



**REGIONAL COUNCIL 9
FEBRUARY 28, 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); Ed Dalrymple, Cedar Mountain Stone; Ed Scott, EcoSeptix Alliance; Christian Goodwin, Louisa County; Jan Gullickson, Germanna Community College; 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.; Pace Lochte, University of Virginia; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Chip Boyles, Thomas Jefferson Planning District Commission; and, the Hon. Tony O'Brien, Fluvanna County

Absent Council Members: Andy Wade, Louisa County (Treasurer); Brian Cole, LexisNexis; Leigh Middleditch, McGuireWoods; Miles Friedman, Fauquier County; Mansour Azimipour, A & K Development; Ray Knott, Union Bank & Trust; and, David Pettit, Lenhart Pettit

Guests: Alan Yost, Greene County; Dianna Gamma, Greene County; Alicia Pitorri, Bank of America; Bryan Rothamel, Fluvanna County; Dillon Franks, SBDC; Katie Conner, Virginia Tourism Corp; Phil Sheridan, Culpeper County; and, Beverly Pullen, Fauquier County

Staff: Shannon Holland, Helen Cauthen

1. Welcome

Tom Click, Chair, opened the meeting at 9:35 AM.

2. Public Comment

There was no public comment.

3. Meeting Minutes

Elizabeth Smith made a motion to approve the January 31, 2019 Minutes as presented. Ed Dalrymple seconded the motion. The motion carried.

4. Financial Report

Shannon Holland presented the Financials. The Financials were provided through 12/31/2018. She reminded the group that the financial statement format is evolving as Partnership accounting staff adjust reporting to reflect the new FASB reporting guideline (ASU-2016-14).

Shannon noted that there is \$33,600 plus in checking, most of which is owed to the Partnership and the \$53,700 plus in Accounts Receivable for outstanding remittances to DHCD. Halfway through the fiscal year, \$81,250 has been spent year to date of the budgeted \$390,815 or 21%.

Related to project budgets: Adult Beverage and Cyber have not submitted expenses yet. Site Readiness will be closed out in the coming weeks. CvilleBioHub just had their first expenses submitted to DHCD last week.

Christian Goodwin made a motion to approve the Financial Report. Frank Friedman seconded the motion. The motion carried.

5. Project Updates & Pipeline

Catalyst Accelerator Project – Jim Cheng participated on the pitch call with DHCD in addition to Shannon Holland and David Touve. Tom Click was unable to participate. Jim reported that the call went well and the project was well received. The expectation is that it will be approved at the March 12 Board Meeting.

Regional Business Park – Christian Goodwin advised that Louisa County has closed on the land for the regional park and a consultant is evaluating expected costs. That report will be available after March 12. The project proposal will be submitted by the April 3 Region 9 Deadline.

Project Pipeline – Shannon Holland shared that there are two other projects in development that are targeting the April 3 deadlines. They include a young entrepreneurs program and a food hub project. Additionally, there are two other projects in development. One is Inter-Regional.

GWC PTEC - Ed Dalrymple shared that he is working with the Board at New Pathways (machinists training) to directly engage businesses in providing training solutions. Since the last meeting, Greene County has connected one business to New Pathways and Orange County has done social media for the program. Shannon Holland is working with Uconda Dunn, Central Virginia Partnership, and VEDP to obtain a list of CNC businesses in our region to share with New Pathways.

Central Virginia Site Readiness –Helen Cauthen shared the outcomes of the first completed Region 9 Project. Ultimately, this project characterized 8 sites within Region 9 and established a level of cooperation in site readiness that has not been seen before. In addition to the direct outcomes, there were indirect outcomes that were significant, such as the development of 2 additional Tier 4 Sites. Helen emphasized that since the GO Virginia Region 9 Plan was published, the region has gone from zero Tier 4 Sites to three.

6. Growth Plan Amendments due August 1, 2019

Referring to the Growth and Diversification Plan Amendment Guidelines in the packet, Tom Click reminded the Council that the GO Virginia Legislation stipulates that regional growth plans must be updated every two years. The first revision is due to DHCD by August 1 for review at the September 2019 Board Meeting. Tom shared that based on regional staff feedback, the enclosed guidelines are being revised, though it's not clear what that means. Tom indicated that Council Members will have the opportunity to contribute to this process during the Task Force breakout sessions, later in the meeting.

7. Chair Update

Tom Click announced that he and Jim Cheng will be attending a Chair/Vice-Chair Meeting in Richmond on March 19 and the Region 9 Nominating Committee will meet on March 5.

Tom Click asked Ed Scott to provide a General Assembly update. Ed Scott said that the legislation to exempt some project development information for GO Virginia projects from FOIA passed. However, the several competing bills to address commercialization of research in the Commonwealth did not advance. Ed noted that much of the legislative focus, this year, was on the legislation to support Amazon II. Bryan David suggested that the Council, at some point, invite VEDP representatives to present on the “downstream” opportunities of Amazon, in addition to the method used to attract the company.

Tom asked Patrick Mauney to provide an update on filling the vacated Elected Official seat for Planning District 9. Patrick Mauney shared that James “Jim” Crozier, Vice-Chair Board of Supervisors, Orange County, was nominated by the Rappahannock-Rapidan Regional Commission to serve on the Region 9 Council.

Patrick Mauney made a motion to accept the nomination of James “Jim” Crozier. Ed Scott seconded the motion. The motion carried.

8. Director Update

Shannon Holland introduced Candace Spence who, as a consultant, has been helping GO Virginia with several metric tracking projects. Shannon also shared that Jordan Snelling from DHCD staff has accepted a role at VEDP and a replacement has not yet been named.

Shannon reminded the group that Friday, April 12, is the Entrepreneurship Ecosystem Conference at the TomTom Festival and that GO Virginia has several activities in which to participate. On Friday, morning at 9 am there will be a GO Virginia sponsored networking coffee; at 10 am Dubby Wynne, GO Virginia Board Chair, Mitch Horowitz, TEconomy, LLP, and Monique Adams, 757 Adams will be on a panel about the statewide ecosystem. Tom Click will serve as the moderator for the session. Finally, an all-region meeting will be hosted by DHCD at 11 am. Region 9 will offer complimentary tickets to Council members for Friday, April 12 activities. Shannon said she will send an email with a ticket code for Council members to obtain a ticket. Also, Shannon hopes to send the code to regional economic developers.

Shannon also asked for consent from the Council to purchase office furniture. Although, there is a budget item for a desk it is under budgeted and she would prefer, for transparency’s sake, that Council approve her request.

Bryan David made a motion to allow an office furniture purchase of up to \$2,500. Ed Dalrymple seconded the motion. The motion carried.

9. Task Force Break Out & Report Out

Tom Click asked Shannon Holland to explain the purpose of the Task Force Break Out sessions. Shannon Holland referred to the Growth and Diversification Plan Amendment Guidelines included in the packet. She indicated that by statute regional Growth & Diversification Growth Plans (Plans) are to be updated every two years. In anticipation of that activity, the Task Force Groups should consider the projects and activities completed during the past two years to opportunities not identified in the plan as well as any recommendations for areas to hit harder with a review. Tom Click suggested that guests could join the group of their choice during the exercise. Each Task Force reported out to the group.

Sites – Patrick Mauney reported out for the Sites Task Force noting that noted that the site specific recommendations from world class site selectors in the Plan were extremely helpful. Also, the Central Virginia Site Readiness project that was funded and has now been completed, has had a big impact on raising awareness of the need for ready sites. The group suggests a follow-up site project could include advancing the portfolio of sites to a Tier 3. Also, plans to support the education of citizens and the public sector about the importance of site readiness and development would be helpful. Such education could include better understanding of RIFA investment opportunities.

Entrepreneurship – Jim Cheng reported for the Entrepreneurship Task Force noting that many great activities were underway since the release of the TEconomy report, including the Catalyst Accelerator

Project and the RFP for a “Venture Hub” Business Plan. These projects are addressing some barriers in the ecosystem, at this time. There are gaps now in funding and capital. The group also suggested that with questions arising around agriculture, hemp, and food processing, etc., that the Food & Beverage Manufacturing category may be too light, and suggested considering revising it to Added Value Food & Beverage Production.

Growing Existing Businesses – Ed Scott reported for the Growing Existing Businesses Task Force reporting that better opportunities and recommendations around scale up of business clusters should be developed. Of the three opportunities in the Plan currently, only one can be implemented with GO Virginia funds. The CvilleBioHub project is already underway, however, the recommendations for Broadband or branding/marketing, should be deleted or revised to be relevant to GO Virginia. The Task Force is also interested in ideas around driving domestic export growth in food and beverage manufacturing.

Talent Development – Ed Dalrymple reported out for the Talent Development Task Force noting that connectivity of programming throughout the region was a concern. The group recommended identifying and communicating existing assets, including, K-12 and CTE and apprenticeship programs. The group also recognized partnerships across regions as being important, specifically in the area of Apprenticeships.

10. Next Meeting

May 2, 2019; 9:30 am to 11:30 am; Germanna Community College, Daniel Technology Center, 18121 Technology Drive, Culpeper

11. Adjourn

Tony O’Brien made a motion to adjourn the meeting. Elizabeth Smith seconded the motion. The motion carried. The meeting adjourned at 11:20 AM.