporate Location Decisions Moving Forward?

Category	Percentage
Continuing forward with new projects	61%
Continuing forward with existing projects	34%
Not moving forward with new projects	5%


Industries With the Most Project Activity

Industry	Percentage
Biotech and Life Sciences	67%
Advanced Manufacturing	51%
Food and Beverage Processing	47%
Transportation and Logistics	44%
Software and IT	31%

When Will the Majority of Project Activity Resume?

69% predict 2021

Visit [siteselectorsgould.com](https://www.siteselectorsgould.com) to learn more



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Advanced Manufacturing Trends Includes Biotech / Life Sciences

COVID-19 SPECIAL REPORT: ADVANCED MANUFACTURING
From Site Selection Magazine, July 2020
SHARE THIS ON SOCIAL MEDIA

**SITE
SELECTION
MAGAZINE**

Could a Post-Pandemic National
Industrial Strategy Advance the
Cause of Advanced
Manufacturing?

BROOKINGS

REPORT
**Reshoring advanced manufacturing supply chains to
generate good jobs**

Andrea Fink and Thomas Spillner July 23, 2020

10 Ways AI Is Improving Manufacturing In 2020

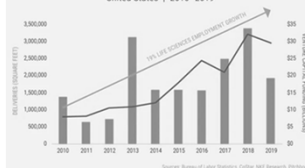


Linda Columbus Senior Contributor @
Enterprise & Cloud

Forbes



LIFE SCIENCES SPACE DELIVERIES AND VENTURE CAPITAL INVESTMENT United States | 2010-2019



Source: Bureau of Labor Statistics, Office of Technology Estimates
INDUSTRY | DESIGN | TECHNOLOGY

E-Commerce: Distribution & Fulfillment Centers

E-commerce sales could hit \$1.5 Trillion in 2025
(JLL)

JLL

**Industrial real estate demand to
grow to 1 billion square feet by
2025**

U.S. demand surges alongside e-commerce's pandemic boom

July 16, 2020



Business in the Age of COVID-19

**Amazon has the right businesses to
prosper during coronavirus, but
spending could grow even faster**

Published: July 24, 2020 at 1:55 p.m. ET

By Jon Swartz

Amazon in the age of COVID-19: Online shopping, cloud computing and streaming video are expected to be strong, but company known for spending big looks to be following that path

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Data Centers: COVID-19 Immediate Impact


- Unprecedented surge in Internet traffic
Peak Traffic **MORE THAN DOUBLED** from March 2019 to March 2020
WITH **NO MARCH MADNESS...**
- Zoom and other web collaboration services skyrocket
Maximum Daily **Zoom** Meeting Participants:
December 2019 – **10 Million**
April 2020 – **300 Million** } **3,000% Increase in 5 months**
- AT&T sees VPN demand **increase 700%**
- On-line gaming usage **up 75%**
- Increased investment in virtual workforce for Healthcare, Government and Education



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PROJECT BACKGROUND

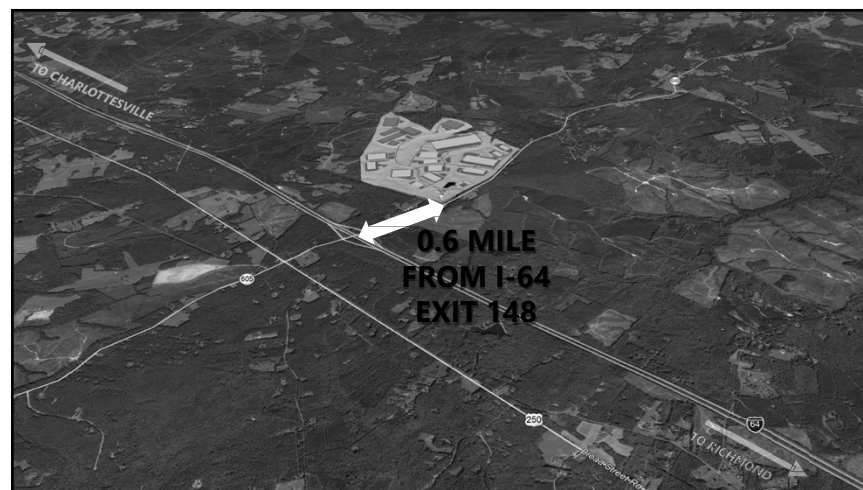
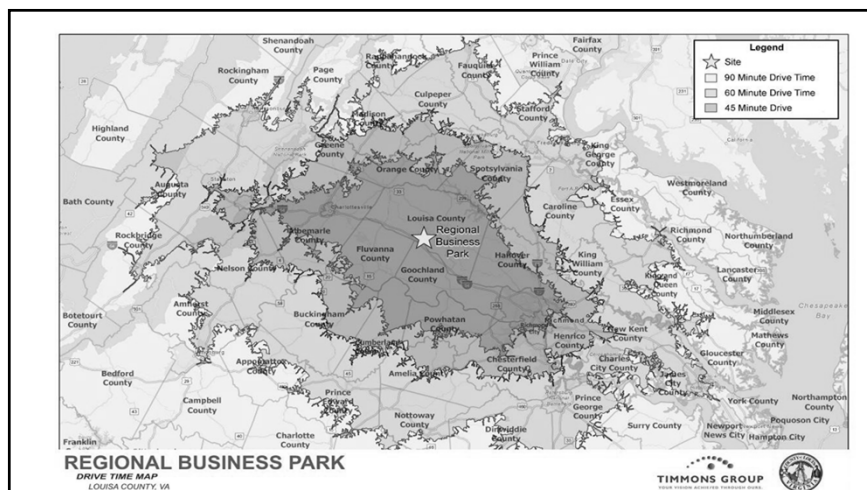
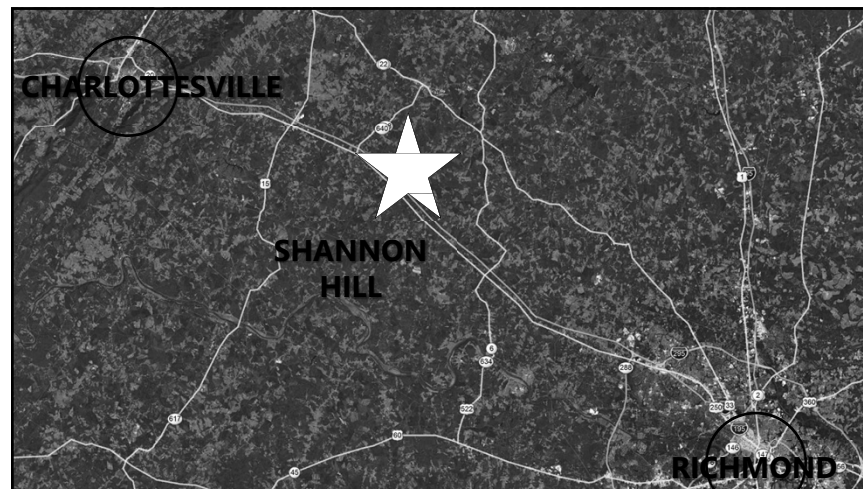
YOUR VISION



Scope of Services for GO Virginia Grant
Many Thanks to GO Virginia!

- 1' Topo (LiDAR) Survey
- ALTA / Boundary Survey
- Preliminary Geotechnical Investigation
- Master Planning Services
 - Pre-Develop Services & Stakeholder Engagement
 - Preliminary Master Planning
 - Final Master Planning
- Traffic Impact Assessment (VDOT 527)
- Preliminary Engineering Report (PER – Onsite)
- Preliminary Engineering Report (PER – Offsite Utilities)
- Elevated Water Storage (500k Gal) Tank Design
- Cultural Resources Summary w/ Visual Field Investigation
- Presentation of Final Master Plan
- Tier 3 Certification





WORKING MEETINGS

- **Utility Work Session – September 17, 2019**
 - Columbia Gas of Virginia
 - Dominion, CVEC, Rappahannock Elec Coop
 - Goochland
- **Project Investor Meeting – November 15, 2019**
 - Ed Scott w/ GO Virginia Region 9
 - CVEC, Rappahannock Elec Coop
 - VDOT, Columbia Gas of Virginia
 - Central Va. Partnership for Econ Dev
 - Culpeper, Orange, Fluvanna, Albemarle, Madison, Charlottesville
 - UVA & UVA Foundation
 - Thomas Jefferson PDC
 - Rappahannock-Rapidan Regional Commission



DEVELOPED FOUR CONCEPTS

PHYSICAL PLAN

- Maximize Uses on site
- Minimize capital expenditures
- Provide flexibility for opportunities
- Maximize Return on Investment



CONCEPT 1



CONCEPT 2



CONCEPT 3



CONCEPT 4



FINAL MASTER PLAN

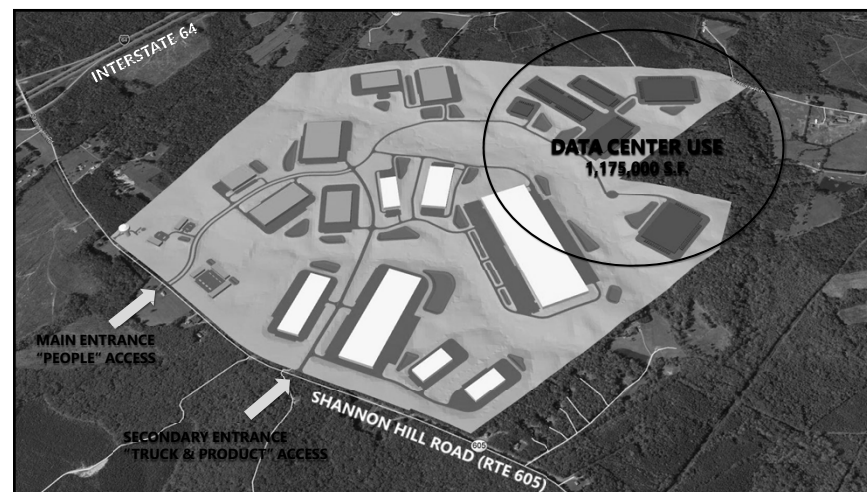
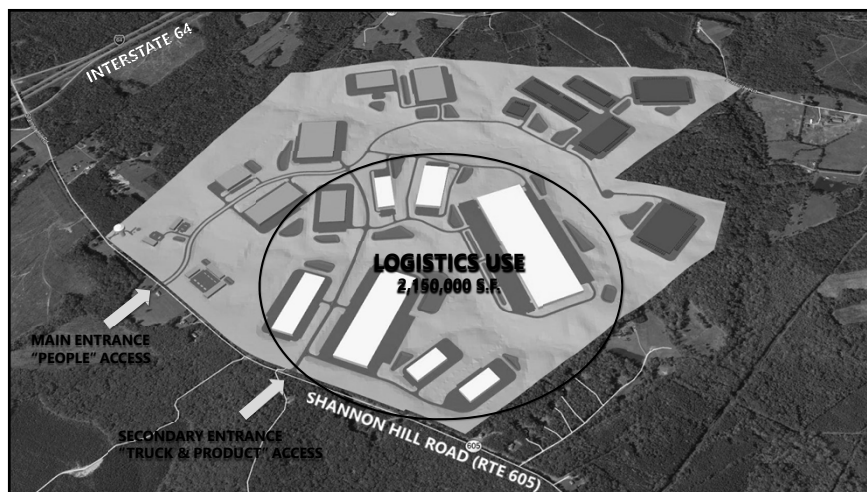
THE MASTER PLAN

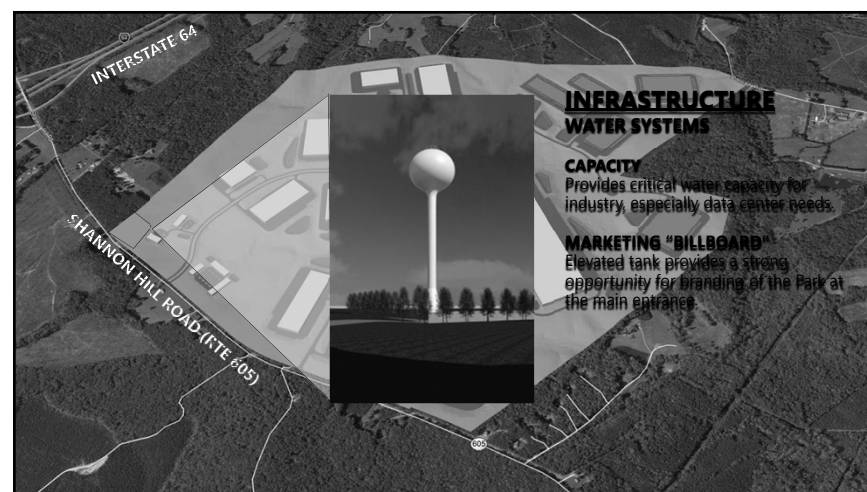
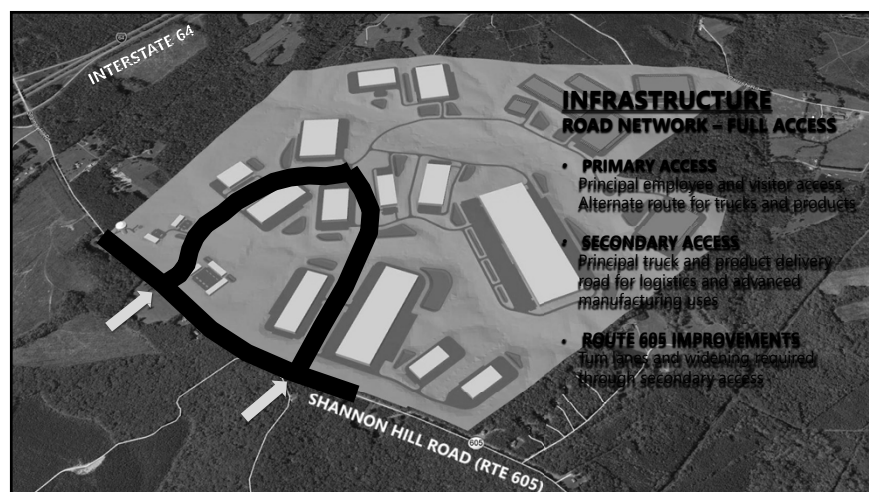
FINAL MASTER PLAN

- Balanced Use Model
- Concurrent Marketing Potential
- Highly Flexible
- High County & State Revenue
- Modest Route 605 & Interchange Impacts
- Minimal Environmental Impacts

Industry Use	Build-out Footprint (SF)
Office Space	72,800
Advanced Mfr	1,150,000
Logistics / Distribution	2,150,000
IT / Data Centers	1,175,000
Totals	4,547,800







FINANCIAL METRICS

IMPACTS OF THE MASTER PLAN

POTENTIAL CAPITAL INVESTMENT AT FULL BUILD-OUT w/ PLANNED INDUSTRY MIX



\$2.53 BILLION CAPITAL INVESTMENT

Industry Type	Total Investment (\$/SF) (1)	Build-out Footprint (SF)	Potential Capital Investment (\$)	Annual Real Estate Tax Revenue	Annual M&T / Data Center Equip Tax Revenue	Total Annual Tax Revenue	Jobs	Average Annual Wage	Annual Wages	Va Income Tax Revenue (5.75%)
Office Space	\$150	72,800	\$10,920,000	\$78,624	\$0	\$78,624	486	\$50,000	\$24,278,800	\$1,396,000
Advanced Mfg	\$500	1,150,000	\$575,000,000	\$1,656,000	\$655,500	\$2,311,500	1,380	\$70,500	\$97,290,000	\$5,594,200
Logistics / Distribution	\$250	2,150,000	\$537,500,000	\$2,709,000	\$306,375	\$3,015,375	1,505	\$37,700	\$56,738,500	\$3,262,500
IT / Data Centers	\$1,200	1,175,000	\$1,410,000,000	\$3,384,000	\$1,504,000	\$4,888,000	235	\$128,300	\$30,150,500	\$1,733,700
Totals		4,547,800	\$2,533,420,000	\$7,827,600	\$2,465,900	\$10,293,500	3,606		\$184,179,000	\$10,590,400

(1) Based upon Conway Data Announcements in Southeast US from 2009-2019

FINANCIAL OUTPUT: POTENTIAL ANNUAL TAX REVENUE

\$ 7.75 Million in REAL ESTATE TAX REV

\$ 2.47 Million in MACHINERY & TOOLS / DATA CENTER EQUIPTAX REV

\$10.3 MILLION ANNUALLY



Industry Type	Total Investment (\$/SF)	Build-out Footprint (SF)	Total Investment (\$)	Annual Real Estate Tax Revenue (1)	Annual M&T / Data Center Equip Tax Revenue (2)	Total Annual Tax Revenue	Jobs	Average Annual Wage	Annual Wages	Va Income Tax Revenue (5.75%)
Office Space	\$150	72,800	\$10,920,000	\$78,624	\$0	\$78,624	486	\$50,000	\$24,278,800	\$1,396,000
Advanced Mfg	\$500	1,150,000	\$575,000,000	\$1,656,000	\$655,500	\$2,311,500	1,380	\$70,500	\$97,290,000	\$5,594,200
Logistics / Distribution	\$250	2,150,000	\$537,500,000	\$2,709,000	\$306,375	\$3,015,375	1,505	\$37,700	\$56,738,500	\$3,262,500
IT / Data Centers	\$1,200	1,175,000	\$1,410,000,000	\$3,384,000	\$1,504,000	\$4,888,000	235	\$128,300	\$30,150,500	\$1,733,700
Totals		4,547,800	\$2,533,420,000	\$7,827,600	\$2,465,900	\$10,293,500	3,606		\$208,457,800	\$11,986,400

(1) Based upon Louisa 2020 Real Estate Tax Rate of \$0.72 per \$100 assessed

(2) Based upon Louisa 2020 M&T Tax Rate of \$1.90 per \$100 assessed w/ 10% Assessed Value, Data Center Equipment Tax Rate based upon Henrico County Data Center tax rate of \$0.40 per \$100 assessed and assumed Depreciation of 40%

POTENTIAL EMPLOYMENT

3,600 FULL TIME JOBS

- \$57,900 Average Annual Salary
- \$208.5 Million Annual Wages
- \$11.99 Million in Virginia Income Tax Revenue



Industry Type	Total Investment (\$/SF)	Build-out Footprint (SF)	Total Investment (\$)	Annual Real Estate Tax Revenue	Annual M&T / Data Center Equip Tax Revenue	Total Annual Tax Revenue	Jobs (1)	Average Annual Wage (2)	Annual Wages	Va Income Tax Revenue (5.75%)
Office Space	\$150	72,800	\$10,920,000	\$78,624	\$0	\$78,624	486	\$50,000	\$24,278,800	\$1,396,000
Advanced Mfg	\$500	1,150,000	\$575,000,000	\$1,656,000	\$655,500	\$2,311,500	1,380	\$70,500	\$97,290,000	\$5,594,200
Logistics / Distribution	\$250	2,150,000	\$537,500,000	\$2,709,000	\$306,375	\$3,015,375	1,505	\$37,700	\$56,738,500	\$3,262,500
IT / Data Centers	\$1,200	1,175,000	\$1,410,000,000	\$3,384,000	\$1,504,000	\$4,888,000	235	\$128,300	\$30,150,500	\$1,733,700
Totals		4,547,800	\$2,533,420,000	\$7,827,600	\$2,465,900	\$10,293,500	3,606		\$208,457,800	\$11,986,400

(1) Jobs were based upon avg Jobs per 1,000 SF from Conway Data from 2009-2019 Announcements

(2) Avg Annual Wage based upon Emsi info w/in 60 miles of Louisa provided by VEDP

RETURN ON INVESTMENT: LOUISA BONDING CAPACITY

\$9-\$10 MILLION EXPECTED ANNUAL REVENUE

Annual Tax Revenue	Bonding Capacity	
	20 yrs @ 4%	30 yrs @ 4%
\$2,000,000	\$27,600,000	\$35,000,000
\$3,000,000	\$41,400,000	\$52,500,000
\$4,000,000	\$55,200,000	\$70,000,000
\$5,000,000	\$69,000,000	\$87,600,000
\$6,000,000	\$82,800,000	\$105,000,000
\$7,000,000	\$96,600,000	\$122,500,000
\$8,000,000	\$110,400,000	\$140,000,000
\$9,000,000	\$124,200,000	\$157,600,000
\$10,000,000	\$138,000,000	\$175,200,000
\$11,000,000	\$151,800,000	\$192,600,000
\$12,000,000	\$165,600,000	\$210,000,000

For every tax dollar generated by the Shannon Hill Regional Business Park, it provides Louisa County and it's Project Partners the ability to pay for capital improvements to support development of the park and other capital improvements to serve your constituents - Broadband, Emergency Services, Schools & other services

NEXT STEPS

MOVING FORWARD

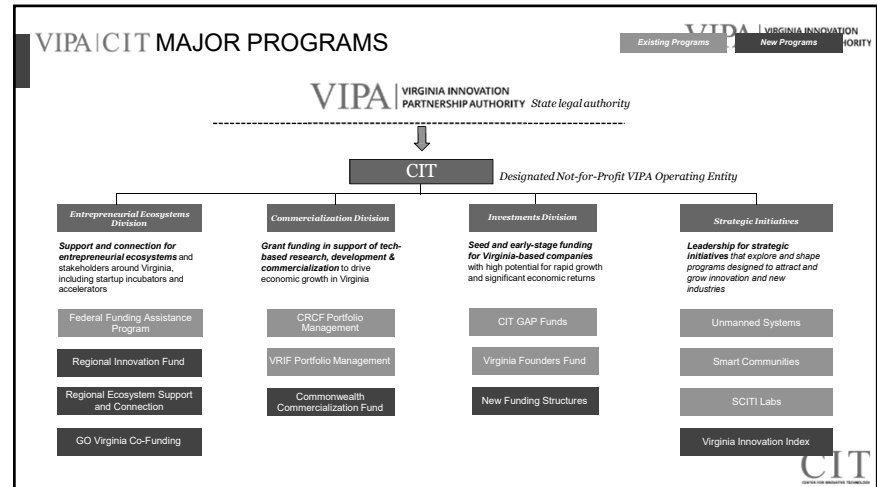
Moving Forward...

- Louisa Board of Supervisors Funded Design for Off-Site Water & Sewer Lines to be Extended to Site, including easement acquisition (March 2021)
- Site has been designated a Major Employment & Investment (MEI) Site by VEDP (October 2020)
- Louisa applying for Economic Development Access Funds for MEI Sites (February 2021)
- Louisa to apply for GO Virginia Grant for On-Site Infrastructure Design, Phase 1 Cultural Resources Survey & Monument Entrance Sign (April 2021)
- Site received Tier 3 Site Designation (April 2021)
- Start Developing Marketing Materials



QUESTIONS & DISCUSSION





CIT | Regional Innovation Fund



- Created pursuant to 2020 VIPA enabling legislation
- Grant program provides sustaining support for regional entrepreneurial ecosystems
- Up to \$200,000 per region per year
- One grantee per GO Virginia region
 - Limited to recipients of GO Virginia "startup ecosystem" grants
 - REI organization preferred
 - 2-to-1 match required through 6/30/2022 (aligned with GO Virginia)
 - Rolling solicitation, with opportunity to reapply each year
 - Developed in consultation with VIPA's Advisory Committee on Entrepreneurial Ecosystems
- Sample outcomes/metrics:
 - # of startup teams trained/accelerated
 - Revenue generated by supported startups
 - Investment capital raised by supported startups
 - Jobs created by supported startups



Questions?

Sean Mallon
VP, Entrepreneurial Ecosystems
Email: sean.mallon@cit.org
Mobile: 703-407-7418

GO Virginia
Statement of Financial Position
As of April 30, 2021

	<u>Apr 30, 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	145,635.61
Total Accounts Receivable	<u>145,635.61</u>
Other Current Assets	
11100 · Accrued Receivable	7,537.94
Total Other Current Assets	<u>7,537.94</u>
Total Current Assets	<u>153,419.92</u>
TOTAL ASSETS	<u><u>153,419.92</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	27,220.25
20004 · Due to CVPED	113,009.94
Total Accounts Payable	<u>140,230.19</u>
Other Current Liabilities	
25060 · Accrued Expenses - Other	7,537.94
25500 · Unearned Rev - Advanced Funds	167.53
Total Other Current Liabilities	<u>7,705.47</u>
Total Current Liabilities	<u>147,935.66</u>
Total Liabilities	147,935.66
Equity	
32000 · Unrestricted Net Assets	0.81
Net Income	5,483.45
Total Equity	<u>5,484.26</u>
TOTAL LIABILITIES & EQUITY	<u><u>153,419.92</u></u>

GO Virginia
Statement of Financial Position
As of June 15, 2021

	June 15, 2021
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	246.37
Total Checking/Savings	246.37
Accounts Receivable	
11000 · Accounts Receivable	212,606.74
Total Accounts Receivable	212,606.74
Other Current Assets	
11100 · Accrued Receivable	0.00
Total Other Current Assets	0.00
Total Current Assets	212,853.11
TOTAL ASSETS	212,853.11
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	148,396.20
20004 · Due to CVPED	64,580.12
Total Accounts Payable	212,976.32
Other Current Liabilities	
25500 · Unearned Rev - Advanced Funds	167.53
Total Other Current Liabilities	167.53
Total Current Liabilities	213,143.85
Total Liabilities	213,143.85
Equity	
32000 · Unrestricted Net Assets	0.81
Net Income	-291.55
Total Equity	-290.74
TOTAL LIABILITIES & EQUITY	212,853.11

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)
TOTAL FY2021 SPENDING: January 2021 through April 2021

Capacity Building				
	Jan '21 - Apr '21	Budget	% of Budget	Remaining
Income				
41520 · State Grants	42,335.63	250,000.00	16.93%	207,664.37
Total Income	42,335.63	250,000.00	16.93%	207,664.37
Gross Profit	42,335.63	250,000.00	16.93%	207,664.37
Expense				
01250 · General Administration	2,874.82	17,000.00	16.91%	14,125.18
54000 · Program expenses				
54400 · Project related expenses				
54426 · Audit	0.00	8,000.00	0.0%	8,000.00
54430 · Contract Services	0.00	500.00	0.0%	500.00
54449 · Meetings and Facilitation	0.00	6,000.00	0.0%	6,000.00
54450 · Supplies	0.00	1,500.00	0.0%	1,500.00
54451 · Travel	0.98	2,500.00	0.04%	2,499.02
54452 · Rent/Lease	2,212.38	12,000.00	18.44%	9,787.62
54453 · Salaries	37,173.45	150,000.00	24.78%	112,826.55
54457 · Marketing/Advertising/Promotion	74.00	7,500.00	0.99%	7,426.00
54462 · Legal Expenses	0.00	1,000.00	0.0%	1,000.00
Total 54400 · Project related expenses	39,460.81	189,000.00	20.88%	149,539.19
54410 · Planning Grants	0.00	44,000.00	0.0%	44,000.00
Total 54000 · Program expenses	39,460.81	233,000.00	16.94%	193,539.19
Total Expense	42,335.63	250,000.00	16.93%	207,664.37
Net Income	0.00	0.00	0.0%	0.00

GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through April 2021

	Venture Central			Business Resiliency SBDC		
	(Projects)			(Projects)		
	As of April 2021	Budget	% of Budget	As of April 2021	Budget	% of Budget
Income						
41520 · State Grants	225.21	300,000.00	0.08%	39.42	131,220.00	0.03%
Total Income	225.21	300,000.00	0.08%	39.42	131,220.00	0.03%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	0.00	0.0%	0.00	0.00	0.0%
54430 · Contract Services	0.00	13,778.00	0.0%	0.00	60,000.00	0.0%
54440 · Equipment	0.00	6,000.00	0.0%	0.00	0.00	0.0%
54441 · Construction	0.00	0.00	0.0%	0.00	0.00	0.0%
54442 · Training	0.00	0.00	0.0%	0.00	0.00	0.0%
54443 · Site Work	0.00	0.00	0.0%	0.00	0.00	0.0%
54445 · Other - Materials and Analysis	0.00	0.00	0.0%	0.00	0.00	0.0%
54446 · Other - Meeting & Office Space	0.00	0.00	0.0%	0.00	0.00	0.0%
54447 · Other - Programming	0.00	0.00	0.0%	0.00	0.00	0.0%
54448 · Other - Workspace	0.00	0.00	0.0%	0.00	0.00	0.0%
54449 · Meetings and Facilitation	0.00	0.00	0.0%	0.00	0.00	0.0%
54450 · Supplies	0.00	0.00	0.0%	0.00	0.00	0.0%
54451 · Travel	0.00	5,000.00	0.0%	0.00	0.00	0.0%
54452 · Rent/Lease	0.00	12,000.00	0.0%	0.00	0.00	0.0%
54453 · Salaries	0.00	125,000.00	0.0%	0.00	61,500.00	0.0%
54454 · Other - Website	0.00	0.00	0.0%	0.00	0.00	0.0%
54455 · Fringe Benefits	0.00	70,000.00	0.0%	0.00	0.00	0.0%
54456 · Machinery/Tools	0.00	0.00	0.0%	0.00	0.00	0.0%
54457 · Marketing/Advertising/Promotion	0.00	0.00	0.0%	0.00	0.00	0.0%
54458 · Planning Assessment	0.00	0.00	0.0%	0.00	0.00	0.0%
54459 · Other - Solutions Implementatio	0.00	0.00	0.0%	0.00	0.00	0.0%
54460 · Other - Operations	0.00	0.00	0.0%	0.00	0.00	0.0%
54461 · Other - Program Deliverables	0.00	36,000.00	0.0%	0.00	0.00	0.0%
54462 · Legal Expenses	0.00	10,000.00	0.0%	0.00	0.00	0.0%
54463 · Other - Outreach and Promotion	0.00	0.00	0.0%	0.00	0.00	0.0%
Total 54400 · Project related expenses	0.00	277,778.00	0.0%	0.00	121,500.00	0.0%
Total 54000 · Program expenses	0.00	277,778.00	0.0%	0.00	121,500.00	0.0%
Total Expense	225.21	300,000.00	0.08%	39.42	131,220.00	0.03%
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 April 2021

	Connector Platform			Crafting a New Normal		
	(Projects)			(Projects)		
	As of April 2021	Budget	% of Budget	As of April 2021	Budget	% of Budget
Income						
41520 · State Grants	25,239.66	76,500.00	32.99%	37,042.18	44,000.00	84.19%
Total Income	25,239.66	76,500.00	32.99%	37,042.18	44,000.00	84.19%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	0.00	0.0%	0.00	0.00	0.0%
54430 · Contract Services	5,983.75	38,433.00	15.57%	7,318.75	11,813.75	61.95%
54440 · Equipment	16,666.00	30,000.00	55.55%	0.00	0.00	0.0%
54441 · Construction	0.00	0.00	0.0%	0.00	0.00	0.0%
54442 · Training	0.00	0.00	0.0%	20,399.00	22,500.00	90.66%
54443 · Site Work	0.00	0.00	0.0%	0.00	0.00	0.0%
54445 · Other - Materials and Analysis	0.00	0.00	0.0%	0.00	0.00	0.0%
54446 · Other - Meeting & Office Space	0.00	0.00	0.0%	0.00	0.00	0.0%
54447 · Other - Programming	0.00	0.00	0.0%	0.00	0.00	0.0%
54448 · Other - Workspace	0.00	0.00	0.0%	0.00	0.00	0.0%
54449 · Meetings and Facilitation	0.00	0.00	0.0%	0.00	0.00	0.0%
54450 · Supplies	0.00	0.00	0.0%	0.00	0.00	0.0%
54451 · Travel	0.00	0.00	0.0%	0.00	0.00	0.0%
54452 · Rent/Lease	0.00	0.00	0.0%	0.00	0.00	0.0%
54453 · Salaries	0.00	0.00	0.0%	0.00	0.00	0.0%
54454 · Other - Website	0.00	0.00	0.0%	0.00	0.00	0.0%
54455 · Fringe Benefits	0.00	0.00	0.0%	0.00	0.00	0.0%
54456 · Machinery/Tools	0.00	0.00	0.0%	0.00	0.00	0.0%
54457 · Marketing/Advertising/Promotion	0.00	0.00	0.0%	0.00	0.00	0.0%
54458 · Planning Assessment	0.00	0.00	0.0%	0.00	0.00	0.0%
54459 · Other - Solutions Implementatio	0.00	0.00	0.0%	0.00	0.00	0.0%
54460 · Other - Operations	0.00	0.00	0.0%	0.00	0.00	0.0%
54461 · Other - Program Deliverables	0.00	0.00	0.0%	6,018.75	5,990.00	100.48%
54462 · Legal Expenses	0.00	0.00	0.0%	1,471.25	1,471.25	100.0%
54463 · Other - Outreach and Promotion	1,695.00	2,400.00	70.63%	0.00	0.00	0.0%
Total 54400 · Project related expenses	24,344.75	70,833.00	34.37%	35,207.75	41,775.00	84.28%
Total 54000 · Program expenses	24,344.75	70,833.00	34.37%	35,207.75	41,775.00	84.28%
Total Expense	25,239.66	76,500.00	32.99%	37,042.18	44,000.00	84.19%
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 April 2021

	Project Reconnect			CV Workforce Recovery		
	(Projects)			(Projects)		
	As of April 2021	Budget	% of Budget	As of April 2021	Budget	% of Budget
Income						
41520 · State Grants	85,246.29	99,500.00	85.68%	67,319.96	99,500.00	67.66%
Total Income	85,246.29	99,500.00	85.68%	67,319.96	99,500.00	67.66%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	0.00	0.0%	0.00	0.00	0.0%
54430 · Contract Services	828.51	3,304.51	25.07%	3,424.73	7,500.00	45.66%
54440 · Equipment	0.00	0.00	0.0%	0.00	0.00	0.0%
54441 · Construction	0.00	0.00	0.0%	0.00	0.00	0.0%
54442 · Training	0.00	0.00	0.0%	0.00	0.00	0.0%
54443 · Site Work	0.00	0.00	0.0%	0.00	0.00	0.0%
54445 · Other - Materials and Analysis	0.00	0.00	0.0%	0.00	0.00	0.0%
54446 · Other - Meeting & Office Space	0.00	0.00	0.0%	0.00	0.00	0.0%
54447 · Other - Programming	0.00	0.00	0.0%	0.00	0.00	0.0%
54448 · Other - Workspace	0.00	0.00	0.0%	0.00	0.00	0.0%
54449 · Meetings and Facilitation	0.00	0.00	0.0%	0.00	0.00	0.0%
54450 · Supplies	0.00	0.00	0.0%	0.00	0.00	0.0%
54451 · Travel	174.78	190.00	91.99%	0.00	0.00	0.0%
54452 · Rent/Lease	3,341.78	4,150.00	80.53%	3,334.14	4,000.00	83.35%
54453 · Salaries	56,940.87	68,700.00	82.88%	40,271.46	50,000.00	80.54%
54454 · Other - Website	0.00	0.00	0.0%	0.00	0.00	0.0%
54455 · Fringe Benefits	14,029.48	13,755.49	101.99%	12,821.98	14,500.00	88.43%
54456 · Machinery/Tools	0.00	0.00	0.0%	0.00	0.00	0.0%
54457 · Marketing/Advertising/Promotion	0.00	0.00	0.0%	0.00	0.00	0.0%
54458 · Planning Assessment	0.00	0.00	0.0%	0.00	1,000.00	0.0%
54459 · Other - Solutions Implementatio	0.00	0.00	0.0%	2,200.45	15,000.00	14.67%
54460 · Other - Operations	1,293.49	1,600.00	80.84%	0.00	0.00	0.0%
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	0.0%	0.00	0.00	0.0%
Total 54400 · Project related expenses	76,608.91	91,700.00	83.54%	62,052.76	92,000.00	67.45%
Total 54000 · Program expenses	76,608.91	91,700.00	83.54%	62,052.76	92,000.00	67.45%
Total Expense	85,246.29	99,500.00	85.68%	67,319.96	99,500.00	67.66%
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 April 2021

	Biotech Innovation Cluster			GWC PTEC		
	(Projects)			(Projects)		
	As of April 2021	Budget	% of Budget	As of April 2021	Budget	% of Budget
Income						
41520 · State Grants	282,647.44	548,000.00	51.58%	209,180.84	244,300.00	85.63%
Total Income	282,647.44	548,000.00	51.58%	209,180.84	244,300.00	85.63%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	30,000.00	0.0%	0.00	0.00	0.0%
54430 · Contract Services	73,802.63	142,409.00	51.82%	0.00	0.00	0.0%
54440 · Equipment	0.00	0.00	0.0%	0.00	0.00	0.0%
54441 · Construction	0.00	0.00	0.0%	64,971.56	96,300.00	67.47%
54442 · Training	8,333.00	42,000.00	19.84%	0.00	0.00	0.0%
54443 · Site Work	0.00	0.00	0.0%	0.00	0.00	0.0%
54445 · Other - Materials and Analysis	0.00	0.00	0.0%	0.00	0.00	0.0%
54446 · Other - Meeting & Office Space	0.00	0.00	0.0%	0.00	0.00	0.0%
54447 · Other - Programming	0.00	0.00	0.0%	0.00	0.00	0.0%
54448 · Other - Workspace	0.00	0.00	0.0%	0.00	0.00	0.0%
54449 · Meetings and Facilitation	0.00	0.00	0.0%	0.00	0.00	0.0%
54450 · Supplies	544.65	1,000.00	54.47%	0.00	0.00	0.0%
54451 · Travel	0.00	12,000.00	0.0%	0.00	0.00	0.0%
54452 · Rent/Lease	4,591.38	4,591.00	100.01%	0.00	0.00	0.0%
54453 · Salaries	123,585.09	165,000.00	74.9%	0.00	0.00	0.0%
54454 · Other - Website	14,730.00	15,000.00	98.2%	0.00	0.00	0.0%
54455 · Fringe Benefits	4,957.50	8,000.00	61.97%	0.00	0.00	0.0%
54456 · Machinery/Tools	2,771.90	14,000.00	19.8%	133,440.41	133,440.41	100.0%
54457 · Marketing/Advertising/Promotion	3,298.79	30,000.00	11.0%	5,000.00	5,000.00	100.0%
54458 · Planning Assessment	39,894.65	48,000.00	83.11%	0.00	0.00	0.0%
54459 · Other - Solutions Implementatio	0.00	0.00	0.0%	0.00	0.00	0.0%
54460 · Other - Operations	0.00	0.00	0.0%	0.00	0.00	0.0%
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	0.0%	0.00	0.00	0.0%
Total 54400 · Project related expenses	276,509.59	512,000.00	54.01%	203,411.97	234,740.41	86.65%
Total 54000 · Program expenses	276,509.59	512,000.00	54.01%	203,411.97	234,740.41	86.65%
Total Expense	282,647.44	548,000.00	51.58%	209,180.84	244,300.00	85.63%
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 April 2021

	Catalyst			Regional Business Park		
	(Projects)			(Projects)		
	As of April 2021	Budget	% of Budget	As of April 2021	Budget	% of Budget
Income						
41520 · State Grants	222,370.10	475,200.00	46.8%	456,850.00	600,850.00	76.03%
Total Income	222,370.10	475,200.00	46.8%	456,850.00	600,850.00	76.03%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	0.00	0.0%	0.00	0.00	0.0%
54430 · Contract Services	337.99	75,000.00	0.45%	0.00	0.00	0.0%
54440 · Equipment	0.00	0.00	0.0%	0.00	0.00	0.0%
54441 · Construction	0.00	0.00	0.0%	0.00	0.00	0.0%
54442 · Training	0.00	0.00	0.0%	0.00	0.00	0.0%
54443 · Site Work	0.00	0.00	0.0%	448,575.00	598,350.00	74.97%
54445 · Other - Materials and Analysis	0.00	0.00	0.0%	5,775.00	0.00	100.0%
54446 · Other - Meeting & Office Space	0.00	0.00	0.0%	0.00	0.00	0.0%
54447 · Other - Programming	8,670.20	20,000.00	43.35%	0.00	0.00	0.0%
54448 · Other - Workspace	29,850.00	75,000.00	39.8%	0.00	0.00	0.0%
54449 · Meetings and Facilitation	0.00	0.00	0.0%	0.00	0.00	0.0%
54450 · Supplies	0.00	0.00	0.0%	0.00	0.00	0.0%
54451 · Travel	0.00	20,000.00	0.0%	0.00	0.00	0.0%
54452 · Rent/Lease	0.00	0.00	0.0%	0.00	0.00	0.0%
54453 · Salaries	176,459.77	250,000.00	70.58%	0.00	0.00	0.0%
54454 · Other - Website	0.00	0.00	0.0%	0.00	0.00	0.0%
54455 · Fringe Benefits	0.00	0.00	0.0%	0.00	0.00	0.0%
54456 · Machinery/Tools	0.00	0.00	0.0%	0.00	0.00	0.0%
54457 · Marketing/Advertising/Promotion	0.00	0.00	0.0%	0.00	0.00	0.0%
54458 · Planning Assessment	0.00	0.00	0.0%	0.00	0.00	0.0%
54459 · Other - Solutions Implementatio	0.00	0.00	0.0%	0.00	0.00	0.0%
54460 · Other - Operations	0.00	0.00	0.0%	0.00	0.00	0.0%
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	0.0%	0.00	0.00	0.0%
Total 54400 · Project related expenses	215,317.96	440,000.00	48.94%	454,350.00	598,350.00	75.93%
Total 54000 · Program expenses	215,317.96	440,000.00	48.94%	454,350.00	598,350.00	75.93%
Total Expense	222,370.10	475,200.00	46.8%	456,850.00	600,850.00	76.03%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%



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

REGION 9 COUNCIL MEETINGS AND IMPORTANT DATES

Always confirm these dates at and details on Public Meetings page at www.GOVirginia9.org

Region 9 Proposal Deadline	Region 9 Council Meeting (Meetings will likely be in person with no remote options) (Location TBD)	DHCD Application Deadline*	GO Virginia Board Meeting*
FY 2021			
Thurs. , July 15	Mon., August 9 2:00 pm to 4:00 pm Location TBD	Fri., August 6	Thurs., September 23
Thurs., September 9	Fri., October 1 9:30 am to 11:30 am Location TBD	Thurs., October 28	Thurs., December 7
FY 2022			
Mon., January 11	Mon., January 31 9:30 am to 11:30 am Location TBD	Mon., February 7	Tues., March 15
Wed., April 4	Mon., April 25 9:30 am to 11:30 am Location TBD	Fri., May 6	Tues., June 14
Wed., June 22	Thurs., June 30 9:30 am to 11:30 am Location TBD	Tues., August 9	Thurs., September 22
Th. July 15	Mon., August 8 9:30 am to 11:30 am Location TBD	Fri., October 28	Tues., December 6
Thurs., September 8	Thurs., October 20 9:30 am to 11:30 am Location TBD	Fri., October 28	December 7

***FY 22 DHCD Application Deadlines and GO Virginia Board Meetings are estimated dates based on prior years**

FUNDING DASHBOARD
Region 9 - Piedmont Opportunity Corridor
As of June 29, 2021

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	520,148

*Not expended at project closeout: Crafting Higher Paying Jobs \$220,127.97; CV Cybersecurity \$10,241.49; Central VA Site Readiness (ECB) \$3,174.74; CvilleBioHub (ECB) \$0.09; Youth Entrepreneurs Program Resource (ECB) \$11,783.10

**FY21: Venture Central \$300,000; Advancing Regionally Significant Sites \$786,333

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
REPORT AS OF: JUNE 16, 2021
MEETING: JUNE 29, 2021**

Project Reporting:

- 2021 Q2 project activity reports due to CVPED by 7/20/2021

Project Budget Changes/Updates:

- Project Reconnect: Move \$15,000 from Contract Services to Salaries (\$12,500) and Fringe (\$2,500) and additional revision to adjust budget for final remittance
- Crafting a New Normal: Move a total of \$1,813.75 to Contract Services, including: \$480 from Travel; \$28.75 from Legal; \$10 from Other Program Deliverables; \$1,295 from CVPED Admin. to adjust budget for final remittance

Contracts:

- Admin: n/a
- Projects:
 - Closeouts Completed: none
 - Closeouts Pending: Revised GWC PTEC closeout to reflect over payment of 61 cents
 - Extensions: Catalyst from June 30, 2021 to September 30, 2021; Business Driven Workforce Recovery (ECB) from June 30 to August 30
 - Funds returned after Project closeouts: none
 - Outcomes/Deliverables Changes: none

Key Activity:

- Nominating Committee Process and Slate Development
- Annual Report on Growth Plan Implementation
- 2021 Growth Plan Update
- FY 2020 Capacity Building Fund Closeout

Media:

- 172 LinkedIn followers (+3)

Upcoming Dates

- **GO Virginia Board Meetings:** September 23, December 7
- **Region 9 Council Meeting:** August 9, October 1
- **Region 9 Application Deadline:** July 15, September 9



REGIONAL COUNCIL 9

ELECTRONIC MEETINGS POLICY

AS APPROVED ON JUNE 5, 2017

It is the policy of Regional Council 9 that individual members may participate in meetings of the Council by electronic means as permitted by Virginia Code § 2.2-37081-1. This policy shall apply to the entire membership and without regard to the identity of the member requesting remote participation or the matters that will be considered or voted on at the meeting.

Exception for Individual Members

Individual members of the Council may participate by electronic means when an emergency, personal matter, or medical condition on the day of the meeting prevents them from physically attending the meeting. Participation because of an emergency or personal matter is limited to two (2) meetings per year or 25% of the meetings of the Council, whichever is less. As long as all of the requirements are met, a member participating through electronic communications means may make motions, vote, join in closed meetings and otherwise participate fully as if he or she was physically present.

Procedural requirements:

1. Physically assembled quorum is required;
2. Remote member's voice must be heard by all;
3. Remote member must notify chair of the public body on or before the day of the meeting;
4. Nature of the emergency or personal matter must be identified OR in case of a physical disability or other medical condition, the member must notify chair of the fact of that disability or medical condition;
5. Member's remote participation must be in accord with the policy on electronic participation adopted by the public body
6. Nature of emergency or personal matter, or fact of disability or other medical condition, and remote location must be recorded in the minutes.

Automatic Approval with Vote if Challenged

Individual participation from a remote location shall be approved unless such participation would violate this policy or the provisions of the Virginia Freedom of Information Act. If a member's participation from a remote location is challenged, then the Council shall vote whether to allow such participation. If Council votes to disapprove of the member's participation because such participation would violate this policy, such disapproval shall be recorded in the minutes with specificity.

Exception for Governor-Declared State of Emergency

The Council also may meet by electronic communication means without a quorum of the public body physically assembled at one location when the Governor has declared a state of emergency in accordance with § 44-146.17, provided (i) the catastrophic nature of the declared emergency makes it impracticable or unsafe to assemble a quorum in a single location and (ii) the purpose of the meeting is to address the emergency. The local public body convening a meeting in accordance with subsection G of § 2.2-3708 shall (a) give public notice using the best available method given the nature of the emergency, which notice shall be given contemporaneously with the notice provided members of the local public body conducting the meeting; (b) make arrangements for public access to such meeting; and (c) otherwise comply with the provisions of § 2.2-3708. The nature of the emergency, the fact that the meeting was held by electronic communication means, and the type of electronic communication means by which the meeting was held must be stated in the minutes.



VIRGINIA INITIATIVE FOR
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IN EACH REGION
REGIONAL COUNCIL 9

**SLATE OF NOMINEES
GO VIRGINIA REGIONAL COUNCIL 9
JUNE 29, 2021 ANNUAL MEETING**

VOTE FOR ACCEPTANCE

PUBLIC SECTOR APPOINTMENTS

Organization	Name	Term
Thomas Jefferson Planning District – Elected Official	Tony O’Brien	3 years
Thomas Jefferson Planning District – Chief Administrator	Christian Goodwin	3 years
Local Economic Development in RRRC	Paige Read	3 years

PRIVATE SECTOR APPOINTMENTS

Organization	Name	Term
Central Virginia Partnership	Felix Sarfo-Kantanka	To complete term ending 6/30/2022



VIRGINIA INITIATIVE FOR
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IN EACH REGION
REGIONAL COUNCIL 9

**SLATE OF NOMINEES
GO VIRGINIA REGIONAL COUNCIL 9
JUNE 29, 2021 ANNUAL MEETING**

VOTE FOR APPROVAL

**PRIVATE SECTOR MEMBER SLATE
Chamber of Commerce & At-Large**

Nomination	Name	Term
Chamber of Commerce	Francoise Seillier-Moiseiwitsch	3 Years
At-Large	Rob Archer	3 Years

OFFICERS AND EXECUTIVE COMMITTEE

Role*	Name
Chair	Ed Dalrymple
Vice Chair	Ray Knott
Treasurer/Secretary	Patrick Mauney
At-Large	Felix Sarfo-Kantanka
At-Large	Ed Scott
At-Large	Yolunda Harrell
At-Large	Jan Gullickson

***Service:** 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.



Task Force Members FY 2022

Effective 7.1.2021

Talent Development

Ed Dalrymple
Jan Gullickson
Kim Blosser
Steve Ray

Growing Existing Businesses

Brian Cole
Ed Scott
Felix Sarfo-Kantanka
Francoise Seillier-Moiseiwitsch
Ray Knott
Jim Crozier

Startups/Innovation/Commercialization

Jim Cheng
John Young
Pace Lochte
Paige Read
Rob Archer
Tom Click
Yolunda Harrell

Sites

Andy Wade
Christian Goodwin
Christine Jacobs
Patrick Mauney
Paul McCulla
Tony O'Brien



FY 2021

YEAR END REPORT ON GROWTH PLAN IMPLEMENTATION

Region 9 Council

Annual Report

June 29, 2021

CONTENTS

- Introduction
- Projects Awarded
- Project Descriptions
- Advancing the Growth Plan (2019)
- Funding Dashboard
- Collaboration
- Higher Paying jobs
- Pipeline
- Outreach
- Region 9 Council Members

INTRO

This report is prepared annually for the GO Virginia Region 9 Council (Council) to review at the Region 9 Annual Meeting in June of each year.

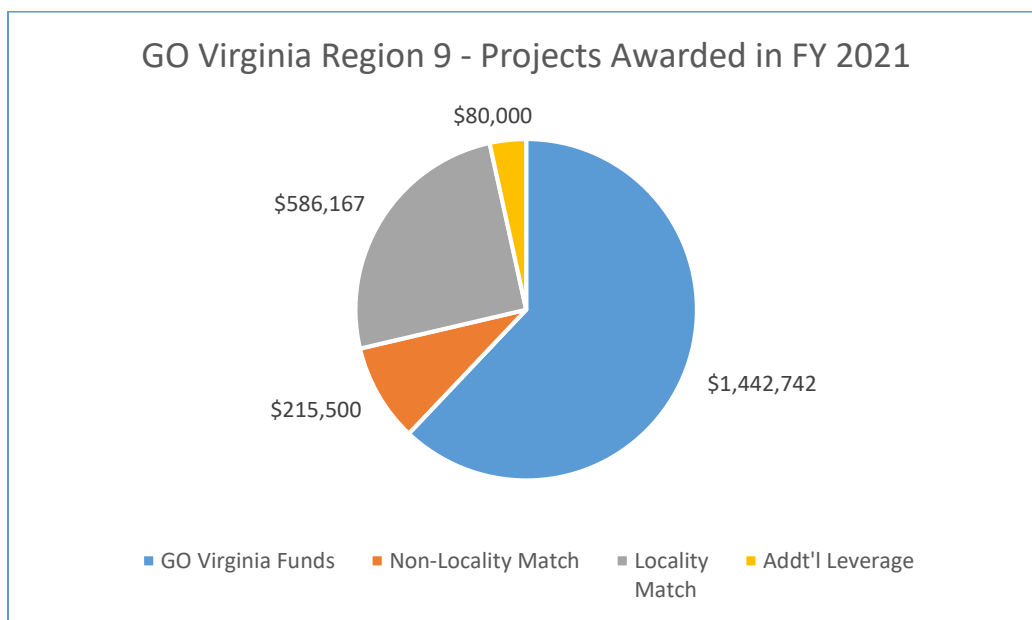
The purpose of this report is to summarize activities accomplished during July 1, 2020 to June 30, 2021, the organization's Fiscal Year 2021 (FY21), to drive GO Virginia program goals to create higher paying jobs in target traded sectors through incentivized collaboration between the private sector, higher education and local government as outlined in the Region 9 Growth & Diversification Plan Update (2019) (Growth Plan).

The most recent Growth Plan (2019) specifically outlines opportunities for grant funding to achieve program goals for this region. All grant proposals must be built on one or more project frameworks including, Grow Existing Businesses, Innovation/Entrepreneurship, Sites, and/or, Talent Development. Projects must also serve on one or more target sectors including, Biotech, Financial & Business Services, Food & Beverage Manufacturing, IT/Communications, and/or, Light Manufacturing.

During FY21, funding was also available for projects that would drive regional economic resiliency and recovery from the COVID-19 pandemic.

PROJECTS AWARDED

In FY21, the Region 9 Council awarded five project grants totaling \$1,482,742 in Per Capita and Economic Resiliency and Recovery (ERR) grant funding that leveraged \$881,667 in additional resources. Including these new grants, the Council has now awarded a total of \$4,209,279 to 18 projects that leveraged over \$7,773,211 in additional financial support.



Additionally, the Council reviewed and submitted letters of support for two statewide grants. The *Retooling Virginia Manufacturers for Strategic Industries* project was led by Region 1 and GENEDGE to help industry support or pivot to support critical supply chains. The *VA Bio Connect* project was led by Region 4 and VA Bio to expand and connect the Biotech industry statewide.

The FY21 grant portfolio was fairly dispersed among the four project frameworks and each project targeted more than one, if not all, target sectors and additionally the some projects also targeted important regional sectors impacted by the COVID-19 pandemic.

This year no planning grants were undertaken by the Council, however, the Venture Central grant award was a direct result of the prior fiscal year's Venture Hub planning grant.

Project	GO Virginia Funds	Non-Locality Match	Locality Match	Other Leverage
Advancing Regionally Significant Sites	786,333		413,167	
Connector Platform	76,500	38,450	-	-
Digital Business Resiliency	131,220	65,800	-	
Future of Workforce Outreach	148,689	51,250	23,000	
Venture Central	300,000	60,000	150,000	80,000
	\$ 1,442,742	\$ 215,500	\$ 586,167	\$ 80,000

PROJECT DESCRIPTIONS:

Advancing Regionally Significant Sites: Led by the Central Virginia Partnership, in collaboration with the Counties of Culpeper and Louisa, this grant will significantly transform the marketability of two regionally identified industry sites for attracting target sector companies.

Connector Platform: The Charlottesville Business & Innovation Council (CBIC), will use funds awarded through this ERR Fast Access grant to build a regional cloud network and connect 100 businesses seeking services and networks to accelerate, expand or recover from the impact of the COVID pandemic. Letters of Support were provided by Albemarle County, City of Charlottesville and the Central Virginia Partnership.

Digital Business Resiliency: Led by the CV Small Business Development Center (CV SBDC) in collaboration with their host organization, Community Investment Collaborative (CIC), this ERR grant will help 150 regional businesses access services or develop a digital presence with a focus on rural localities.

Future of Workforce Outreach: Virginia Career Works – Piedmont Region (VCW-P) will use the ERR grant funds to address newly identified gaps in workforce services in rural localities by expanding rural outreach while continuing to connected dislocated workers with hiring sectors throughout the region.

Venture Central: The Charlottesville Regional Chamber along with partners from the County of Albemarle, the City of Charlottesville, and the University of Virginia will use the grant funds to develop an iconic center for entrepreneurship activity and services in the area.

ADVANCING THE GROWTH PLAN (2019)

Of the seventeen specific opportunities specified in the Region 9 Growth Plan (2019), seven opportunities were activated through the five FY21 grants awarded. Also during FY21, other Plan opportunities were supported through previously funded grants when activities occurred during this fiscal year.

Talent Development:

The Future of Workforce Outreach grant will further strengthen the infrastructure of the Workforce and Talent Development ecosystem in Region 9. Through collaboration it will also inform the development of regional Target Sector Workforce Strategies underway through the Business Driven Workforce Recovery Project.

Grow Existing Business:

The SBDC's Digital Resiliency program and the CBIC Connector Platform grants are expected to support the strengthening of business networks throughout the region that will help identify business service gaps in target sectors.

Innovation/Entrepreneurship:

The Venture Central grant was developed in response to the Region 9 Venture Hub Planning grant that is also aligned with the Region 9 TEconomy Entrepreneurship assessment. Additionally, the SBDC's Digital Resiliency grant and the CBIC Connector grant projects will support connectivity throughout the rural entrepreneurship ecosystem in the region.

Sites:

The Advancing Regionally Significant Sites project addresses the opportunities for addressing regional site readiness, supporting development of a large regional business park site and furthering regional collaboration to drive availability and readiness of regionally significant sites.

Other:

The Advancing Regionally Significant Sites project is in alignment with the Central Virginia Partnership Strategic Plan.

FUNDING DASHBOARD

In this fiscal year, the Region 9 Council had a total of \$1,606,481 in Per Capita funds from which to award grants including the \$1,000,000 regional allocation. Additionally, \$361,154 was carried forward from FY20 and \$250,327 in funds were returned after previously funded projects closed out during the year.

The Council awarded a total of \$1,086,333 in Per Capita grants to two grant recipients. Therefore, \$520,418 will carry forward and be available for funding grants in FY22. On July 1, 2021, the FY22

allocation of \$1,000,000 in Per Capita funding will be available so it is anticipated that Per Capita funding available for FY22 beginning on July 1 will be \$1,520,148.

The Council also awarded three ERR grants in FY21 totaling \$356,409 bringing the total awarded from this program to \$579,909 since the program was established in April 2020 in response to the economic impact of the COVID 19 pandemic. There is \$425,091 in ERR funds remaining for Region 9 and the program is expected to sunset in April 2021.

A funding dashboard is reviewed at each Council Meeting. A snapshot of the FY21 dashboard is included here.

PER CAPITA FY 21 AWARDED FUNDING (Regional)

July 1- June 30	Per Capita/ECB Allocation	Added from Capacity Building	Rollover from Prior Year	Returned after Project Closeout*	Total Available for Projects	Total Awarded**	Funds Available (if not used carried to next FY)
FY2021	1,000,000	0	361,154	245,327	1,606,481	1,086,333	520,148

*Not expended at project closeout: Crafting Higher Paying Jobs \$220,127.97; CV Cybersecurity \$10,241.49; Central VA Site Readiness \$3,174.74; CvilleBioHub \$0.09; Youth Entrepreneurs Program Resource \$11,783.10

**FY21: Venture Central \$300,000; Advancing Regionally Significant Sites \$786,333

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

COLLABORATION – BUSINESS, EDUCATION AND LOCALITIES

Incentivizing regional collaboration between business, education and localities is one of the goals of the GO Virginia initiative. Region 9 continues to make significant strides toward achieving this goal.

Business: The Council continues to ensure business is helping to lead the initiatives funded. For example, requesting letters of support from the private sector and engaging private sector leaders in project reviews.

Education: There are four institutions of higher education that serve different areas in Region 9 including the University of Virginia, Piedmont Virginia Community College, Germanna Community

College and Lord Fairfax Community College. Each of these institutions has been engaged in one or more of the approved projects. Leaders from the four institutions serve the region as Council Members or as a Special Guest of the Council.

Localities: To date, all eleven localities within the Region 9 footprint have been involved with approved projects by supporting financially, engaging in project development or writing Letters of Support.

HIGHER PAYING JOBS

The GO Virginia program has foundational goals of driving the growth of higher paying jobs in each region.

Using the most recently available data, Average Annual Wages in Region 9 as of Q1 2020 were \$51,750 or 5% more than Q1 2019 at \$49,130. Average Annual Wages for the Rappahannock-Rapidan Regional Commission (Planning District-9) Q1 2020 were \$44,520 while they were \$55,068 for the Thomas Jefferson Planning District Commission (Planning District-10).

Region	2019 Average Annual Wages	2020 Average Annual Wages
9	\$49,130	\$51,750
Virginia	\$56,933	\$59,107

(Employment and wages data (Q1 2018, Q1 2019, Q1 2020) are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed by Chmura where necessary.)

All target sectors in Region 9 showed an increase in employment changes annually as measured Q3 2020. The lowest annualized growth was in Light Manufacturing at .1% and the largest percentage annualized growth was Food and Beverage Manufacturing at 3.8%, however, Financial and Business Services had the highest increase in the number of employees at 1,565 and grew at 2%.

The highest average annual wages as of Q3 2020 for region 9 target sectors was \$88,211 for Biotech while the lowest was in Food and Beverage Manufacturing at \$33,771.

PIPELINE

In order to ensure the advancement of projects that will support the Region 9 Growth Plan and program goals, a robust pipeline of projects must be managed. In this fiscal year, the pipeline activity was disrupted by the onset of the COVID 19 pandemic in early 2020. The Council pivoted in early 2020 and throughout 2021, to identify projects that would be eligible for ERR grant funding to help with immediate economic recovery projects instead of projects that would exclusively drive the Region 9 Growth Plan. Understandably, building this program to be responsive was critical.

In FY 2021, there were 7 project inquiries vs 33 the prior year. Some of this can be attributed to the pivot to identifying viable ERR projects and shepherding them through a new process with unprecedented speed. Interestingly, all projects discussed targeted more than one, if not all, target sectors whereas the prior year it was fairly distributed among the different target sectors. This makes sense since supporting all sectors of the regional economy was a priority.

As of the end of FY21, it is estimated that there are four projects in various stages of the project development pipeline versus nine in the prior year. Some of this can be attributed to regional partners being more familiar with program eligibility as well as the impact of restricted networking due to COVID.

OUTREACH

In FY21, the Council worked with two new applicants that had not previously applied for GO Virginia Region 9 funding. The organizations were the Central Virginia Small Business Development Center along with the Community Investment Collaborative. Thus far in Region 9, three grants have been driven by county government, three by higher education, five by regional development organizations, and four by non-profits.

Traditional outreach methods to identify new partners were stifled somewhat during the fiscal year due to the restrictions resulting from the COVID 19 pandemic. However, many new connections were made and facilitated through the new normal of video conferencing. To date, staff is unaware of any opportunities missed due to the lack of ability to meet face to face.

FY 2021 COUNCIL MEMBERS

Chair: Ed Scott, Co-Founder, Eco-Septix Alliance and former Member, VA House of Delegates

Vice Chair: Ed Dalrymple, Jr., President, Cedar Mountain Stone

Treasurer: Ray Knott, Senior Vice President–Market Executive, Atlantic Union Bank

Alicia Pitorri, Senior Vice President Relationship Manager, Bank of America*

Andy Wade, Director of Economic Development, Louisa County

Brian Cole, Executive Site Lead, LexisNexis

Chip Boyles, City Manager, City of Charlottesville*

Christian Goodwin, County Administrator, Louisa County

Christine Jacobs, Executive Director, Thomas Jefferson Planning District Commission*

Felix Sarfo-Kantanka, External Affairs Manager, Dominion Energy Services, Inc.

Jan Gullickson, President, Germanna Community College

Jim Cheng, CAV Angels and former Virginia Secretary of Commerce & Trade

John Young, Atlantic Union Bank*

Kim Blosser, President, Lord Fairfax Community College

Kurt Krueger, Partner, McGuireWoods, LLC

Liz Walters, Bingham & Taylor*

Mansour Azimipour, President, A & K Realty

Miles Friedman, Friedman Consulting*

Pace Lochte, Asst. VP for Economic Development, University of Virginia

Paige Read, Director of Economic Development and Tourism, Town of Culpeper*

Patrick Mauney, Executive Director, Rappahannock-Rapidan Regional Commission

Paul McCulla, County Administrator, Fauquier County

Steve Ray, Partner, IslerDare PC*

The Hon. Jim Crozier, Supervisor, Orange County

The Hon. Tony O'Brien, Supervisor, Fluvanna County

Tom Click, President & CEO, Patriot Industries

Yolunda Harrell, Co-Owner, Taste of Home

(* Partial year service)

THANKS

Staff would like to thank all applicants organizations that have helped identify opportunities to support regional growth goals stipulated in the Region 9 Growth Plan. Staff would also like to acknowledge the investment of time and expertise regularly provided by the Region 9 Council Members from this year as well as in the past several years.

www.GOVirginia9.org



The Central Virginia Partnership for Economic Development is the Support Organization for the GO Virginia Region 9 Council.

Helen Cauthen, President
Shannon Holland, GO Virginia Director, Region 9
Rahul Maitra, Finance Director
Kristine Dancy, Accounting Clerk
(www.centralvirginia.org)

Region 9 Growth Plan Update Timeline for 2021

#	Activity	START	END	Status	NOTES
1	Collect Data – JOBS EQ		April 26	DONE	DHCD delivered JOBS EQ datasets for all regions; DHCD pursuing additional Innovation/Eship data from TEconomy – available Fall 2021
2	Present Preliminary Data at Council Meeting	April 26	April 26	DONE	SH
3	Identify sources for data gaps		June 16	DONE	<ol style="list-style-type: none"> 1. New business formation for target and all sectors (DHCD and TEconomy) 2. Target Sector Workforce Strategies from Business Driven Workforce Grant due 8/31/2021
4	Identify Regional Plans to which the Growth Plan should align		June 16		<ul style="list-style-type: none"> • CBIC • CIC • CEDs, if any? • Central Virginia Partnership Strategic Plan • CvilleBioHub • ED Partners Strategic Plans • Nova ED Alliance • Planning District Leaders • SBDC • VCW – P Local Plan • VCW- P Strategic Plan • Other
5	Assess availability of required data	June 10	June 17	DONE	DHCD JOBS EQ data provided: <ol style="list-style-type: none"> 1. GO VA Average Annual Wages (All Regions, By PD9/10, Region 9) (Q1 18, Q1 19, Q1 20) 2. Target Clusters 2020 Q3 Total Employment (All sectors, and by Target Sectors) 3. Region 9 Industry Clusters 2020 Q3 (All industry Employment forecast, Avge wages, LQ) 4. Skills Gap 2020 Q3 Employment, Wages, Demand by Target Sector only) 5. LQ and Wages Quadrant image for Q3 2020 all sectors (chart) 6. Region 9 VEDP Data – Region 9 Announcements (7/1/18-4/7/21); Region 9 Closures (7/1/18-4/7/21)
6	Request data gap information from sources		June 21		<ol style="list-style-type: none"> 1. Requested timeline update on #1 above from DHCD 6/16
7	Collect related strategies from Regional Plans or Feedback from other Regional Plan Stakeholders		June 21		
8	Council Input on Opportunities at Annual Meeting	June 29	June 29		
9	Collate Input from Council Mtg.	June 30	June 30		

Region 9 Growth Plan Update Timeline for 2021

10	July 4 Holiday	July 5	July 5		Week of July 5 to July 9
11	Engage CIT Meeting for Ecosystem input (tentative) July 19 - 30		July 12		Tent.
12	SHANNON - VACATION	July 12	July 16		HOLIDAY
13	Review Regional Reports and address alignment		July 21		
14	Present results to stakeholders for feedback		July 21		ED Partners Central Virginia Partnership Nova ED Alliance (if applicable) Planning Districts
15	Meet with PD-9 and PD-10		July 21		
16	Circulate SWOT with Target Sectors		July 21		
17	Create DRAFT Growth Plan Update		July 28		Review
18	Blueprint Virginia Event	Aug. 4	Aug. 4		
19	Get draft feedback from Council or Executive Committee at Aug. 8 Meeting	Aug. 8	Aug. 8		
20	Revise Draft		Aug. 15		
21	Final Draft for Public Comment		Aug 20		
22	Integrate Target Sector Strategies – due	Aug. 31	Aug. 31		
23	Final approval by Council at October 1 2021 Meeting	Oct. 1	Oct. 1		
24	Integrate TEconomy update – due from DHCD	Oct. 1	Oct. 1		
25	Submit to DHCD	Oct. 5	Oct. 5		SH
26	DUE to DHCD	Oct. 15	Oct. 15		SH

COUNCIL INPUT NEEDED:

Per Capita funds must be directly aligned with the growth plan opportunities.

- Looking forward to the next 2-5 years which of the below opportunities should be adjusted?
- What are new opportunities to be further explored?

Target Sectors: Biotech/Biomed; Financial and Business Services; Information Technology; Food and Beverage Manufacturing; Light Manufacturing

Talent Development

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

Growing Existing Businesses

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

Startups/Innovation/Commercialization

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

Sites

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

Other

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