



**REGIONAL COUNCIL 9
AUGUST 29, 2018
9:30 AM to 11:30 AM
UVA Research Park
1001 Research Park Boulevard, Fourth Floor Conference Room
Charlottesville, VA**

- | | |
|---|-----------------------------|
| 1. Welcome | Tom Click, Chair |
| 2. Public Comment | Tom Click |
| 3. Meeting Minutes - June 28, 2018 | Tom Click |
| 4. Financial and Budget Report | Andy Wade, Treasurer |
| 5. Executive Committee Meeting Update – July 16, 2018 | Tom Click |
| 6. Chair Update | Tom Click |
| 7. Director Update | Shannon Holland |
| 8. Guest Speaker – Principal & Managing Director, TEconomy | Mitch Horowitz |
| 9. Task Force Groups – Breakout | Tom Click |
| 10. Other Business | Tom Click |
| 11. Next Meeting | Tom Click |
| 12. Adjourn | Tom Click |



REGIONAL COUNCIL 9

JUNE 28, 2018

ANNUAL MEETING

9:30 AM to 11:30 AM

Germanna Community College

Daniel Technology Center, 18121 Technology Drive, Culpeper, Virginia

Attendees

Council Members: Brian Cole, Lexis Nexis (Chair); Tom Click, Patriot Aluminum (Vice Chair); Suzanne Brooks, Pepsi-Cola Bottling Company; Leigh Middleditch, McGuireWoods; Ed Scott, EcoSeptix Alliance; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Pace Lochte, University of Virginia; Frank Friedman, Piedmont Virginia Community College; Elizabeth Smith, Afton Mountain Vineyards; Andy Wade, Louisa County; David Pettit, Lenhart Pettit; and, Ray Knott, Union Bank & Trust

Absent: Miles Friedman, Fauquier County; Ed Dalrymple, Cedar Mountain Stone; Steve Ray, Piedmont Workforce Network; Bryan David, Orange County; Jim Cheng, Cav Angels; Fitzgerald Barnes, Louisa County; Gary Deal, Culpeper County; Steve Carter, Nelson County; Jan Gullickson, Germanna Community College; and,

Guests: Julia Skare; Phil Sheridan, Culpeper County; Denise Hubbard, UVA; Phil Geer, Orange County; Mansour Azimipour, A & K Realty; The Honorable Tony O'Brien; and, Beverly Pullen, Fauquier County; Billy Gammel, DHCD; Courtney Dozier, DHCD; Jordan Snelling, DHCD; Erik Johnston, DHCD.

Staff: Helen Cauthen, Shannon Holland

I. Welcome

Brian Cole welcomed the attendees and opened the meeting at 9:40 AM.

II. Public Comment

There were no public comments.

III. Meeting Minutes – May 8, 2018

Ray Knott made a motion to approve the May 8, 2018 Minutes as presented. Chip Boyles seconded the motion. The motion carried.

IV. Financial Report

Andy Wade presented the April 2018 financial statements. He noted that the Council has \$74.10 in Checking because when money comes in it is immediately sent out. The Council also has \$25,000 in Accounts Receivables. Referring to the Statement of Income and Expense, he noted that the Council is at 87.5% of budget through April. Andy indicated that we are projecting to carry over about \$30,000 of Capacity Building funds to the next fiscal year. The carry over Capacity Building Funds will be the first to go out in the next fiscal year.

Suzanne Brooks made a motion to approve the April 2018 Financials as presented. Ed Scott seconded the motion. The motion carried.

V. Executive Committee Meeting 5/30/18 - Update

Brian Cole advised the Council that the Executive Committee met to approve a FY2019 Budget on behalf of the Region 9 Council on May 30, 2018. DHCD had requested regional budgets before the June 12 Board Meeting. At the time General Assembly had not yet approved a State Budget, so

DHCD requested that we create a \$250,000 Capacity Building Budget. The committee approved budget was included in the meeting packet. The Executive Committee voted that if the State Assembly allocated more funding a new meeting could be convened to change the budget.

VI. FY 2019 GO Virginia Region 9 Budget

Brian Cole explained that though the Executive Committee approved a Region 9 Budget, the State Board didn't approve any regional budgets at the June 12 meeting. Additionally, the State Budget provided for Capacity Building Funds of \$361,111 instead of \$250,000. The Board voted to waive match requirement for the first \$250,000 of funding. The additional \$111,000 will have to be matched 50 cents on the dollar. DHCD has advised us that match documentation for the additional \$111,000 doesn't have to be provided at the beginning of the fiscal year. Additionally, it will be allowable to move the additional \$111,000 into the Region 9 Per Capita funds at a later date. If the funds are moved to Per Capita Funds they would have to be matched dollar for dollar, as is required for all Regional Per Capita funds.

Brian noted that the staff recommend that the Council budget the additional \$111,000 in Project Reserves to be held for future project opportunities or to park there to possibly move to regional Per Capita funds. At this time a match hasn't been identified for the additional \$111,000. Much discussion occurred over the best approach for budgeting the additional \$111,000.

David Pettit made a motion to affirm the Executive Committee vote approving the \$250,000 budget and to approve placing the additional \$111,000 in Project Reserves. Chip Boyles seconded the motion. The motion carried.

VII. Vote to Accept Appointments

Brian noted that three Public Sector seat terms are expiring and the Slate for Public Sector Appointments is in the packet. The Slate includes:

- The Honorable Tony O'Brien of Fluvanna County to represent Elected Official from Planning District 10
- Christian Goodwin from Louisa County to represent Locality Administrators from Planning District 10, and
- Miles Friedman from Fauquier County to represent Local Economic Developers in Planning District 9.

Chip Boyles made a motion to accept the Slate of Public Sector Appointments. Frank Friedman seconded the motion. The motion carried.

VIII. Vote for New Members

Brian presented the Private Sector Slate for a vote, as presented by the Nominating Committee. The nominees include:

- Leigh Middleditch with McGuireWoods to complete the remaining term of one year for the open At-Large Council Member seat.
- Felix Sarfo-Kantanka with Dominion Energy for an At-Large seat for a three year term beginning on July 1, 2018.
- Mansour Azimipour with A&K Realty for a Chamber of Commerce seat for a three year term beginning on July 1, 2018.

Brian asked for Nominations from the floor. No nominations were presented from the floor. Ray Knott made a motion to approve the Slate of Private Sector Members, as presented. Ed Scott seconded the motion. The motion carried.

IX. Vote for Officers and Executive Committee

Brian presented the Officers and Executive Committee Slate, as provided by the Nominating Committee. He noted that the new Chair and Vice-Chair will begin service immediately following the end of the Annual Meeting. Secretary /Treasurer and At-Large Members will serve for one year beginning on July 1, 2018.

- Chair, Tom Click, Patriot Industries
- Vice-Chair, Jim Cheng, CAV Angels
- Secretary/Treasurer, Andy Wade, Louisa County
- At-Large, Brian Cole, LexisNexis
- At-Large, David Pettit, Lenhart Pettit
- At-Large, Miles Friedman, Fauquier County
- At-Large, Ed Scott, Eco-Septix Alliance

Brian asked for Nominations from the floor. No nominations were presented from the floor. Suzanne Brooks made a motion to approve the Slate of Officers and Executive Committee, as presented. Elizabeth Smith seconded the motion. The motion carried.

X. Vote to Accept Nominating Committee

Brian noted that per the by-laws the Chair establishes a Nominating Committee at the meeting immediately preceding the Annual Meeting each year. The Nominating Committee suggest that this committee continue to serve until the new committee is appointed at the meeting immediately prior to the FY2019 Annual Meeting. A Slate for this Nominating Committee was presented.

Brian made a request for nominations from the floor. Pace Lochte volunteered for the committee. Suzanne Brooks made a motion to approve the Nominating Committee Slate with the addition of Pace Lochte. Ray Knott seconded the motion. The motion carried.

Before moving to the next agenda item, Brian also acknowledged that Jeff Waite of Walmart will automatically join the Council as the new Piedmont Workforce Network Chair.

XI. Region 9 Projects

Brian referred to the attachment in the packet that was designed to help capture the process of moving a project from Council Approval through Contract Negotiation to Implementation as well as changes in project proposals. Brian indicated that there would be three items for approval related to this attachment.

First, as discussed at the March 27, 2018 Council Meeting, David Pettit reviewed and Brian, as Chair, signed the Per Capita Funding Contract between DHCD, Region 9 and the Central Virginia Partnership. Additionally, David and Brian advanced the GWC PTEC Addendum Agreement to the next Signatory. Brian asked the Council to affirm that this process is working and should continue. A discussion ensued around the timing of meetings and the need for expediency.

Frank Friedman made a motion to continue this process going forward with David Pettit reviewing the contracts and the Chair signing them on behalf of the Council. Ray Knott seconded the motion. The motion carried.

Brian reported that the CvilleBioHub project, although approved by the Region 9 Council, has not yet received Administrative Approval from DHCD. While working to address in-kind documentation issues, new partners and financial sources were developed that have strengthened the proposal. Staff is requesting approval to resubmit the application to DHCD with changes, including, increase the GO Virginia funding request from 75k to \$83,460; add \$30,000 of in-kind leadership workshops; eliminate the In-kind support that was not allowable; and, include information on potential support from the City of Charlottesville and County of Albemarle.

Suzanne Brooks made a motion to approve the changes requested. Patrick Mauney seconded the motion. The motion carried.

Brian indicated that staff is also requesting approved guidelines from the Council to address similar situations when or if they arise. A discussion ensued on guidelines.

David Pettit made a motion to allow staff to amend Council approved proposals, if needed, to better position them for Board approval as long the funding increase doesn't exceed 15% or \$20,000 and the applicant agrees to changes. Ed Scott seconded the motion. The motion carried

XII. GO Virginia Guest Speaker- DHCD Director

Brian welcomed, Erik Johnston, Director of the Department of Housing and Community Development (DHCD) since January 2018. DHCD is the state agency charged with supporting the GO Virginia Board and oversight of the GO Virginia Program statewide. Accompanying Erik were Courtney Dozier, Deputy Chief; Jordan Snelling, GO Virginia Administrator, and Billy Gammel, GO Virginia Lead.

Erik updated the Council on the increases the General Assembly passed for GO Virginia funding in FY2019 and FY2020. Erik explained that though the \$250,000 Capacity Building funding don't require a match this year, in the future it may be required. A discussion clarifying the difference between Capacity Building funding for administering regional proposals development and Enhanced Capacity Building funds which are a subset of the Per Capita project funds. Shannon Holland said she would develop a graphic to clarify the funding streams to share with the Council.

Erik emphasized that proposals must focus on creating higher paying jobs and/or the traded sector. Also, statewide there is an emphasis on Site development through Revenue Sharing Agreements now feasible due to the Collaborative Jobs Act.

Erik explained further that regional Capacity Building budgets would be reviewed at the August Board Meeting. Helen noted that by August, Region 9 would be down to around \$5,000 in remaining Capacity Building funds. It was discussed that Region 9 had already spent down the \$100,000 cash reserves. Billy Gammel said a report was missing. Shannon will follow up on outstanding reporting, if any.

XIII. Chair, Region 9 Update

Brian referred to the Year End Report on Growth Plan Implementation included in the packet. The attachment highlighted successes of the previous year. The Region 9 Council approved almost \$800,000 in project funding. There is less than \$70,000 remaining in the regional Per Capita funds. The approved projects captured over \$540,000 in total locality match and leveraged almost \$1,500,000 in other funds. Also, all Growth Plan frameworks have been employed with the exception of Innovation/Entrepreneurship and all target markets have been targeted except Financial and Business Services. The Council demonstrated significant collaboration by engaging more than eleven businesses, all four institutions of higher education in our area and all localities. Cumulatively, localities have contributed \$171,000 to meet required minimum match requirements – without which most projects cannot be approved.

Brian also stated that the Executive Committee will meet on 7/16/18 to begin planning for FY2019

XIV. Director, Region 9 Update

Shannon Holland noted that the next Region 9 application deadline is July 25. There are four projects in discussion and none are expected to be submitted by that date. Also, Shannon pointed out that the last Board Application deadline for 2018 has been moved to November 2, due to the Board Meeting being moved from December 18 to December 11.

XV. Other Business

David Pettit presented the Financial Assistance Contract for approval. The contract was provided. ***David Pettit made a motion to approve the Financial Assistance Contract. Chip Boyle seconded the motion. The motion carried.***

Brian acknowledged the service of each of the Council Members that were rotating off the Council on July 1. They were Suzanne Jessup Brooks, PepsiCola Bottling; The Honorable Fitzgerald Barnes, Louisa County; Steve Carter, Nelson County, and Steve Ray, IslerDare.



David Pettit also acknowledged and thanked Brian Cole for his service and dedication in the inaugural year of the Region 9 Council.

XVI. Next Meeting

The next Council meeting is August 29, 2018, 9:30 am to 11:30 am, UVA Research Park, 1001 Research Park Boulevard, 4th Floor Conference Room, Charlottesville

XVII. Adjourn

Brian Cole adjourned the meeting at 11:04 pm.

Date:	05/30/18	Region:	9
Agency Name: Department of Housing & Community Development	 		
Agency Address: 600 East Main Street Suite 300 Richmond, VA 23219			
Budget Period:			
From: 07/01/18		Through: 06/30/19	
Budget Item		Amount	
A Administration			
Audit			\$6,000.00
Equipment			\$2,000.00
Fiscal Management/Accounting Services			\$0.00
Fringe Benefits			\$24,620.94
Legal Expenses			\$0.00
Marketing/Advertising/Promotions			\$7,500.00
Meetings and Facilitation			\$5,025.00
Other			\$14,850.96
Rent			\$9,460.08
Salaries			\$111,913.36
Supplies			\$1,250.00
Taxes and Insurance			\$0.00
Taxes and Insurance			\$0.00
Travel			\$2,790.00
Website Development			\$3,500.00
Total Administration Budget:			\$188,910.34
B Planning Services:			
Contract Services			\$750.00
Fiscal Management/Accounting Services			\$7,625.49
Growth and Diversification Plan Development			\$0.00
Meetings and Facilitation			\$1,450.00
Other			\$50,954.17
Project Management			\$310.00
Project Reserves			\$111,111.00
Technical Assistance			\$0.00
Total Planning Services Budget:			\$172,200.66
TOTAL Expense Budget:			\$ 361,111.00
Narrative:			
Please provide narrative describing and itemizing all planned activities under each budget category. See attached budget narrative.			



DHCD VERSION of Region 9 FY2019 Budget for 8/14/18 Board Meeting

Region 9	
Administration	\$198,295.83
Audit	\$6,000.00
Contract Services	
Fiscal Management/Accounting Services	
Admin (General)	\$14,850.96
Legal Expenses	
Meetings/Workshops/Facilitations	\$6,475.00
Rent	\$9,460.08
Salaries (Fringe if applicable)	\$144,159.79
Supplies & Equipment	\$3,250.00
Taxes and Insurance	
Travel	\$2,790.00
Website/Advertising/Promotions	\$11,310.00
Direct Planning Services	\$51,704.17
Contract Services	\$750.00
Technical Assistance	
Meetings and Facilitation	
Growth and Diversification Plan Development	
Planning Grant Activities	\$50,954.17
Project Reserves	\$111,111.00
Total Budget	\$361,111.00



FY2019 Region 9 Council Priorities

PRIORITIES	ACTION ITEMS
Regional Council Drives the Agenda to generate pipeline of meaningful projects for \$1,000,000 available	<ul style="list-style-type: none"> • In Marketing/Promotion Plan include: <ul style="list-style-type: none"> ○ Amplify messaging through Council’s Networks, i.e. Linked-In ○ Constant Contact ○ Continue press outreach ○ Develop list of all Board approved projects ○ Develop a master list of potential partners ○ Develop a list of Chamber Presidents
Get Local Government more Integrated	<ul style="list-style-type: none"> • Staff present to localities • Provide Locality Contact Lists to Council • Invite Del. Steve Landes, GO Virginia Board Member, to speak at a Council Meeting • Continue inviting legislators to Council Meetings
Generate Innovation and Entrepreneurship Ecosystem Framework Project for Region 9 Pipeline	<ul style="list-style-type: none"> • Consider convening a regional group on the topic • Identify contacts by county for task force members to contact • Develop a Master List of Contacts in this sector
Generate Projects targeting Business & Financial Services in Region 9	<ul style="list-style-type: none"> • Staff to set up meeting with key sector leaders
Identify next generation of leadership	<ul style="list-style-type: none"> • Standing Nominating Committee can lead this initiative • First meeting to be set later in FY 2019

FY 2019
GO VIRGINIA TIMELINE
Region 9
PROPOSED

2019 Region 9 Proposal Deadline	2019 Region 9 Council Meeting	2019 <u>POSSIBLE</u> Board Proposal Deadline	2019 <u>POSSIBLE</u> Board Meeting
Thursday, November 8, 2018	ADD for 2018 Wednesday, December 12, 2018 UVA Res. Park – if avail.	Friday, January 11	Tuesday, February 12
Thursday, February 7	Thursday, February 28 Culpeper – if available	Friday, March 8	Tuesday April 9
Thursday, April 3	Thursday, May 2 UVA Res Park, if available	Friday, May 10	Tuesday, June 11
Thursday, May 30	Monday, June 17 Annual Meeting TBD	Friday, July 12	Tuesday, August 13
Thursday, July 25	Thursday, August 29 9:30 am to 11:30 am Culpeper, if available	Friday, September 6	Tuesday, October 8
Thursday, October 3	Wednesday, October 30 2:30 pm to 4:30 pm UVA Research Park if Available	Friday, November 1	Tuesday, December 10
Thursday, November 7	Thursday, December 12 TBD	Friday, January 10, 2020	Tuesday, February 11

Task Force Members

7.1.2018

Talent Development

Ed Dalrymple
Frank Friedman
Jan Gullickson
Bryan David
Jeff Waite

Growing Existing Businesses

Brian Cole
Ed Scott
Ray Knott
David Pettit
Felix Sarfo-Kantanka

Startups/Innovation/Commercialization

Jim Cheng
Leigh Middleditch
Elizabeth Smith
Pace Lochte
Tom Click
Miles Friedman

Sites

Andy Wade
Patrick Mauney
Chip Boyles
Gary Deal
Tony O'Brien
Christian Goodwin
Mansour Azimipour

**FY 2019
DASHBOARD
Region 9
As of 8/23/2019**

FY2019 FUNDS - YTD

FY2019 Per Capita Allocation	Carried Forward from FY2018	Transferred from Capacity Building	Total Available for Projects	YTD Total Awarded	FY 2019 Funds Remaining
\$1,000,000	\$60,314	\$0	\$1,060,314	\$0	\$1,060,314

FY2019 PROJECT PIPELINE RECAP - YTD

Activity	#
Inquiries & Discussions	8
Active Discussions	6
Closed Discussions	2
Per Capita	7
Competitive	1
Pre-Applications Received	0
Proposals Received	0

Potential Frameworks	#
Innovation/Entrepreneurship	3
Talent Development	2
Growing Existing Businesses	2
Sites	1

Primary Target Industry	#
Light Manufacturing (broadly applied)	5
IT/Communications	2
Food & Bev	1
Financial & Bus. Services	0
Biotech	0

FY2018 SUMMARY

Per Capita Allocation	Added from Capacity Building	Total Available for Projects	YTD Total Awarded	FY 2018 Funds Remaining
546,301	250,000	796,301	735,987	60,314*

*including \$7,775 eligible for ECB Funds

Funds	GO Virginia Funds Requested	Locality Match	Other Match	Project	Frame-work	Target Industry	Applicant Organization
Per Capita	244,300	431,625	1,000,000	GWC PTEC	Talent Dev.	Light Mfg.	Culpeper County
Per Capita	249,472	50,000	259,000	Crafting Higher Paying Jobs and Adult Beverage Exports	Talent Dev.	Food & Bev. Mfg.	PVCC
ECB	100,000	0	136,000	Central Virginia Cybersecurity Partnership	Talent Dev.	IT/Comm.	PVCC
ECB	58,675	58,675	0	Central Virginia Site Readiness	Sites	Light Mfg.	Central Virginia Partnership
ECB	83,540	10,000	83,540	CvilleBioHub	Grow Existing Business	Biotech	CvilleBioHub
TOTAL	\$ 735,987	\$ 550,300	\$ 1,478,540				

FY 2019 MARKETING PLAN

- Activate Council and Stakeholders
 - Chamber Presidents and Leaders
 - County Administrators
 - Key Organizations
 - Potential Partners
 - Private Industry
 - Innovation & Entrepreneurship Ecosystem
 - Legislators
- Present to Stakeholders
 - Boards of Supervisors
 - EDAs
 - Chambers & Rotaries
 - UVA (9/10/18)
 - Innovation & Entrepreneurship Community (8/16/18)
 - Other
- Host Meetings
 - EDAs in 2018
 - Tom Tom Founders Festival in Spring 2019
 - Business & Financial Services Meeting
- Deliver Social Media
 - Linked In
 - Constant Contact
- Engage Media
 - Expand media list
 - Increase press release activity
- Collaborate with Partnership/EDs
 - Identify promotion opportunities
- Refine Promotion Collateral
 - Maintain list of Board Approved Projects
 - Update Website (www.GOVirginia.org)

GO Virginia Competitive Application Review
Scoring Rubric

App Deadline	() July 13 () September 7 () November 2
Project Name	
Applicant	
Private Industry Partners	(1) (2) (3) (4) (5)
Higher-Ed Partners	(1) (2) (3) (4) (5)
Local Participants & Form of Participation	(1)* (2)* (3) (4) (5)
Other Partners	(1) (2) (3) (4) (5)

Development Strategy	
() Talent Dev. & Credentialing	() Joint Site/Infrastructure Dev.
() Commercialization	() Cluster Scale-Up

Program Requirements	
() \$1:1 Non-State Match	() Local Match
() High-Wage Job Creation	() Local Participation
() Traded-Sector (Out-of-state \$)	() Positive ROI w/in 3 years
() Multiregional Collaboration	OR () Significant Opportunity for VA

Budget Overview	
Total Requested:	\$
Total Match:	\$
Local Match: (% of Ask)	\$ %
Private Match:	\$
Non-Profit Match:	\$
Federal Match:	\$
Other Match:	\$
Other State Funds:	\$

Economic Impact (35 points): Questions 1-6

(1) Goals & Strategies			
Goals and strategies should align with the GO Virginia mission of high-wage job creation through traded-sectors and out-of-state revenue.			
<i>Project does not align with GO Virginia.</i>	<i>Project aligns with the GO Virginia mission, but wages AND job creation are not significant.</i>	<i>Project aligns GO Virginia mission, but wages OR job creation are not significant.</i>	<i>Project will result in significant high-wage job creation in traded-sectors for the Commonwealth.</i>
0	5	10	15
(2) Metrics & Outcomes			
Metrics should track both outputs of the project activities, and outcomes resulting from the project comprehensively. Sources/methodology for the metrics should be identified. Metrics should be quantitative, where possible, but should also track relevant qualitative results. Outcomes should demonstrate a realistic, substantial impact for the region/Commonwealth. Applicants should demonstrate the ability to take remedial action in the event that outputs/outcomes are not achieved.			
<i>Metrics and outcomes are not appropriate or relevant to the scope of work. Outcomes are limited.</i>	<i>Metrics and outcomes identified, but underdeveloped or not relevant. Outcomes may be unrealistic or unclear.</i>	<i>Metrics and outcomes are identified, but methodology or sourcing not clear, and outcomes may be overstated.</i>	<i>Application outlines appropriate and comprehensive metrics to track outputs and outcomes, with sources and methodology identified.</i>
0	4	7	10
(3) ROI			
Return on Investment (ROI) calculations should be submitted, with an explanation of assumptions made in the calculation. ROI should be accurate and must demonstrate a positive ROI within 3 years of implementation. ROI descriptions should take into account the proportionality of impact by region, and projects with a larger impact (jobs, diversification) in a less populated region shall score higher.			
<i>Project will not achieve a positive ROI within three years, or no ROI calculations provided.</i>	<i>Application projects a break-even or nominal position ROI within 3 years, or calculations are significantly inflated.</i>	<i>Application projects a position ROI within 3 years, but the calculations using overstated assumptions.</i>	<i>Application projects a positive ROI within 3 years of implementation, with significant potential for additional economic impact for the region.</i>
0	4	7	10

Subtotal	/35
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Regional & Interregional Collaboration (30 points): Questions 7-10, 11, 16

(4) Local Participation & Service Area			
Projects must be regional and should impact the majority of the population within at least one region if not multiple regions, and projects with interregional collaborations shall score highest. Projects shall have meaningful local participation, with local partners taking active roles in project development and implementation.			
<i>Project is not an interregional collaboration and will not impact the majority of one region's population.</i>	<i>Project will have impact a large population but does not have meaningful local participation, or vice versa.</i>	<i>Project will have an impact on multiple regions with at least one participating locality in reach region.</i>	<i>Project will have a significant impact on the majority of the population of multiple regions, and includes meaningful collaboration by localities in each region.</i>
0	4	7	10
(5) Regional Priorities			
Strategies should align with the Growth & Diversification Plan for each region, and the targeted growth industries outlined in those plans. Projects impacting more than one region in a manner consistent with each region's Growth & Diversification Plan shall score higher. Where G&D Plans were amended to accommodate an unforeseen opportunity, the amendment should be submitted with the application.			
<i>Project does not align with the target industries and strategies in the G&D Plan(s).</i>	<i>Alignment with the G&D Plan(s) is vague or indirect, and prioritization not well developed.</i>	<i>Project generally aligns with target industries outlined by the region(s) in the G&D Plan(s), but not demonstrated clearly in the application.</i>	<i>Project clearly aligns with the target industries and diversification strategies outlined in the G&D Plan(s) for each participating region.</i>
0	4	7	10
(6) Partnerships & Coordination			
Projects should demonstrate the involvement of businesses, colleges and universities, and other public and private entities within the region in the conceptualization and implementation of the project. Projects demonstrating cost efficiencies, repurposing of existing funds, and leveraging of existing assets shall be given special consideration in scoring. Project should not be duplicative of existing efforts, programs, or funding streams.			
<i>Project has no partners beyond the 2 required localities. Project duplicates an existing initiative.</i>	<i>Project partners are limited or roles are not defined. Project duplicates aspects of existing initiatives, and must be better coordinated.</i>	<i>Project involves several public and private partners. Project aligns with existing efforts but could be better coordinated.</i>	<i>Project involves numerous public and private partners. Project identifies opportunities for coordination/efficiencies with existing initiatives.</i>
0	4	7	10

Subtotal	/30
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Readiness (20 points): Questions 11-17

(7) Timeline & Milestones			
<p>Applicants should have the capacity and experience to implement the proposed scope of work, and this should be demonstrated through a track-record of experience and work completed to date. Applicants should be able to execute a contract within 6 months and complete the scope of work within 24 calendar months. Projects should reflect a realistic timeline for project milestones, with drawdowns planned accordingly and on a reimbursement basis. Regional Councils shall coordinate with local governments and subject matter experts in the review of the applications to ensure project readiness and support, and to identify potential barrier to implementation which should be acknowledged in the application.</p>			
<i>Timeline exceeds the 24 month max or no milestones established.</i>	<i>Timeline is unrealistic. Milestones identified, but underdeveloped or not relevant.</i>	<i>Timeline and/or milestones may be optimistic, but applicant able to address potential delays or barriers.</i>	<i>Timeline is realistic with appropriate milestones identified with drawdown schedule planned accordingly.</i>
0	4	7	10
(8) Budget & Match			
<p>Applications shall present a comprehensive budget with adequate matching resources, and sufficient cash to address changes to the project costs or scope. Match shall include only what is reasonable and necessary for the project at hand. Match shall not include state resources. All funds shall be documented through letters of commitment, in-kind forms, or other relevant documentation outlining the availability of the necessary matching funds.</p>			
<i>Project has inadequate resources to cover the scope of work. Matching resources are not relevant or necessary for the project.</i>	<i>Project may have adequate resources to cover the scope of work, but matching resources are heavily in-kind with limited available cash to address unforeseen expenses.</i>	<i>Application includes a comprehensive budget with relevant and sufficient matching cash and in-kind resources to cover the scope of work and changes.</i>	<i>Application includes a comprehensive budget with relevant and adequate matching resources. Project is overleveraged and more than sufficient cash match.</i>
0	4	7	10

Subtotal	/20
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Sustainability (15 points): Questions 17, 18-19

(9) Financial Sustainability			
Projects shall demonstrate a plan for financial sustainability after grant funds are exhausted. Projects should not include one-time programs or events. Commitments for long-term implementation or financial support should be documented through letters of commitment. Financial sustainability may refer to funding for future phases of work as it applies to joint site and infrastructure development, or future operations as it applies to construction-related projects.			
<i>Project is a one-time program or event that is not sustainable beyond the GOVA funding.</i>	<i>Plans for financial sustainability are vague or underdeveloped, and firm commitments are not in place.</i>	<i>Plans for financial sustainability are presented, with some firm commitments in place.</i>	<i>Plans for financial sustainability are thorough, with a realistic revenue model or financial commitments in place beyond the GOVA funding.</i>
0	4	7	10
(10) Demand			
Projects shall demonstrate a pipeline of demand from private industry partners and/or end users (workers). Demand should be demonstrated through letters of support and commitment for private industry partners. Projects that are scalable and replicable across regions shall score higher.			
<i>Project is a one-time program or event without ongoing demand.</i>	<i>Application indicates a pipeline of demand, but not thoroughly documented.</i>	<i>Pipeline of demand demonstrated through commitments from numerous private industry partners or proven track-record.</i>	
0	3	5	

Subtotal	/15
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Economic Impact	/35
Collaboration	/30
Readiness	/20
Sustainability	/15
PROJECT TOTAL	/100