



**REGIONAL COUNCIL 9
FEBRUARY 28, 2019
9:30 AM to 11:30 AM
UVA Research Park,
1001 Research Park Boulevard, 4th Floor Conference Room
Charlottesville, VA**

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|--|----------------------------------|
| 1. Welcome | Tom Click, Chair |
| 2. Public Comment | Tom Click |
| 3. Meeting Minutes – JANUARY 31, 2019 | Tom Click |
| 4. Financial Report | Andy Wade, Treasurer |
| 5. Project Updates & Pipeline <ul style="list-style-type: none">• Catalyst Accelerator Project.• Pipeline Projects• Central Virginia Site Readiness Project | Tom Click |
| 6. Growth Plan Amendments due August 1, 2019 | Tom Click |
| 7. Chair Update | Tom Click |
| 8. Director Update | Shannon Holland, Director |
| 9. Task Force Break Out & Report Out, if time allows | Tom Click |
| 10. Other Business | Tom Click |
| 11. Next Meeting
May 2, 2019; 9:30 am to 11:30 am; Germanna Community College, Daniel
Technology Center, 18121 Technology Drive, Culpeper | Tom Click |
| 12. Adjourn | Tom Click |



**REGIONAL COUNCIL 9
JANUARY 31, 2019
9:30 AM to 11:30 AM
1001 RESEARCH PARK BLVD, 4th FLOOR CONFERENCE ROOM
CHARLOTTESVILLE, VA 22911**

Attending Council Members: Tom Click, Patriot Aluminum (Chair); Jim Cheng, Cav Angels (Vice Chair); Pace Lochte, University of Virginia; Miles Friedman, Fauquier County; Ed Dalrymple, Cedar Mountain Stone; Ed Scott, EcoSeptix Alliance; Christian Goodwin, Louisa County; Mansour Azimipour, A & K Development; Andy Wade, Louisa County (Treasurer); Leigh Middleditch, McGuireWoods; Jan Gullickson, Germanna Community College; Brian Cole, LexisNexis; and, the Hon. Tony O'Brien, Fluvanna County

Absent Council Members: Ray Knott, Union Bank & Trust; Chip Boyles, Thomas Jefferson Planning District Commission; David Pettit, Lenhart Pettit; Elizabeth Smith, Afton Mountain Vineyards; Felix Sarfo-Kantanka, Dominion Energy; Bryan David, Orange County; Frank Friedman, Piedmont Virginia Community College; Jeff Waite, Wal-Mart DC #7016.; and Patrick Mauney, Rappahannock-Rapidan Regional Commission;

Guests: David Holtzman, The Central Virginian; Phil Sheridan, Culpeper County; Denise Hubbard, UVA Economic Development; Roger Johnson, Albemarle County; Chris Engel, City of Charlottesville; and, Alan Yost, Greene County

Staff: Shannon Holland, Helen Cauthen

1. Welcome

Tom Click, Chair, opened the meeting at 9:39 AM.

2. Public Comment

Tom Click opened the floor for public comment. Public comment was given by Roger Johnson, Albemarle County Economic Development, and Chris Engel, City of Charlottesville Economic Development. Both spoke in support of the Planning Grant being considered by the Council.

3. Other Business

Tom Click moved the viewing of the Fauquier County Enterprise Center video to the top of the agenda. The video features entrepreneurial activities at three county centers. Miles Friedman mentioned that there would be 8 economic developers from the Central Virginia Partnership touring and discussing the centers on Friday, February 1. Shannon Holland and Uconda Dunn, Central Virginia Partnership, are collaborating to host the tour.

4. Meeting Minutes

Ed Dalrymple made a motion to approve the December 12, 2018 Minutes as presented. Miles Friedman seconded the motion. The motion carried.

5. Financial Report

Andy Wade presented the financial report as of November 30, 2018 and noted that Current Assets and Current Liabilities balanced at \$74,986. In referring to the Capacity Building Budget, he noted that there was a slightly different format designed to comply with new FASB Guideline, ASU-2016-14. The Region 9 Capacity Building Budget was \$361,111 but with the \$29,703 carried forward from last year the total

shown is \$390,814. Andy noted that the last two pages show the project budgets through November 30. Only two projects have submitted reimbursement requests: GWC PTEC and Site Readiness.

Pace Lochte made a motion to approve the Financial Report. Christian Goodwin seconded the motion. The motion carried.

6. Planning Grant Proposal

Tom Click asked Shannon Holland to present the staff recommendation for a Planning Grant proposal after he noted that there are two pots of money for Council driven projects in the Capacity Building Budget. One pot is for planning grants at about \$52,000 and one, totaling \$111,111, is for projects with a match of fifty cents on the dollar.

Shannon Holland said that after the VRIC study was published and while the Region 9 GO Virginia TEconomy report was being developed, a group of economic developers began meeting to discuss possible next steps for the regional Entrepreneurship Ecosystem. This initial concept team included City of Charlottesville, Albemarle County, UVA, and the Central Virginia Partnership. A concept for a regional and community facing “front door” for entrepreneurship was developed with a working title of “Venture Hub”. The idea was tweaked with feedback from regional entrepreneurial organizations, such as CvilleBioHub, CBIC, CIC, Blue Morning, iLab, etc. The concept draft was included in the meeting packet.

After early community conversations, it was decided that a business model/or plan should be developed that would address potential governance, sustainability, site, implementation, and metrics. It was decided that the best approach would be to hire a consultant, an expert and disinterested third party, to make recommendations on these scope items. This Planning Grant will address the scope cited and included in the packet.

Shannon Holland and Helen Cauthen recommend funding the Planning Grant for reasons including:

- The project aligns with VRIC, Region 9 TEconomy Assessment Priorities, and the Region 9 Growth & Opportunity Plan.
- It is a next and foundational step for a regional entrepreneurship ecosystem.
- The Innovation & Entrepreneurship Task Force recommended at its January meeting that “Venture Hub” would be foundational community facing front door to advance regional ecosystem while the Council concurrently works with rural counties to establish activities that will eventually link together.
- From a high level view, establishing rural activity/centers while developing the hub will establish a network to connect throughout the region.

Shannon Holland also clarified that staff will be acting on behalf of the Council to create the RFP following Council’s procurement policy and would be responsible for managing the consultant. Shannon will collaborate with the GO Virginia Region 9 Entrepreneurship Ecosystem Task Force as well as members of the project’s initial concept team to evaluate and award the RFP.

Shannon Holland also stipulated that, at this point, it is not clear who will implement the business model/plan once created. However, governance recommendations in the report will guide that determination.

Favorable discussion in support of the project ensued including a recommendation to engage PVCC in this project. Shannon Holland said she would reach out to PVCC immediately following the meeting.

Jan Gullickson made a motion to approve the “Venture Hub” planning grant for up to \$50,000, as proposed. Miles Friedman seconded the motion. The motion carried.

7. Project Updates

- **Regional Business Park** – Andy Wade shared that the Louisa County Board of Supervisors approved a scaled-down regional business park at its January 22, 2019 meeting. The park will now be about 700 acres. Andy expects to submit an updated Per Capita proposal by the April 3 deadline.
- **Central Virginia Site Readiness** –Helen Cauthen shared that she will do a final project presentation at the February Council meeting.
- **Catalyst Accelerator Project** – Shannon Holland said that the proposal is expected to go before the GO Virginia Board on March 12.
- **GWC PTEC** - Ed Dalrymple shared that Euro-Composites Corporation has partnered with New Pathways, machinist training, as a vendor so that it can create customized training solutions at the school. Helen Cauthen suggested that the Central Virginia Partnership could work with regional Economic Development offices to identify machine shops in each county to which the program could be marketed to increase enrollment.

8. Chair Update

Referring to the Dashboard in the packet, Tom Click noted that the Council hasn’t awarded any Per-Capita projects in the current fiscal year yet. He noted that he expects that will change with the Catalyst project and a larger regional park proposal. He requested Council Members continue to share project ideas. Tom noted he will review website analytics to identify engagement trends. He then asked Ed Scott to share updates on any GO Virginia related legislation in the General Assembly. Ed Scott said there have been four bills introduced that may affect GO Virginia. SB 1492 is a bill to allow some FOIA exemptions for information provided in GO Virginia applications. The other three bills, SB 1594, SB 1651, and HB 2550, have been introduced by senior legislators addressing research and commercialization.

Tom Click then asked each Task Force Group to provide updates to the Council.

Innovation & Entrepreneurship– Jim Cheng shared that the Entrepreneurship Ecosystem Workgroup was disbanding since the TEconomy report is complete. He also shared that the group met in Warrenton on January 7 to identify top priorities from the TEconomy report and tour the Mason Enterprise Center. After touring the center, reviewing the TEconomy priorities, and discussing the “Venture Hub” initiative, the group decided that the best approach was to simultaneously advance different activities in rural counties while also advancing activities in more entrepreneurial dense areas. Miles Friedman offered to host a tour of the enterprise centers for economic developers or to facilitate discussions around what approaches rural counties might take to advance entrepreneurial activities. At the Task Force request, Shannon has developed a survey to gauge reaction to potential priorities by county, as well.

Leigh Middleditch asked about future Hemp proposals. Jim Cheng indicated that there are several projects under discussion but they are not at a stage where a submission is imminent.

Miles Friedman shared that he is working on a Young Entrepreneurs proposal with Orange and Culpeper

that targets the April 3 deadline.

Sites – Helen Cauthen shared that she did a presentation at the Virginia Economic Development Association on the Council’s Regional Site Development project. She presented alongside VEDP, UVA Research Park, and Orange County.

Growing Existing Business – There was no discussion.

Talent Development – There was no discussion.

Tom shared that the Nominating Committee will be meeting soon in anticipation of the June Annual Meeting.

9. Director Update

Shannon Holland referred to the Director Report in the packet. She thanked Tom Click, Jim Cheng, David Pettit, Julia Skare for attending the Louisa County Board of Supervisors Meetings in support of the regional park. She shared that Region 9 is collaborating with DHCD to sponsor part of the Entrepreneurship Ecosystem Conference on Friday, April 12 at the Tom Tom Festival and to please save that date. Region 9 will lead the organization of activities that will likely include a panel including Dubby Wynne and Chris Lloyd, a breakfast mixer, and a workshop where all regions can participate. Shannon mentioned that she will be requesting feedback on website updates from the Council in the coming weeks. Shannon also mentioned that she has tried to schedule Council meetings in other locations but finding sites large enough in addition to schedule conflicts has resulted in many of the meetings being in Charlottesville area but she is open to other ideas. Mansour Azimipour offered his conference room in Locust Grove. Shannon Holland will follow up for consideration.

Shannon reminded the group that the next application deadline is April 3.

Other Business

No other business was presented.

10. Next Meeting

The next meeting is February 28, 2019; 9:30 am to 11:30 am; UVA Research Park, 1001 Research Park Boulevard, 4th Floor Conference Room, Charlottesville, VA 22911

11. Adjourn

Brian Cole made a motion to adjourn the meeting. Pace Lochte seconded the motion. The motion carried. The meeting adjourned at 11:10 AM.

GO Virginia
Statement of Financial Position
As of December 31, 2018

	<u>Dec 31, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	33,650.24
Total Checking/Savings	33,650.24
Accounts Receivable	
11000 · Accounts Receivable	53,708.58
Total Accounts Receivable	53,708.58
Other Current Assets	
11100 · Accrued Receivable	2,720.62
Total Other Current Assets	2,720.62
Total Current Assets	90,079.44
TOTAL ASSETS	<u>90,079.44</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20004 · Due to CVPED	87,358.82
Total Accounts Payable	87,358.82
Other Current Liabilities	
25060 · Accrued Expenses - Other	2,720.62
Total Other Current Liabilities	2,720.62
Total Current Liabilities	90,079.44
Total Liabilities	90,079.44
TOTAL LIABILITIES & EQUITY	<u>90,079.44</u>

GO Virginia
Statement of Income and Expense
July through December 2018

	Capacity Building (Projects)			Adult Beverage (Projects)		
	Jul - Dec 18	Budget	% of Budget	Jul - Dec 18	Budget	% of Budget
Income						
41520 • State Grants	81,250.47	390,814.72	20.79%	130.80	249,472.00	0.05%
Total Income	81,250.47	390,814.72	20.79%	130.80	249,472.00	0.05%
Expense						
51000 • Employee Expenses	71,922.06	171,537.09	41.93%	117.17	18,479.00	0.63%
52100 • Contracted services	167.05	6,000.00	2.78%	1.07		
53000 • Non-personnel related expenses	9,161.36	33,290.59	27.52%	12.56		
54000 • Program expenses	0.00	162,815.00	0.0%	0.00	230,993.00	0.0%
01250 • General Administration	0.00	17,172.04	0.0%	0.00		
Total Expense	81,250.47	390,814.72	20.79%	130.80	249,472.00	0.05%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

GO Virginia
Statement of Income and Expense
July through December 2018

	CvilleBioHub (Projects)			Cybersecurity (Projects)		
	Jul - Dec 18	Budget	% of Budget	Jul - Dec 18	Budget	% of Budget
Income						
41520 • State Grants	206.12	83,540.00	0.25%	38.62	100,000.00	0.04%
Total Income	206.12	83,540.00	0.25%	38.62	100,000.00	0.04%
Expense						
51000 • Employee Expenses	183.72	52,080.00	0.35%	34.44	72,350.00	0.05%
52100 • Contracted services	0.93	5,000.00	0.02%	0.17		
53000 • Non-personnel related expenses	21.47	25,260.00	0.09%	4.01		
54000 • Program expenses	0.00	1,200.00	0.0%	0.00	27,650.00	0.0%
01250 • General Administration	0.00			0.00		
Total Expense	206.12	83,540.00	0.25%	38.62	100,000.00	0.04%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

GO Virginia
Statement of Income and Expense
July through December 2018

	GWC PTEC (Projects)			Site Readiness (Projects)		
	Jul - Dec 18	Budget	% of Budget	Jul - Dec 18	Budget	% of Budget
Income						
41520 • State Grants	133,806.78	244,300.00	54.77%	54,302.27	58,675.00	92.55%
Total Income	133,806.78	244,300.00	54.77%	54,302.27	58,675.00	92.55%
Expense						
51000 • Employee Expenses	325.88			68.90		
52100 • Contracted services	1.84	18,000.00	0.01%	0.35	800.00	0.04%
53000 • Non-personnel related expenses	38.65			8.02		
54000 • Program expenses	133,440.41	226,300.00	58.97%	54,225.00	57,875.00	93.69%
01250 • General Administration	0.00			0.00		
Total Expense	133,806.78	244,300.00	54.77%	54,302.27	58,675.00	92.55%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

GO Virginia
Statement of Income and Expense
July through December 2018

	Total Projects			TOTAL		
	Jul - Dec 18	Budget	% of Budget	Jul - Dec 18	Budget	% of Budget
Income						
41520 • State Grants	269,735.06	1,126,801.72	23.94%	269,735.06	1,126,801.72	23.94%
Total Income	269,735.06	1,126,801.72	23.94%	269,735.06	1,126,801.72	23.94%
Expense						
51000 • Employee Expenses	72,652.17	314,446.09	23.11%	72,652.17	314,446.09	23.11%
52100 • Contracted services	171.41	29,800.00	0.58%	171.41	29,800.00	0.58%
53000 • Non-personnel related expenses	9,246.07	58,550.59	15.79%	9,246.07	58,550.59	15.79%
54000 • Program expenses	187,665.41	706,833.00	26.55%	187,665.41	706,833.00	26.55%
01250 • General Administration	0.00	17,172.04	0.0%	0.00	17,172.04	0.0%
Total Expense	269,735.06	1,126,801.72	23.94%	269,735.06	1,126,801.72	23.94%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%



Virginia Growth and Opportunity Fund (GO Virginia) Growth and Diversification Plan Amendment Guidelines

Section I: Program Intent

GO Virginia is intended to facilitate regional collaboration to grow and diversify the economy through supporting projects leading to the creation of more higher paying jobs (primarily based on revenue derived from out-of-state sources) and addressing gaps in workforce and other factors that impact the success of growth and diversification programs at the regional level. Programs and projects recommended by the regional councils and approved by the Board shall be consistent with the regional economic growth and diversification plan established by each region, and detailed in this document.

Section II: Background

In 2017, each of the nine regional councils throughout the Commonwealth developed an economic growth and diversification plan to identify economic opportunities, needs, and challenges, establish priorities among those opportunities, and outline needed enhancements where GO Virginia grant funds can (a) support collaborative programs between at least two or more localities that will (b) lead to the creation of more higher paying jobs. These plans guide the regional councils in supporting efforts to:

- 1) develop, recruit and/or retain the talent needed in the region;
- 2) grow existing businesses, develop existing clusters, scale up small and mid-size companies;
- 3) establish start-ups from commercializing research and supporting entrepreneurs; and
- 4) advance joint site and infrastructure development needs towards business-readiness.

The plan should be used to outline the economic development needs that should be addressed through GO Virginia funding, and the types of innovative potential projects that could achieve this within the region, as well as across regions. The implementation of these plans should focus on higher paying jobs (above the average annual wage) in sectors and clusters that ultimately generate new revenues from out-of-state sources and diversify the region's economy.

Additionally, the plan should serve as the guide for evaluating which potential projects best address the identified needs and opportunities, and should be flexible to incorporate new ideas and opportunities that are identified by the regional council over time. Finally, the plans, and ultimately, the projects, should focus on activities that are sustainable and have the ability for long-term economic growth.

Section III: Development

As required by the Virginia Growth and Opportunity Act, each regional council shall review and amend the economic growth and diversification plan not less than biennially. The remainder of this document outlines the expectations for that amendment process.



Growth and diversification plans should be based on a realistic and empirically derived understanding of the regional economy and its potential. The plan should establish priorities for future use of GO Virginia project grants and take into consideration other studies and analyses related to development and validation of an economic diversification strategy as it relates to the creation of higher paying jobs. This is not a regional strategic economic development plan, nor is the plan envisioned to be comprehensive in addressing all challenges that face a particular region or all solutions. Instead, the plan should focus on identifying priority areas that accomplish GO Virginia's goals, while maintaining flexibility as circumstances change and new opportunities arise.

Participation in the process of identifying issues and prioritizing solutions is essential, so the plan is intended to seek input from impacted stakeholders, focus attention on critical issues of regional economic growth and diversification, and identify and prioritize opportunities that could be pursued. The analysis should challenge existing assumptions about the region's economy and inform the Council on how the region may develop growth opportunities. Efforts should also include identifying whether the appropriate conditions exist for a region to effectively realize the priorities and strategies outlined in the plan.

To develop the amended growth and diversification plan, regional leadership shall:

- 1) Promote private sector growth and objectively derived priority areas of opportunity in the region leading to higher paying jobs by strengthening and diversifying the region's economy based primarily upon revenues derived from out-of-state sources.
- 2) Conduct a focused gap analysis to identify sector gaps and possible growth areas and assess workforce availability/gaps related to the opportunities identified in the plan. The analysis should focus on priority areas identified as part of the diversification plan and not needs across all regional economy sectors.
- 3) Identify the types of projects that collaborating business, education, government, and other stakeholders in the region could pursue to expand economic opportunity, grow and diversify the economy, and align worker training programs with the education and skills needed by employers and potential employers in the region that lead to the creation of higher paying jobs.
- 4) Analyze the impact of projects funded to date to determine if the projects funded in accordance with the plan have been effective at growing and diversifying the regional economy. This analysis should identify how projects have changed the regional economic conditions, particularly in the targeted traded sectors, and how that impact will be reflected in the amended plan. Furthermore, the plan should highlight where projects have resulted in new ideas or concepts that are reflected in the amended plan.

Section IV: Amendment Requirements

Each regional council shall submit an amended growth and diversification plan to DHCD for consideration by no later than August 1, 2019 for consideration at the September 2019 GO Virginia Board meeting. At a minimum, the amended plan shall include the following elements:



1. Update the data provided as baseline metrics in the original growth and diversification plan, and track regional growth since the implementation of GO Virginia to assess programmatic impacts. Such data should include but is not limited to:
 - a. Annual change in average annual wages
 - b. Growth of key employment sectors
 - c. Job growth year by year and cumulative
 - d. How changes in employment and wage patterns have impacted regional growth
 - e. Change in the number of jobs supported through revenues derived from out-of-state sources
2. Identify any new, non-GO Virginia efforts to diversify and grow and/or retain higher paying jobs and to enhance access to such jobs. The amended plan should identify opportunities for collaboration or complementary efforts as appropriate.
3. Explain if the previously identified targeted business sectors or clusters have changed since the original growth and diversification plan, and why those changes occurred. The identification of targeted sectors or clusters must be based on empirical data and be based on results that are realistic given the drivers of the region's economy. The amended plan should specifically address how each sector has changed since the implementation of GO Virginia, and outline any needs or opportunities for growth in these sectors that could be supported through GO Virginia funding.
4. Update the previously identified workforce gaps in the availability of immediately employable talent in the targeted sectors or clusters. The prioritization of workforce gaps to be addressed will serve as guidance to the regional council and board in the evaluation of future funding decisions. If a gap exists in a newly identified target sector, identify current efforts to address this gap, being specific as to the skills/credentialing/experience/education required, and whether these efforts are adequate to address the shortage and to support long-term growth.
5. **Project Pipeline: Considering items 1-4 above, the key component of the amended plan shall focus on the development of a project pipeline by outlining opportunities for the region to grow existing business, fill gaps in existing sector presence, scale up existing companies (particularly around existing or emerging supply chains and clusters), support entrepreneurs, identify opportunities for the commercialization of research, and examine potential joint economic development activities. This focus on project pipeline development shall also consider an evaluation of the current project development process of the region and best practices for improving the process.**
 - a. The amended plan is intended to outline opportunities that will produce measurable results over a two-year period. Additionally, coordination of how these efforts can be sustained over a 5-10 year horizon with the broad steps to be taken in key categories such as site development, entrepreneurship, commercialization, or workforce should be provided.
 - b. The amended plan shall also evaluate the current project development process of the Regional Council and consider best practices for incubating project partners and ideas with the capacity to deliver the priority projects of the region that best meet the goals of Growth and Diversification plan. A key best practice is moving away from a project development process that waits for projects to apply and towards a council and staff driven process that incubates and seeds project pipeline development.



- c. The regional council shall utilize the final report provided by TEconomy Partners, to identify a regional approach for startup ecosystem development including a pipeline of projects that would be consistent with those recommendations.
- d. The regional council shall also outline a regional approach to addressing the region's site readiness needs by advancing sites through the Virginia Business Ready Sites Program (VBRSP). The regional council should consider the region's best opportunities for joint site and infrastructure development when establishing their approach.

Section V: Additional Information

1. The regional council may hire a consultant to assist in the development of the plan or direct the hiring of the consultant through the support organization. Regional councils shall abide by the Virginia Public Procurement Act (VPPA) for the solicitation of professional services.
2. The plan should address the elements outlined in the Growth and Opportunity Act and how strategies are aligned with other related programs including, as appropriate, the Virginia Research Investment Committee (VRIC), the Collaborative Economic Development Act, and the State Council for Higher Education Virginia (SCHEV) credentialing program.
3. The role of the regional council itself and other relevant entities should be considered in the development of the amended plan, particularly where the entity may be identified as a partner for implementation. The regional council shall provide for public participation and input from affected stakeholders to help identify regional needs and opportunities for cooperation. The method of receiving input and the information gained must be documented in the amended plan.
4. Potential sources of matching funds should also be identified, though specific commitments and amounts are not required until applications are sought to support regional projects. In particular, the amended plan should identify potential sources of local match where potential project development would align with a local priority.
5. The regional councils may consider opportunities in other complimentary areas, such as Broadband and Housing that may directly impact the targeted sectors and align with the identified growth strategies in the amended plans. Complimentary areas are not currently eligible for GO Virginia funding but may be eligible for other state and federal investments. As appropriate, regional councils may also identify needs and opportunities in non-traded sectors that play a significant role in the regional economy, with the understanding that projects in these areas must clearly identify funding sources separate from GO Virginia.

Section VI: Useful Resources

The following resources may be useful in providing additional direction or data to regional councils in developing their plans:



- Virginia Growth and Opportunity Act - <https://lis.virginia.gov/cgi-bin/legp604.exe?161+ful+CHAP0779+pdf>
- GO Virginia Projects Funded to date - <https://arcg.is/SHrK5>
- GO Virginia Board Guidance for Future Project Development - <http://www.dhcd.virginia.gov/images/GoVA/GO%20Virginia%20Future%20Projects%20Guidance%20-%20Concept%20Paper%20DRAFT%2011%2029%2018.pdf>
- GO Virginia Project Development Guidance and Metrics - <http://www.dhcd.virginia.gov/images/GoVA/DHCD%20GOVA%20Guidance%20120418.pdf>
- Virginia Economic Development Strategic Plan - <https://www.vedp.org/strategicplan>
- Virginia Chamber Blueprint Virginia Plan- <https://www.vachamber.com/blueprint-virginia/>
- Bureau of Labor Statistics- <https://www.bls.gov/cew/cewlq.htm>
- Virginia Research Investment Fund - <http://www.schev.edu/index/institutional/grants/va-research-investment-fund>
- Virginia Business Ready Sites Program - <https://www.vedp.org/vbrsp>
- Virginia Career Works - <https://viriniacareerworks.com/>

FY 2019
DASHBOARD
Region 9 - Piedmont Opportunity Corridor
As of 2/21/2019

PER CAPITA FUNDING

Per Capita Allocation	FY2018 Carryover	Transfer from Capacity Building	Total for Projects	YTD Awarded	Funds Remaining
\$1,000,000	\$60,314	\$0	\$1,060,314	\$0	\$1,060,314

PROJECT PIPELINE RECAP

Activity from 7/1/2018 to	2/21
Inquiries	35
Active	4
Applied	3
Closed/Merged/Not Active	24
Staff Research	4
Per Capita	22
Competitive	7
Pre-Applications Received	7

Frameworks from 7/1/2018 to	2/21
Innovation/Entrepreneurship	12
Talent Development	7
Growing Existing Businesses	9
Sites	0
Unknown or N/A	5

Target Industries	2/21
Light Manufacturing (broadly applied)	0
IT/Communications	11
Food & Bev	7
Financial & Bus. Services	0
Biotech	1
Unknown or N/A	25



**DIRECTOR UPDATE
REGIONAL COUNCIL 9 MEETING
FEBRUARY 28, 2019**

Project Reporting:

- Catalyst Accelerator “Pitch” call done on 2/20/2019
- Project Quarterly Activity Reports due 1/31/2019 submitted

Project Budget Changes/Updates:

- Connected Albemarle County to Crafting project administrator, as the county has recently identified Food & Beverage Mfg. in their new strategic plan
- Emailed Economic Development Directors to help drive students to GWC PTEC – New Pathways. Orange County promoted on social media; Greene county connected one business interested
- GWC PTEC - transferred \$6,700 from CVPED Project Administration to a new budget item, Contract Services, to hire consultant for navigating beverage license questions

Promotion/Outreach:

- Tom Tom - Entrepreneurship Ecosystem Conference on April 12, promotion underway
- Website updates underway
- Met with County/City Administrators and Economic Development Directors and other county staff in the Counties of Albemarle, Greene, Fluvanna, Louisa; and the City of Charlottesville

Earned Media/Published Articles:

- Allison Rabel, the Daily Progress 2.22.2019
- *More state funds proposed for business parks*, Friday, February 1, 2019, The Central Virginian

Action Items

Completed:

ED Partners Goal Alignment	In process. Shannon and Helen have scheduled meetings through 3/1/2019.
Promote GWC PTEC enrollment	Done. Emailed Regional Economic Developers to promote opportunity. Posted on LinkedIn. One business from Greene County requested information.
Engage PVCC in “Venture Hub”	Done. Emailed Frank Friedman on 1/31/2019
“Venture Hub” RFP	In process. Pending legal counsel review 2.13.2019

Pending:

Present to Workforce Board	Discussed with Virginia Career Works – Piedmont Region (formerly Piedmont Workforce Network). Tentative plan to present at VCW February Board Meeting.
Present to Superintendents	This would be best accomplished in collaboration with VCW. See above.
Town Halls	Exploring February 2019 dates. Planning one session in Charlottesville and Culpeper. Possibly incl. grantees presentations.
PSA	In development
GO Virginia Region 9 Entre. Ecosystem Assessment Survey	Send survey to businesses, chambers, etc. to identify areas of support