



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

**REGION 9 COUNCIL**

**AUGUST 9, 2021**

**2:00 PM to 4:00 PM**

**Germanna's Daniel Technology Center, 18121 Technology Drive, Culpeper, VA**

**AGENDA**

- |  |   |
|--|---|
| <b>1. Welcome</b>  | <b>Ed Dalrymple, Chair</b>  |
| <b>2. Public Comment</b>   | <b>Ed Dalrymple</b>   |
| <b>3. Approve Council Business</b> <ul style="list-style-type: none"><li>a. Meeting Minutes</li><li>b. Financials</li><li>c. Dashboard</li><li>d. Director Report</li><li>e. Project Letter – Business Driven Workforce Recovery</li></ul> | <b>Ed Dalrymple</b>   |
| <b>4. Vote on Revised Policies</b> <ul style="list-style-type: none"><li>• Electronic Meetings Policy</li><li>• Conflict of Interest Act Policy (COIA)</li></ul>   | <b>Ed Dalrymple</b>   |
| <b>5. Committee, Task Force, or Strike Force Updates</b> <ul style="list-style-type: none"><li>a. Strike Force Status</li><li>b. Other</li></ul>   | <b>Ed Dalrymple</b>   |
| <b>6. Vote on Letter of Support for CvilleBioHub CIT/RIF Grant</b>   | <b>Ed Dalrymple</b>   |
| <b>7. Region 9 Project Presentation</b><br><i>Crafting a New Normal</i>  | <b>Tracey Gardner,</b><br>Economic Dev. & Tourism<br>Director, Madison County                                     |
| <b>8. Region 9 Project Presentation</b><br><i>Business Driven Workforce Recovery -</i><br><i>Talent Development Target Sector Strategies</i>   | <b>Candace Spence,</b><br>Director, Economic Dev., CVPED<br><b>Faith McClintic,</b><br>Spectrum Growth Consulting |
| <b>9. Task Force Breakout Session</b><br>Growth Plan Update – SWOT Analysis  | <b>Shannon Holland, Director</b>  |
| <b>10. Chair Update</b>  | <b>Ed Dalrymple</b>   |
| <b>11. Director Update</b>   | <b>Shannon Holland</b>  |
| <b>12. Other Business</b>  | <b>Ed Dalrymple</b>   |
| <b>13. Adjourn</b>   | <b>Ed Dalrymple</b>   |



**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.

**MINUTES**

**Attending Council Members:** Ed Scott, EcoSeptix Alliance (Chair); Ed Dalrymple, Cedar Mountain Stone (Vice Chair); Brian Cole, LexisNexis; Christian Goodwin, Louisa County; Christine Jacobs, Thomas Jefferson Planning District Commission; Felix Sarfo-Kantanka, Dominion Energy; Jan Gullickson, Germanna Community College; Jim Cheng, Cav Angels; John Young, Atlantic Union Bank; Kim Blosser, Lord Fairfax Community College; Kurt Krueger, McGuireWoods; Pace Lochte, University of Virginia Economic Development; Paige Read, Town of Culpeper; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Ray Knott, Union Bank & Trust (Treasurer); Steve Ray, Isler Dare PC; Tony O'Brien, Fluvanna County

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

**Absent Council Members:** Andy Wade, Louisa County; Jim Crozier, Orange County; Tom Click, Patriot Aluminum; Mansour Azimipour, A & K Development; Paul McCulla, Fauquier County;

**Staff:** Shannon Holland, Helen Cauthen, Kristy Dancy

**Guests:** Phil Sheridan, Culpeper County; Francoise Seillier-Moiseiwitch; Rob Archer; Nikki Hastings, PhD., CvilleBioHub; Stephanie Oettinger, CvilleBioHub; Deborah Flippo, Draper-Aden Associates

**1. Welcome**

Ed Scott opened the meeting at 2:00 pm and announced that the FY2021 Annual Meeting was being held via zoom because of the state of emergency declared by the Governor.

**2. Public Comment**

Shannon Holland stated that no public comments forms had been received.

**3. Roll Call**

Shannon Holland completed a roll call of Council Membership to determine attendance. A quorum was present as recorded above in the Minutes.

**4. Approve Council Business**

- a. Meeting Minutes
- b. Financials
- c. Council Calendar
- d. Dashboard
- e. Director Report

Ed Scott said that the listed Council Business items were grouped together on the agenda with the intention to review and approve with one motion and vote. Ed Scott then asked if anyone would like to move any item or items out of the group for a separate discussion. No request was made.

- a) Ed Scott asked if there were any comments or questions regarding the prior Meeting Minutes, as presented. Nothing was offered.
- b) Ray Knott provided an overview of the Financials through April 30, 2021, including:
  - The Statement of Financial Position showed a little over \$246.37 in checking; \$145,635 in Accounts Receivable; and, \$147,935 in Total Current Liabilities. A similar statement through June 15 is included for informational purposes.
  - The Capacity Building Statement – Statement of Income and Expense provided is the first shared statement where funds are exclusively drawn from FY 2021 Capacity Building funds. To date, 16.9% of the budgeted \$250,000 has been spent.
  - Project budgets provided through April only represents active projects or projects that have not been closed out.
- c) Ed Scott stated that the Bylaws require the Council to set an annual calendar and that Shannon Holland is working on setting up locations.
- d) Ed Scott noted that the year-end Dashboard was included on page 29. This past year, Region 9 awarded five projects totaling \$1,482,742 leveraging an additional \$881,667 in non-state funding. That means with the next \$1 million allocation in per capita funding, Region 9 will have just over \$1.5 million in funding available to support the opportunities identified in the Growth Plan. There will also still be about \$425,000 in ERR grant funds available until April 2022 when that program sunsets.
- e) Ed Scott stated that the Director Report includes notes on project budget changes or contract extensions.

Ed Scott asked if there was any questions or discussion on any item. None were offered.

***Jim Cheng made a motion to approve the Council Business as presented. Kurt Krueger seconded the motion. A roll call vote was taken and the motion carried.***

#### **5. Electronic Meeting Policy-Exemption Expires on June 30**

Ed Scott reminded the Council that the Governor's State of Emergency will expire on June 30. Therefore, the Exemption for electronic meetings, as outlined in the Region 9 Council Electronic Meeting Policy, will also expire.

Shannon Holland clarified that the Region 9 Council Policy was approved in 2017 and was narrower than statute. In discussion, it was noted that the governing legislation was repealed and replaced in 2018 allowing for an exception for distance but not convenience.

It was suggested that the Executive Committee could take the question of whether an updated Electronic Meeting Policy should be created.

#### **6. Vote on Slate**

Referring to the Slate prepared by the Nominating Committee, Ed Scott noted the items are grouped together to be addressed by one motion and vote and asked if there was any request to move one of these items to be discussed separately. No request was made.

- a) Accept Public Sector and Private Sector Appointments
- b) Private Sector Slate
- c) Officers and Executive Committee

Each item was reviewed and a request was made for nominations from the floor. None were offered

***Brian Cole made a motion to accept and approve the Slates as presented by the Nominating Committee. Jim Cheng seconded the motion. A roll call vote was taken. The motion carried.***

#### **7. Committee, Task Force, or Strike Force Updates**

Ed Scott stated that the Strike Force had not met since the last meeting. The Strike Force Update is a standing agenda item.

Jan Gullickson stated that the Talent Development Task Force had met on June 28 and there was a general discussion about ways to drive regional talent development opportunities in GO Virginia Region 9. Specific discussion occurred around the possibility of Region 9 community colleges collaborating to poll businesses regarding skills gaps. The group also briefly discussed the recently released SCHEV grant opportunity.

#### **8. Region 9 Project Presentation**

Ed Scott noted that CvilleBioHub has been supported by GO Virginia program in Region 9 since 2018 with one of the early Enhanced Capacity Building grants and now CvilleBioHub is in the second year of a two year implementation grant.

Nikki Hastings, Executive Director of CvilleBioHub and Region 9 CIT/RIF Advisory Committee Member, updated the Council on the outcomes and impact of the current grant.

Some CvilleBioHub successes to date include:

- Serving over 75 bioscience related companies in the region
- Presented 15 webinars
- Marketing video in development
- Advanced potential lab space models and communicated with locality partners
- Job matching and internship programs
- Early indications are the grant has exceeded new job creation goals but that data is being captured now
- Seeing an increase in the number of entrepreneurs coming to the organization for support
- Expanded Entrepreneur in Resident (EIR) program

- Industry Internship Showcase happening August 6

## 9. Chair Update

Highlights of Ed Scott's Chair Update included:

- Both Region 9 projects, *Advancing Regionally Significant Sites* and the *Future of Workforce* were approved at the last GO Virginia Board Meeting as noted on the Dashboard previously. Another project from Region 7 (Northern Virginia) will support the expansion the statewide SBDC I-Cap program that includes placement of an I-Cap staff person at the Central Virginia SBDC.
- If members want to serve on a different Task Force – other than the one listed – please advise
- All Council members are encouraged to review the Region 9 Annual Report
- To date Region 9 has awarded 4.2 million dollars to 18 projects leveraging over 7.7 million in additional financial support.
- The Growth Plan Development Timeline is open for feedback, as needed

Ed Scott then asked Council Members to comment on the previous Growth Plan Update opportunities included in a summary format in the packet in order to help direct the development of new opportunities or please email comments to Shannon Holland. Comments included:

- How can opportunities identified serve diversity, equity and inclusion principles
- How are community colleges engaged in the biotech space
- How are workforce or career pathways being developed
- Drill down more on the average wages by sector and share with target sectors leaders for input

## 10. Director Update

Shannon Holland reminded the Council that many members, including new members, will need to complete the COIA online training. Reminders will be emailed soon. New Council Member training will be set up soon, as well.

Shannon Holland expressed appreciation for the leadership of Ed Scott during the past year and thanked Council Members for their commitment in reviewing projects and driving thought leadership.

## 11. Other Business

No other new business was presented.

## 12. Adjourn

***Jan Gullickson made a motion to adjourn the meeting at 3:21 pm. Paige Read seconded the motion. The meeting adjourned.***



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

As approved at Region 9  
Council Meeting on  
June 29, 2021

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

**VOTE FOR ACCEPTANCE**

**PUBLIC SECTOR APPOINTMENTS**

<b>Organization</b>	<b>Name</b>	<b>Term</b>
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**

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



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**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**

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

**OFFICERS AND EXECUTIVE COMMITTEE**

<b>Role*</b>	<b>Name</b>
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.

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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Meeting ID: 975 6422 5783

Passcode: 916013

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

**GO Virginia**  
**Statement of Financial Position**  
As of July 29, 2021

	<b>July 29, 2021</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
11200 · GO VA Operating Account - Union	17,625.94
<b>Total Checking/Savings</b>	17,625.94
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	107,620.73
<b>Total Accounts Receivable</b>	107,620.73
<b>Other Current Assets</b>	
11100 · Accrued Receivable	0.00
<b>Total Other Current Assets</b>	0.00
<b>Total Current Assets</b>	125,246.67
<b>TOTAL ASSETS</b>	<b>125,246.67</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	60,579.85
20004 · Due to CVPED	60,274.59
<b>Total Accounts Payable</b>	120,854.44
<b>Other Current Liabilities</b>	
25500 · Unearned Rev - Advanced Funds	167.53
<b>Total Other Current Liabilities</b>	167.53
<b>Total Current Liabilities</b>	121,021.97
<b>Total Liabilities</b>	121,021.97
<b>Equity</b>	
32000 · Unrestricted Net Assets	0.00
Net Income	4,224.70
<b>Total Equity</b>	4,224.70
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>125,246.67</b>

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

Capacity Building				
	Jan '21 - Jun '21	Budget	% of Budget	Remaining
<b>Income</b>				
<b>41520 · State Grants</b>	71,007.93	250,000.00	28.4%	178,992.07
<b>Total Income</b>	71,007.93	250,000.00	28.4%	178,992.07
<b>Gross Profit</b>	71,007.93	250,000.00	28.4%	178,992.07
<b>Expense</b>				
<b>01250 · General Administration</b>	3,547.83	17,000.00	20.87%	13,452.17
<b>54000 · Program expenses</b>				
<b>54400 · Project related expenses</b>				
<b>54426 · Audit</b>	747.17	8,000.00	9.34%	7,252.83
<b>54451 · Travel</b>	0.98	2,500.00	0.04%	2,499.02
<b>54452 · Rent/Lease</b>	4,064.58	12,000.00	33.87%	7,935.42
<b>54453 · Salaries</b>	62,534.03	150,000.00	41.69%	87,465.97
<b>54457 · Marketing/Advertising/Promotion</b>	113.34	7,500.00	1.51%	7,386.66
<b>54462 · Legal Expenses</b>	0.00	1,000.00	0.0%	1,000.00
<b>Total 54400 · Project related expenses</b>	67,460.10	189,000.00	35.69%	121,539.90
<b>54410 · Planning Grants</b>	0.00	44,000.00	0.0%	44,000.00
<b>Total 54000 · Program expenses</b>	67,460.10	233,000.00	28.95%	165,539.90
<b>Total Expense</b>	71,007.93	250,000.00	28.4%	178,992.07
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>

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

	Venture Central			Business Resiliency SBDC		
	(Projects)			(Projects)		
	As of June 2021	Budget	% of Budget	As of June 2021	Budget	% of Budget
Income						
41520 · State Grants	523.56	300,000.00	0.18%	4,341.23	131,220.00	3.31%
Total Income	523.56	300,000.00	0.18%	4,341.23	131,220.00	3.31%
Gross Profit	523.56	300,000.00	0.18%	4,341.23	131,220.00	3.31%
Expense						
01250 · General Administration	523.56	22,222.00	2.36%	621.95	9,720.00	6.4%
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%	3,719.28	61,500.00	6.05%
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%	3,719.28	121,500.00	3.06%
Total 54000 · Program expenses	0.00	277,778.00	0.0%	3,719.28	121,500.00	3.06%
Total Expense	523.56	300,000.00	0.18%	4,341.23	131,220.00	3.31%
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 June 2021

	Connector Platform			Crafting a New Normal		
	(Projects)			(Projects)		
	As of June 2021	Budget	% of Budget	As of June 2021	Budget	% of Budget
Income						
41520 · State Grants	34,194.21	76,500.00	44.7%	44,075.98	44,000.00	100.17%
Total Income	34,194.21	76,500.00	44.7%	44,075.98	44,000.00	100.17%
Gross Profit	34,194.21	76,500.00	44.7%	44,075.98	44,000.00	100.17%
Expense						
01250 · General Administration	1,514.46	5,667.00	26.72%	2,300.98	2,225.00	103.42%
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	14,318.75	38,433.00	37.26%	11,813.75	11,813.75	100.0%
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%	22,471.25	22,500.00	99.87%
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	32,679.75	70,833.00	46.14%	41,775.00	41,775.00	100.0%
Total 54000 · Program expenses	32,679.75	70,833.00	46.14%	41,775.00	41,775.00	100.0%
Total Expense	34,194.21	76,500.00	44.7%	44,075.98	44,000.00	100.17%
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 June 2021

	Project Reconnect			CV Workforce Recovery		
	(Projects)			(Projects)		
	As of June 2021	Budget	% of Budget	As of June 2021	Budget	% of Budget
Income						
41520 · State Grants	99,482.75	99,500.00	99.98%	80,385.36	99,500.00	80.79%
Total Income	99,482.75	99,500.00	99.98%	80,385.36	99,500.00	80.79%
Gross Profit	99,482.75	99,500.00	99.98%	80,385.36	99,500.00	80.79%
Expense						
01250 · General Administration	9,226.58	7,800.00	118.29%	6,115.10	7,500.00	81.54%
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	3,304.51	3,304.51	100.0%	7,024.73	7,500.00	93.66%
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	174.03	190.00	91.6%	0.00	0.00	0.0%
54452 · Rent/Lease	3,954.90	4,150.00	95.3%	3,948.47	4,000.00	98.71%
54453 · Salaries	66,162.21	68,700.00	96.31%	46,715.34	50,000.00	93.43%
54454 · Other - Website	0.00	0.00	0.0%	0.00	0.00	0.0%
54455 · Fringe Benefits	15,183.91	13,755.49	110.38%	14,381.27	14,500.00	99.18%
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	1,476.61	1,600.00	92.29%	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	90,256.17	91,700.00	98.43%	74,270.26	92,000.00	80.73%
Total 54000 · Program expenses	90,256.17	91,700.00	98.43%	74,270.26	92,000.00	80.73%
Total Expense	99,482.75	99,500.00	99.98%	80,385.36	99,500.00	80.79%
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 June 2021**

	Biotech Innovation Cluster			GWC PTEC		
	(Projects)			(Projects)		
	As of June 2021	Budget	% of Budget	As of June 2021	Budget	% of Budget
Income						
41520 · State Grants	318,587.62	548,000.00	58.14%	209,180.84	244,300.00	85.63%
Total Income	318,587.62	548,000.00	58.14%	209,180.84	244,300.00	85.63%
Gross Profit	318,587.62	548,000.00	58.14%	209,180.84	244,300.00	85.63%
Expense						
01250 · General Administration	7,010.95	36,000.00	19.48%	5,768.87	9,559.59	60.35%
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	89,550.13	142,409.00	62.88%	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	731.80	1,000.00	73.18%	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	141,078.21	165,000.00	85.5%	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	5,618.50	8,000.00	70.23%	0.00	0.00	0.0%
54456 · Machinery/Tools	3,078.89	14,000.00	21.99%	133,440.41	133,440.41	100.0%
54457 · Marketing/Advertising/Promotion	3,616.79	30,000.00	12.06%	5,000.00	5,000.00	100.0%
54458 · Planning Assessment	40,247.96	48,000.00	83.85%	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	311,576.66	512,000.00	60.86%	203,411.97	234,740.41	86.65%
Total 54000 · Program expenses	311,576.66	512,000.00	60.86%	203,411.97	234,740.41	86.65%
Total Expense	318,587.61	548,000.00	58.14%	209,180.84	244,300.00	85.63%
Net Income	0.01	0.00	100.0%	0.00	0.00	0.0%

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

	Catalyst (Projects)			Regional Business Park (Projects)		
	As of June 2021	Budget	% of Budget	As of June 2021	Budget	% of Budget
Income						
41520 · State Grants	223,044.17	475,200.00	46.94%	600,850.00	600,850.00	100.0%
Total Income	223,044.17	475,200.00	46.94%	600,850.00	600,850.00	100.0%
Gross Profit	223,044.17	475,200.00	46.94%	600,850.00	600,850.00	100.0%
Expense						
01250 · General Administration	7,726.21	35,200.00	21.95%	2,500.00	2,500.00	100.0%
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%	598,350.00	598,350.00	100.0%
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	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%	598,350.00	598,350.00	100.0%
Total 54000 · Program expenses	215,317.96	440,000.00	48.94%	598,350.00	598,350.00	100.0%
Total Expense	223,044.17	475,200.00	46.94%	600,850.00	600,850.00	100.0%
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 June 2021

	TOTAL		
	As of June 2021	Budget	% of Budget
Income			
41520 · State Grants	1,900,422.79	2,924,785.00	64.98%
Total Income	1,900,422.79	2,924,785.00	64.98%
Gross Profit	1,900,422.79	2,924,785.00	64.98%
Expense			
01250 · General Administration	53,137.41	149,280.78	35.6%
54000 · Program expenses			
54400 · Project related expenses			
54425 · Architectural and Engineering	0.00	30,000.00	0.0%
54430 · Contract Services	305,479.81	541,613.26	56.4%
54440 · Equipment	16,666.00	36,000.00	46.29%
54441 · Construction	64,971.56	96,300.00	67.47%
54442 · Training	30,804.25	64,500.00	47.76%
54443 · Site Work	598,350.00	598,350.00	100.0%
54445 · Other - Materials and Analysis	4,629.96	4,629.96	100.0%
54446 · Other - Meeting & Office Space	8,063.00	1,000.00	806.3%
54447 · Other - Programming	8,670.20	20,000.00	43.35%
54448 · Other - Workspace	29,850.00	75,000.00	39.8%
54449 · Meetings and Facilitation	895.32	12,500.00	7.16%
54450 · Supplies	19,569.83	16,000.00	122.31%
54451 · Travel	8,196.09	46,099.85	17.78%
54452 · Rent/Lease	12,494.75	24,741.00	50.5%
54453 · Salaries	485,484.81	776,410.00	62.53%
54454 · Other - Website	19,730.00	22,203.00	88.86%
54455 · Fringe Benefits	35,183.68	106,255.49	33.11%
54456 · Machinery/Tools	136,519.30	147,440.41	92.59%
54457 · Marketing/Advertising/Promotion	8,616.79	35,000.00	24.62%
54458 · Planning Assessment	40,247.96	49,000.00	82.14%
54459 · Other - Solutions Implementatio	2,200.45	15,000.00	14.67%
54460 · Other - Operations	1,476.61	1,600.00	92.29%
54461 · Other - Program Deliverables	6,018.75	41,990.00	14.33%
54462 · Legal Expenses	1,471.25	11,471.25	12.83%
54463 · Other - Outreach and Promotion	1,695.00	2,400.00	70.63%
Total 54400 · Project related expenses	1,847,285.37	2,775,504.22	66.56%
Total 54000 · Program expenses	1,847,285.37	2,775,504.22	66.56%
Total Expense	1,900,422.78	2,924,785.00	64.98%
Net Income	0.01	0.00	100.0%

**FUNDING DASHBOARD**  
**Region 9 - Piedmont Opportunity Corridor**  
**As of August 9, 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	0
FY2022	1,000,000	0	520,148	0	1,520,148	0	1,520,148

\*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: AUGUST 3, 2021  
MEETING: AUGUST 9, 2021**

**Project Reporting:**

- 2021 Q3 project activity reports due to CVPED by 10/20/2021

**Project Budget Changes/Updates:**

- CvilleBioHub: In process - Move \$37, 752.04 Total from Engineering/Architecture (\$30,000) and Planning Assessment (\$7,752.04) to Contract Services for expanded EIR and program support; and, Move \$38,000 total from Travel (\$10,000); Tools (\$8,000); and CVPED Admin (\$20,000) to Salaries to support staffing changes

**Contracts:**

- Admin: n/a
- Projects:
  - Closeout in process: Regional Business Park; Crafting a New Normal;
  - Closeouts Pending: Revised GWC PTEC closeout to reflect over payment
  - Extensions: n/a
  - Funds returned after Project closeouts: none
  - Outcomes/Deliverables Changes: see letter to Council for Business Driven Workforce Recovery reviewed at August 9 Council Meeting

**Key Activity:**

- Support Staffing Changes – Kristy Dancy no longer directly serving GO Virginia
- Develop Job Description for new hire
- Blueprint Virginia 2030 Region 9 Session August 4, 2020
- 2021 Growth Plan Update data pull and review, stakeholder engagement, and SWOT analysis
- New Council Member Onboard Session
- COIA and Electronic Meeting Policies – Review and revisions
- CIT/RIF follow-on GO Virginia grant support
- Region 9 – Entrepreneurship Ecosystem Mtg (CIT, CvilleBioHub, Venture Central, Region 9 staff)

**Media:**

- 175 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



UVA Research Park  
1001 University Research Blvd. Suite 301  
Charlottesville, VA 22911  
434.979.5610

# DRAFT

July 30, 2021

Mr. Ed Dalrymple, Jr., Chair  
GO Virginia Region 9 Council  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22911

Re: Business-Driven Workforce Recovery Initiative Contract

Dear Ed:

We greatly appreciate GO Virginia's support of the current Workforce Recovery Initiative grant underway to develop sector strategies for four target industries – Light Manufacturing, Financial and Business Services, Food and Beverage Manufacturing, and Information Technology. This initiative brought business leaders to the table to help facilitate connections between the unemployed in our region and high wage, highly skilled jobs that are available. The project had three phases: (1) data gathering and analysis; (2) business roundtables to directly engage industry leaders and better understand business disruption and workforce issues facing the four targeted industry sectors and immediate opportunities for the unemployed; and (3) development of a targeted industry sector strategy for each industry. Currently, we are working to finish the sector strategy report by mid-August. The project ends on August 31, 2021.

I am writing to request a change to the grant outcomes based on feedback from the industry roundtables. One of the grant contract outcomes is "new training programs developed." It was our expectation that most businesses would want training to promote advanced job opportunities, thus enabling higher wages for their employees. However, the results of the pandemic presented other more pressing workforce challenges.

For three of the industries, Manufacturing, Food and Beverage, and Information Technology, no new training programs are needed – rather other strategies are recommended for strengthening each of those sectors. For Financial and Business Services, the recommended strategy is "facilitate discussions with local financial institutions and community colleges to create a banking/finance curriculum that addresses deficient skill sets in, otherwise, good employees and job candidates." This strategy came out of the final roundtable held on June 17. Given the timing, there is not time to develop such a training program before the grant expires.

The Partnership respectfully requests that this letter be sufficient for the grant outcome pertaining to the training outcomes. Thank you very much for your consideration, and I'm glad to answer any questions.

Best regards,

A handwritten signature in black ink that reads "Helen Cauthen".

Helen Cauthen  
President

## ~~REGIONAL COUNCIL 9~~

## Electronic Meetings Policy - ~~Regional Council 9~~ Council

As approved by Council on August 9, 2021

**AS APPROVED ON JUNE 5, 2017**

<b>Title:</b>	<u>Electronic Meeting Policy</u>	<b>Policy #:</b>	<u>n/a</u>
<b>Effective Date:</b>	<u>8/9/2021</u>	<b>Revision Date:</b>	

### Purpose:

To summarize Electronic Meetings Policy for the GO Virginia Region 9 Council

### Policy:

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 § 2.2-3708.2 ~~2.2-3708.1-1~~. 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

a) an emergency temporary or permanent disability or other medical condition that prevents the member's physical attendance b) an identified personal matter, personal or c) if on the day of the meeting a member's principal residence is more than 60 miles from the meeting location identified in the required meeting note.  
~~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. The Council shall record in the minutes the remote location from which the member participated; however, the remote location need not be open to the public.

~~2.~~

~~3.4.~~ Remote member must notify chair of the public body on or before the day of the meeting;

~~4.5.~~ 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;

~~5.6.~~ Member's remote participation must be in accord with the policy on electronic participation adopted by the public body

~~6.7.~~ 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 or Locality 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.~~

The Council 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 or the locality in which the public body is located has declared a local state of emergency pursuant to § 44-146.21, provided that (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 provide for the continuity of operations of the public body or the discharge of its lawful purposes, duties, and responsibilities. The Council convening a meeting in accordance with this 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 to members of the public body conducting the meeting;

b. Make arrangements for public access to such meeting through electronic communication means, including videoconferencing if already used by the Council;

- c. Provide the public with the opportunity to comment at those meetings of the Council when public comment is customarily received; and
- d. Otherwise comply with the provisions of this section.

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 shall be stated in the minutes.

The provisions of this exception shall be applicable only for the duration of the emergency declared pursuant to § 44-146.17 or 44-146.21.

## Conflict of Interest Act (COIA) Policy – Region 9 Council

As approved by Council on August 9, 2021

<b>Title:</b>	COIA Policy	<b>Policy #:</b>	n/a
<b>Effective Date:</b>	8/9/2021	<b>Revision Date:</b>	

### **Purpose:**

To provide written COIA policy and procedures for the GO Virginia Region 9 Council.

### **Policy:**

It is the policy of the Regional 9 Council that Council Members will complete online COIA training within sixty days of joining the Council and at a minimum of every two years while serving on the Council. It is understood that the Councils are not required by Statute (2.2.31.30) to complete the online training, however, it is highly encouraged by the Department of Housing and Community Development. Region 9 Council Members are not required to complete Financial Disclosure Statements as stipulated by the COIA Council.

### **Online COIA Training Module Access and Procedures:**

Council Members should complete the online training and email Region 9 staff or Chair when the training has been completed or if there were access issues in order to ensure Council compliance with this policy.

State Ethics Council website: <http://ethics.dls.virginia.gov/>

COIA Online training module: <https://ethicswebinar.dls.virginia.gov/>

Instructions:

- Enter **Region 9 Council Member** in the Title field.
- Selected "Citizen Member Appointed to a State Board" from Role drop down list
- Select "GO Virginia Board" from the Board field
- After viewing training email Region 9 staff immediately to ensure Council is in compliance with this policy.

## Applicant information

Name: CvilleBioHub

Type: 501(c) 3

Address: 700 Harris Street, Suite 102, Charlottesville, Virginia 22903

Website: [www.cvillebiohub.org](http://www.cvillebiohub.org)

Authorized representative's name: Nikki Hastings, executive director

Email: [nikki@cvillebiohub.org](mailto:nikki@cvillebiohub.org)

Phone #: 434-249-5080

## Proposal Summary (200 words max)

Since its founding in 2016, CvilleBioHub, as an industry-led non-profit organization, has demonstrated success in connecting and educating the biotech and life sciences community in Charlottesville; advancing entrepreneurship with a growing Entrepreneur-in-Residence support program; and expanding impact with workforce and internship development. In the next two years, CvilleBioHub will continue to strengthen and grow the community's network and industry sector, within the local ecosystem and with related networks to better position companies for the broader biotech market. A model sector-focused ecosystem developer for the Commonwealth of Virginia, the organization operates at the center of a growing entrepreneurial ecosystem with many partners across economic development, industry and academia. With RIF grant funding, CvilleBioHub proposes support of a team to continue the labor intensive work of serving the needs of companies, connecting and supporting both entrepreneurs and early-stage concepts and teams with broad strokes through expanding partnerships in the community. Together, organizational leadership and a strong team of Entrepreneurs-in-Residence will provide guidance and talent, and forge new and strong relationships with a broader entrepreneurial community. CvilleBioHub is committed to a project proposal that harnesses creativity, an entrepreneurial mindset and excellence in execution. The organization's continued leadership in the biotech space, and in the broader entrepreneurial ecosystem, will continue to expand the impact of regional innovation, economy and entrepreneurship.

## Description of applicant organization, including mission, programs offered, and brief bios for key personnel (300 words max)

CvilleBioHub is a designated 501(c)(3) private non-profit organization located in Charlottesville, Virginia that has been actively growing the regional biotechnology/life sciences industry cluster since 2016. The industry cluster is comprised of 75+ private/traded-sector companies working across all aspects of biotech/life sciences to advance human health through innovation, including subsectors that focus on medical device, instrumentation, therapeutics, vaccines, health technology/software, agriculture technology, non-profit foundations, clinical research and biomanufacturing. There are more than 2000 employees in the regional cluster and over \$400M invested to date. CvilleBioHub's mission is to strengthen the regional biotechnology industry through engagement, resourcing and education. The organization offers key programs in **education** (hosted events, knowledge-sharing, advising), **entrepreneurship** (entrepreneurship-in-residence support and consulting, pitch reviews, angel investor introductions), **connection** (office hours, networking and introductions, vetted resource recommendations) and **workforce** (summer CHIP internship program, jobs board and job matching). In the next two years, CvilleBioHub will continue to strengthen and grow the community's network capital, within the local ecosystem and with related networks to better position companies for the broader biotech market.

The organization is structured with a top-tier Board of Advisors with significant expertise and successes within the industry and in non-profits, and has been led by Nikki Hastings, PhD, an early-stage biotech industry leader who has developed and grown CvilleBioHub's infrastructure into a sustainable non-profit organization over the past three years. As of August 1, 2021, Steph Oettinger, who has led programs and communications for two years, will step into the executive director position as a sustaining organization leader. With her institutional knowledge gained, she will continue to build community and strengthen

networks to enable the future success of CvilleBioHub. As early-stage company activity has increased significantly, Dr. Hastings will be joining the entrepreneurs-in-residence team of Paul Sartori, MBA, PhD, and Bill Porter, JD, each with decades of experience in supporting biotech and/or early-stage high growth companies.

### **Description of program(s) that RIF funding will support (500 words max)**

Herein, we propose continuation of support for key programs that were developed and initiated through two GO Virginia funded awards (\$631,500), supplemented by a grant from Quantitative Foundation (\$100,000) and the economic development authorities from Albemarle County and the City of Charlottesville (\$120,000) from 2018-2021. GO Virginia has validated this work by supporting a follow-on grant after the first enhanced capacity building grant was awarded in 2018 and by promoting CvilleBioHub as a model for other regions through the Virginia Bio-Connect initiative (\$1.7M) in December 2020. CvilleBioHub focuses on building community through an educational series of webinars and networking events; advancing entrepreneurship with its expanding Entrepreneur-in-Residence program with feedback pitch review sessions of companies that are raising capital; and expanding impact with the CvilleBioHub Internship Program (CHIP) to connect local students to industry side opportunities and develop a workforce pipeline for companies. The outcome objectives of these programs are to grow the life sciences/biotechnology industry sector through convening regional people and resources across the community and serving the needs of companies with guidance and talent, especially those in the early-stages of development. CvilleBioHub proposes to further strengthen the broader Charlottesville entrepreneurial ecosystem by continuing to strengthen relationships with existing partners UVA Licensing & Ventures Group, Albemarle County Economic Development, City of Charlottesville Economic Development, CAV Angels, and the GO Virginia funded program Virginia Bio-Connect; as well as developing new collaborations with Vault Virginia, a co-working facility in downtown Charlottesville and Startup Virginia, a Richmond-based non-profit with strong programming and mentor networks expanding into the Charlottesville region through a partnership with Vault Virginia. Startup Virginia has become a leader in Virginia as a model for strengthening and growing the entrepreneurial community and many benefits will be afforded by connection across the distinct Richmond and the Charlottesville networks. CvilleBioHub will not lead this effort, but wishes to foster this growth opportunity for the region through this grant. **We propose to utilize RIF resources to provide continuity for CvilleBioHub and to support partnership to enable the expansion of successful programs to broaden the regional network capital of entrepreneurs of all industry sectors.**

Key aspects of the proposed RIF funding are described in more detail below:

### **Building Community**

*CvilleBioHub builds and fosters community through education, networking and internships.*

Since 2018, CvilleBioHub has offered at least 10 webinars/events annually to highlight the activities in the region and educate the regional biotech community, new entrepreneurs, students and company leaders. In all meetings, we emphasize and seek to draw representation and inclusion of diverse perspectives and backgrounds with low barriers for entry and participation. In 2021, we also established access for diversity training of industry leaders and students to promote increased diversity in our community. CvilleBioHub will continue to serve its high-quality programming for the industry (early-to-mature companies) and expand reach to partner with Startup Virginia/Vault Virginia to host future in-person events that more broadly support entrepreneurs, irrespective of industry.

CvilleBioHub's CHIP internship program has supported two cohorts of student interns connecting them to regional biotech/life science companies (more than 40 students were served in 2020-2021). For the long-term success of this program, we require dedicated effort from a program manager to support company matching and outreach to create the strongest educational experience that CvilleBioHub can offer to industry-minded students.

## Advancing Entrepreneurship

CvilleBioHub's Entrepreneurship-in-Residence program is designed to support company commercialization and business operations. Across 2020/2021 we have served more than 30 early-stage companies in Central Virginia. Through the program we provide education and advising for early-stage investors supporting company progress and growth. Expansion with Startup Virginia will include partnership across the CvilleBioHub entrepreneurs-in-residence team to participate and attract a broader mentorship network to the companies in biotech and other strong high growth industry sectors in the region.

## Expanding Impact

CvilleBioHub will continue to expand impact through collaboration and partnerships. Through the GO Virginia Growth Grant, we have forged meaningful relationships within the community to support entrepreneurship, including new company formation, growth and retention. Partners to date have included the UVA Licensing and Ventures Group, UVA Biomedical Engineering Department, Albemarle County Economic Development, City of Charlottesville Economic Development, CAV Angels, and Quantitative Foundation. We seek to support further growth in our region and throughout Virginia via supporting expanding collaborations with the GO Virginia funded Virginia Bio-Connect project, with Vault Virginia, Charlottesville-based co-working space, and Startup Virginia, a premier entrepreneur support organization in Richmond, VA.

## Funding narrative (200 words max)

CvilleBioHub is requesting \$200,000 from RIF over a 12-month period to support this proposal, effective January 1, 2022. We propose funds to be used for the following:

- Salaries (CvilleBioHub executive director and program manager): \$125,000 (83.3% of salaries)
- Entrepreneur-in-Residence, CvilleBioHub, \$50,000 (50% support for 2 contracted positions)
- Startup Virginia Programming License \$15,000 (25% effort, annual contract position)
- CAV Angels internship program: \$5,000
- Materials, software, travel: \$2,000
- Administrative support: \$3,000

Match support sources include:

- Startup Virginia – labor in kind services (\$10,000)
- Vault Virginia – labor in kind services (\$25,000)
- Quantitative Foundation (\$100,000)
- Albemarle County Economic Development (request to EDA, July 2021 \$75,000)
- City of Charlottesville (request to EDA, Sept 2021, \$75,000)

Expected funding sources beyond 12-month time horizon

CvilleBioHub will achieve future sustainability beyond the grant period through a blend of revenue sources including grants, donations, company contributions, and sponsorships. We have demonstrated value within the industry in 2021 by attracting donations of more than \$30,000 for the Circle of Leaders initiative, a program tailored to the needs of company leaders.

## Use of funds narrative (300 words max)

The funds will enable sustainability of CvilleBioHub as a maturing organization with a successful track record and will be deployed for the expansion and collaboration with Vault Virginia and Startup Virginia to

engage and connect entrepreneurship across industry sectors in the Charlottesville region, and to support internships and collaboration with CAV Angels, a non-profit angel group investing in early-stage concepts, including those within the biotech/life sciences space, within the UVA entrepreneurial ecosystem.

Salary support will fund the Executive Director to lead the organization to execute our 2-year strategic plan (attached) and a Program Manager who will oversee events, communications and the internship program. Entrepreneurs-in-Residence will continue to support development and growth of early-stage startup companies. Together they will forge new and strong relationships with a broader entrepreneurial community through the Vault Virginia/Startup Virginia Partnership. This is labor intensive work and funding salaries in a small and high impact organization such as CvilleBioHub is critical for enabling creativity and excellence in execution. These are the most challenging dollars to bring in to support the organization, yet, are CvilleBioHub's most important asset.

Startup Virginia has built and created some of the state's best educational materials and mentor networks with a long-term vision for expansion into other regions. Charlottesville has need for more deeply connecting and serving the entrepreneurs in our community and there exists a great opportunity to leverage co-working assets in our region, including with Vault Virginia where programming and support can be facilitated.

#### Description of proposed success metrics (200 words max)

Proposed success metrics, when accomplished, will have an impact in seeding longer-term economic development outcomes. We propose that in the 12-month rolling period, we can achieve the following milestones to further strengthen the biotech industry and broader developing entrepreneurial ecosystem:

- 10 programming/networking events hosted
- 20 entrepreneurs/companies served
- 2 new companies formed and/or retained in the region
- \$10M in funds raised by early-stage companies in the region (Series Seed/A Rounds)
- 20 mentors attracted
- 10 interns trained in private industry