



**REGION 9 COUNCIL**

**APRIL 25, 2022**

**9:30 am to 11:30 am**

**North Fork, Town Center Four, 994 Research Park Boulevard, Charlottesville, VA, 22911**

**This meeting is in person and a virtual zoom link is provided in this meeting packet.**

- |  |   |
|--|---|
| <b>1. Welcome</b>  | <b>Ed Dalrymple, Jr., Chair</b>                               |
| <b>2. Roll Call</b>  | <b>Shannon Holland, Director</b>                              |
| <b>3. Public Comment</b>                                       | <b>Ed Dalrymple, Jr.</b>                                      |
| <b>4. Approve Council Business – Action Item</b>               | <b>Ed Dalrymple, Jr.</b>                                      |
| a. Meeting Minutes   |   |
| b. Treasurer’s Report  |   |
| i. Financials  |   |
| ii. FY 2023 Capacity Building Budget                           |   |
| iii. Audit Status  |   |
| c. Dashboard   |   |
| d. Director Report   |   |
| <b>5. Update from Committees, Task Forces, or Strike Force</b> | <b>Ed Dalrymple, Jr.</b>                                      |
| a. Strike Force Status   |   |
| b. Nominating Committee  |   |
| c. Other, if any   |   |
| <b>6. Region 9 Project Proposals – Action Item</b>             | <b>Ed Dalrymple, Jr.</b>                                      |
| a. Talent Development  |   |
| i. Talent Supply Connector                                     |   |
| ii. Tech Talent Retention                                      |   |
| iii. Technology Academies                                      |   |
| b. Entrepreneurship  |   |
| i. Carver Food Business Incubator                              |   |
| ii. BEACON’s Kitchen (ERR)                                     |   |
| <b>7. Region 9 Project Update</b>                              | <b>Alex Andrew</b>  |
| Venture Central  | <b>Entrepreneurial Ecosystem<br/>Builder, Venture Central</b> |
| <b>8. Region 9 Project Update</b>                              | <b>Stephany Oettinger</b>                                     |
| Biotech Innovation Cluster Growth                              | <b>Director, CvilleBioHub</b>                                 |



**9. Chair Update**

**Ed Dalrymple, Jr.**

- a. Nominating Committee Appointment
- b. DHCD Workgroup Sessions
- c. GO Virginia Board Meeting & Retreat
- d. Legislative Update (Ed Scott)
- e. Statewide Project Updates:
  - i. GENEDGE (Tom Click)
  - ii. VABioConnect
  - iii. SBDC – pending

**10. Other Business**

**Ed Dalrymple, Jr.**

**11. Adjourn**

**Ed Dalrymple, Jr.**

## Region 9 Council Meeting

Time: Apr 25, 2022 09:30 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us06web.zoom.us/j/84086579800>

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**REGIONAL COUNCIL 9  
JANUARY 31, 2022  
COUNCIL MEETING  
9:30 am to 11:30 am**

**MINUTES**

**Attending Council Members:** Ed Dalrymple Jr., Cedar Mountain Stone (Chair); Ray Knott, Atlantic Union Bank (Vice Chair); Patrick Mauney, Rappahannock-Rapidan Regional Commission (Treasurer); Rob Archer, Codebase Coworking; Kim Blosser, Lord Fairfax Community College; Antwon Brinson, Culinary Concepts AB; Jim Cheng, CAV Angels; Tom Click, Patriot Industries; Brian Cole, LexisNexis; Jim Crozier, Orange County; Ethan Dunstan, UVA Community Credit Union; Christian Goodwin, Louisa County; Jan Gullickson, Germanna Community College; Yolunda Harrell, Taste of Home; Christine Jacobs, Thomas Jefferson Planning District Commission; Paul McCulla, Fauquier County; Tony O'Brien, Fluvanna County; Paige Read, Town of Culpeper; Felix Sarfo-Kantanka, Dominion Energy; Ed Scott, EcoSeptix Alliance; Francoise Seillier-Moiseiwitch, Revalation Vineyards; and Andy Wade, Louisa County

**Absent Council Members:** Pace Lochte, UVA Economic Development

**Guest Speakers:** Alex Andrew, Venture Central; Tracey Greene, Charlottesville Business Innovation Council; Sarah Morton, Virginia Career Works – Piedmont Region; and David Lapinski, UVA Career Center

**Staff:** Shannon Holland, Thomas Best, Helen Cauthen

**Guests:** Deborah Flippo, Draper Aden Associates; Diana Gamma, Greene County; Tracey Gardner, Madison County; Conaway Haskins, Virginia Innovation Partnership Corporation; Denise Herndon, UVA Economic Development; Craig Honick, The Good People Research Company; Roger Johnson, Albemarle County; Dave Kilgore, Virginia Career Works – Piedmont; Stephany Oettinger, CvilleBioHub; Douglas Parsons, Fauquier County; Winona Pritts, Culpeper County; Bryan Rothamel, Culpeper County; Jennifer Schmack, Fluvanna County; Candace Spence, Central Virginia Partnership for Economic Development; Kelvin Whitehurst, Virginia Career Works – Piedmont; and Alan Yost, Greene County

**1. Welcome**

Ed Dalrymple called the meeting to order at 9:30 a.m.

Shannon Holland stated the following: *This meeting is being held virtually by electronic means in compliance with Virginia Code § 2.2-3708.2(A)(3), Albemarle County's Declaration of Local Emergency as approved by resolution of the Board of Supervisors, and Albemarle County's Ordinances to Ensure the Continuity of Government During the COVID-19 Disaster.*

**2. Roll Call**

A roll call vote was taken and a quorum was established, as noted above.

**3. Public Comment**

Shannon Holland stated that no public comments had been received.

#### **4. Approval of Council Business**

- a.) Meeting Minutes
- b.) Financials
- c.) Memo Re: FY 2021 Capacity Building Budget Adjustment for Closeout
- d.) Memo Re: CEDS Support and Budget Request
- e.) Dashboard
- f.) Director's Report

Ed Dalrymple stated these six business items had been grouped together to be discussed individually and approved with one motion and vote. There were no requests to move one or more items out of the group for separate consideration.

- a.) *Meeting Minutes* – There was no discussion about the October 2021 Meeting Minutes.
- b.) *Financials* – Patrick Mauney, Treasurer, provided an overview of Region 9's financials through December 31, 2021, including these highlights. There was no discussion about the financials.
  - Financials presented were in Draft form.
  - As of December 2021, Accounts Receivable stood around \$127,000 and Total Assets stood at just over \$134,000, with a small amount in cash holdings.
  - Financial statements through January 14, 2022 show Accounts Payable were reduced from \$71,745 at the end of 2021 to \$13,455 at the beginning of 2022, and Accounts Receivable were reduced to just under \$68,000.
  - Reimbursements have gone down since December, but stood at \$54,000 as of January 2022.
  - Region 9 is twelve months into the FY 2021 Capacity Building fund and has spent just over 72% of the budget. Draft statements indicate Region 9 has gone over the \$150,000 budgeted for salaries by just over \$6,000 in FY 2021. The budget for salaries in the FY 2022 Capacity Building Budget are at \$175,000, however.
  - Connector Platform and Biotech Innovation Cluster Growth are in the closeout phase and staff is working with Accelerating Regionally Significant Sites and Venture Central to generate reimbursement activity as DHCD is monitoring this metric.
- c.) *Memo Re: FY 2021 Capacity Building Budget Adjustment for Closeout* – Ed Dalrymple asked if there were any questions regarding the memo included in the meeting materials requesting approval to adjust the FY 2021 budget in preparation for closing out the Capacity Building fund around March 2022. The request includes moving Region 9's new staff member to 40 hours/week from 30 hours/week as previously approved by the Council. In response to a question from the Council, Shannon Holland clarified that due to unforeseen workflow issues some staff time that was budgeted to projects was instead billed to capacity building and that staff was working with the support organization to address the workflow and process issues.
- d.) *Memo Re: CEDS Support and Budget Request* – Ed Dalrymple asked if there were any questions on the memo detailing the plan to provide Letters of Support for planning grant proposals by Planning Districts 9 and 10 to develop Comprehensive Economic Development

Strategies (CEDs) and the potential use of Planning Grant funds to support a “super region” CEDs summary report. Patrick Mauney provided context and spoke in favor of the Council’s support for this process.

- e.) *Dashboard* – Referring to the January 31, 2022 dashboard, Ed Dalrymple noted that the report had not changed since last meeting and that staff had advised him that next meeting the report should reflect funds being rolled back into capacity building from closed projects. Ed Dalrymple also reminded the Council that the last date to apply for Region 9 Economic Resilience and Recovery (ERR) funds is April 4. There was no discussion about the funding dashboard.
- f.) *Director’s Report* – At the request of Ed Dalrymple, Shannon Holland provided one update to the Director’s Report by asking that the information titled “Funds Returned After Project Closeout” should be deleted from the report as the numbers need to be confirmed with DHCD.

***Jim Crozier made a motion to approve the Council Business as presented. Tom Click seconded the motion. A roll call vote was conducted. The motion carried.***

**5. Updates from Committee, Task Force, and/or Strike Force**

There were no updates reported.

**6. Region 9 Project Presentations –Venture Central**

Alex Andrew, Entrepreneurial Ecosystem Builder at Venture Central presented on the status of their implementation grant.

**7. Region 9 Project Presentation – Connector Platform (ERR)**

Tracey Greene, Executive Director, Charlottesville Business Innovation Council presented on the outcomes of their completed ERR grant used toward developing TheHUBCva.

**8. Region 9 Project Presentation – Future of Workforce (ERR)**

Sarah Morton, Director, VCW-Piedmont, presented an update on their ERR grant in process including activities related to mobile resource specialists and the Career Pathways Guide tool.

**9. SCHEV Grant Proposal Update**

David Lapinski, Director of Employee Relations and Experiential Learning at UVA Career Center, presented an overview on the grant proposal submitted to State Council of Higher Education in Virginia (SCHEV) for an internship grant for the Region 9 footprint. The

**NOTE:** The above presentations can be downloaded along with these Meeting Minutes at [www.GOVirginia9.org](http://www.GOVirginia9.org)

**10. Chair Update**

Ed Dalrymple led the following updates.

- a) *Legislative Update* – Ed Scott provided a legislative update on the GO Virginia program including these highlights:
  - In his outgoing biennial spending blueprint, Governor Ralph Northam proposed

funding for GO Virginia initiatives as well as an additional one-time \$150 million allocation of surplus funds for site acquisition and development.

- GO Virginia received strong support in the budget plan Governor Glenn Youngkin sent to the General Assembly. Budget recommendations by the new Governor would add \$4.45 million to GO Virginia's annual base appropriation, returning it to the level originally funded in the 2021 fiscal year.
  - For talent pathways, Governor Youngkin proposed \$75 million over the biennium to fund a new GO Virginia grant program designed to encourage and support workforce-related collaboration among business, educational organizations, and governmental bodies in each region's prioritized industry sectors.
- b) *GENEDGE Update - Tom Click* said that the most recent GENEDGE grant meeting was cancelled due to weather conditions and that four of the six Region 9 applications had been approved.
- c) *SBDC – Statewide ERR Update – Ed Dalrymple* noted that the grant update for this project, as well as the VABioConnect project, were in the meeting materials and he hoped that Council Members were able to review the impressive results.
- d) *VABioConnect Update – Ed Dalrymple* referenced this item above.
- e) *VIP (CIT/VIPA) Grant for Region 9 – Ed Dalrymple* stated he expects there will be an announcement soon from VIPC on the RIF grant.
- f) *DHCD Workgroup Session 2/1/2022 – Ray Knott* shared that he, Ed Dalrymple, and Shannon Holland would be attending a GO Virginia workgroup session hosted by DHCD on February 1, 2022. The workshop is to discuss program or policy changes that DHCD or the GO Virginia Board should consider. Ray Knott asked for Council feedback to share at the meeting and gave some examples, including:
- *Can match remain reduced at 2:1?*
  - *Can match dollars be used for non-target sectors, including in entrepreneurship projects?*
  - *Can we reduce the frequency of Growth Plan Updates from every two years?*
- g) *Nominating Committee – Ed Dalrymple* said that the Nominating Committee will meet in March to prepare for May nominations. Shannon Holland encouraged Council members to consider potential nominees.
- h) *Virginia Infrastructure Academy (VIA) Update – Ed Dalrymple* shared information on the Virginia Infrastructure Academy including these highlights. VIA is a collaboration between Virginia's Community Colleges, businesses, and trade associations to meet the workforce development needs of the *transportation*, wind and solar energy, and high-speed broadband industries. The Lumina Foundation is funding the VIA's start-up cost with a two-year, \$400,000 grant. That funding will support an initial review of existing infrastructure programs across Virginia's Community Colleges. The initiative has about \$2.5 million in the current budget to move forward and start developing the program in the Hampton Roads region. The plan is to have all 23 community colleges participating by 2024. Credentials offered will focus on heavy construction and maintenance (roads, bridges, and tunnels),

broadband expansion, and on- and off-shore wind and solar energy infrastructure and distribution. In February, the VIA will be applying for a federal grant to scale the development of the program.

- i) *Discussion: Talent Development Needs in Region 9* – Ed Dalrymple asked Council Members for feedback on what they are experiencing or hearing about regional gaps and needs in workforce. A robust conversation ensued, including these highlights:
- Reduced access to daycare services has become a challenge that is keeping some workers home.
  - Spending more time finding the right person is key.
  - If you can hire 5 of what you think are the right candidates, 2 will stay long term.
  - Hiring a high school apprentice is an option being tried to fill gaps.
  - High school viticulture or agriculture classes could help with regional vineyard employment gaps that should be filled with local workers

#### **11. Director Update**

Shannon Holland noted that with Thomas Best coming to the team in October, staff had made strides to address closing out projects and that focus going forward was social media and website improvement. Shannon Holland also asked Council to connect her with stakeholders to promote the GO Virginia program to develop the project pipeline.

#### **12. Other Business**

Ed Dalrymple asked Shannon Holland to include Chat highlights from the Zoom Meeting in the Meeting Minutes.

No other business was presented.

#### **13. Adjourn**

*Ed Scott made a motion to adjourn the meeting. Tom Click seconded the motion. The meeting adjourned at 11:28 a.m.*

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At the request of Chair, Ed Dalrymple, these Chat Highlights from the Zoom platform are included. .  
Council Meeting Chat Highlights:

From Alex Andrew to Everyone:

alex@venturecentralva.com

From Francoise to Everyone:

Tracey, does the site welcome agriculture-related businesses that offer internships?

From Janet Gullickson to Everyone:

The Germanna connection is Tina Lance at tlance@germanna.edu

From Tracey Greene to Everyone:

Francoise, yes, the Hub welcomes ag-related businesses!

From Tracey Greene to Everyone:

I am very familiar with Computers 4 Kids. They are a terrific non-profit, but not truly a coding bootcamp.

From Tracey Greene to Everyone:



I have talked about what it would take to bring an actual coding bootcamp to our region. It was a cost prohibitive for CBIC's lifting at that time.

From Sarah Morton to Everyone:

[smorton@vcwpiedmont.com](mailto:smorton@vcwpiedmont.com)

From Janet Gullickson to Everyone:

Work-based learning contact at Germanna is Dr. Eric Vanover--[evanover@germanna.edu](mailto:evanover@germanna.edu)

From Tracey Greene to Everyone:

The really good news is that the Hub 5.0 platform absolutely can be the tech solution that provides Reg 9 seamless access to interns AS well as identifying and linking exist work-based learning opportunities!

From Tracey Greene to Everyone:

The CBIC Tech Tour is another program that can be leveraged to support this SCHEV project. I'm so excited to collaborate and utilize our resources together.

From Rebecca's iPhone to Everyone:

We have an important tool in development called "hiring employees" since this is a HUGE topic that comes up in most of our trainings. We have a best practices guide in draft from job description, communicating company values and culture to onboarding and incentivizing for long term success. Certifications are also very sought after now, even if "internal" to the company.

From David Lapinski to Everyone:

there is a local company called Maslabor (Nelson County) that helps staff employees and helps employers work through the short-term visa requirements

From Sarah Morton to Everyone:

<https://surry.edu/areas-of-study/programs/viticulture-and-enology>

From Sarah Morton to Everyone:

Here is the high school pathways <https://surry.edu/uploads/docs/Viticulture-Enology-Pathway-2020-2021.pdf>

**GO Virginia**  
**Statement of Financial Position**  
As of February 28, 2022

	<b>February 28, 2022</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
11200 · GO VA Operating Account - Union	246.37
<b>Total Checking/Savings</b>	246.37
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	96,236.00
<b>Total Accounts Receivable</b>	96,236.00
<b>Other Current Assets</b>	
11100 · Accrued Receivable	7,802.34
<b>Total Other Current Assets</b>	7,802.34
<b>Total Current Assets</b>	104,284.71
<b>TOTAL ASSETS</b>	<b>104,284.71</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	11,557.02
20004 · Due to CVPED	84,757.84
<b>Total Accounts Payable</b>	96,314.86
<b>Other Current Liabilities</b>	
25060 · Accrued Expenses - Other	7,802.34
25500 · Unearned Rev - Advanced Funds	167.51
<b>Total Other Current Liabilities</b>	7,969.85
<b>Total Current Liabilities</b>	104,284.71
<b>Total Liabilities</b>	104,284.71
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>104,284.71</b>

**GO Virginia**  
**Statement of Financial Position**  
As of April 7, 2022

	<u>April 7, 2022</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	246.37
Total Checking/Savings	<u>246.37</u>
Accounts Receivable	
11000 · Accounts Receivable	37,682.28
Total Accounts Receivable	<u>37,682.28</u>
Total Current Assets	<u>37,928.65</u>
<b>TOTAL ASSETS</b>	<u><u>37,928.65</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	5,807.67
20004 · Due to CVPED	31,953.47
Total Accounts Payable	<u>37,761.14</u>
Other Current Liabilities	
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	<u>167.51</u>
Total Current Liabilities	<u>37,928.65</u>
Total Liabilities	<u>37,928.65</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>37,928.65</u></u>

**GO Virginia**  
**Capacity Building - Statement of Income and Expense (Summary)**  
**TOTAL FY2021 SPENDING: January 2021 through February 2022**

Capacity Building				
	Jan '21 - Feb '22	Budget	% of Budget	Remaining
<b>Income</b>				
41520 · State Grants	212,993.47	250,000.00	85.2%	37,006.53
<b>Total Income</b>	212,993.47	250,000.00	85.2%	37,006.53
<b>Gross Profit</b>	212,993.47	250,000.00	85.2%	37,006.53
<b>Expense</b>				
01250 · General Administration	14,736.65	17,000.00	86.69%	2,263.35
54000 · Program expenses				
54400 · Project related expenses				
54426 · Audit	1,170.57	7,284.00	16.07%	6,113.43
54430 · Contract Services	0.00	0.00	0.0%	0.00
54449 · Meetings and Facilitation	420.00	500.00	84.0%	80.00
54450 · Supplies	379.52	480.00	79.07%	100.48
54451 · Travel	394.25	405.00	97.35%	10.75
54452 · Rent/Lease	9,184.61	11,216.00	81.89%	2,031.39
54453 · Salaries	182,520.87	205,165.00	88.96%	22,644.13
54457 · Marketing/Advertising/Promotion	4,187.00	7,950.00	52.67%	3,763.00
54462 · Legal Expenses	0.00	0.00	0.0%	0.00
<b>Total 54400 · Project related expenses</b>	198,256.82	233,000.00	85.09%	34,743.18
54410 · Planning Grants	0.00	0.00	0.0%	0.00
<b>Total 54000 · Program expenses</b>	198,256.82	233,000.00	85.09%	34,743.18
66000 · Payroll Expenses	0.00	0.00	0.0%	0.00
<b>Total Expense</b>	212,993.47	250,000.00	85.2%	37,006.53
<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 February 28, 2022**

	Accelerating Sites (Projects)			Project Future (Projects)		
	Jan '00 - Feb 22	Budget	% of Budget	Jan '00 - Feb 22	Budget	% of Budget
Income						
41520 · State Grants	25,880.82	786,333.00	3.29%	75,508.81	148,689.00	50.78%
Total Income	25,880.82	786,333.00	3.29%	75,508.81	148,689.00	50.78%
Gross Profit	25,880.82	786,333.00	3.29%	75,508.81	148,689.00	50.78%
Expense						
01250 · General Administration	1,430.82	10,000.00	14.31%	7,169.92	11,014.00	65.1%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	24,450.00	776,333.00		0.00	0.00	
54430 · Contract Services	0.00	0.00	0.0%	1,911.60	3,500.00	54.62%
54440 · Equipment	0.00	0.00	0.0%	4,618.55	6,500.00	71.06%
54442 · Training	0.00	0.00		0.00	0.00	
54447 · Other - Programming	0.00	0.00		0.00	0.00	
54448 · Other - Workspace	0.00	0.00		0.00	0.00	
54449 · Meetings and Facilitation	0.00	0.00		0.00	0.00	
54450 · Supplies	0.00	0.00		0.00	0.00	
54451 · Travel	0.00	0.00	0.0%	2,957.76	9,800.00	30.18%
54452 · Rent/Lease	0.00	0.00	0.0%	0.00	0.00	0.0%
54453 · Salaries	0.00	0.00	0.0%	44,295.60	98,230.00	45.09%
54454 · Other - Website	0.00	0.00		0.00	0.00	
54455 · Fringe Benefits	0.00	0.00	0.0%	14,555.38	19,645.00	74.09%
54456 · Machinery/Tools	0.00	0.00		0.00	0.00	
54457 · Marketing/Advertising/Promotion	0.00	0.00		0.00	0.00	
54458 · Planning Assessment	0.00	0.00		0.00	0.00	
54459 · Other - Solutions Implementatio	0.00	0.00		0.00	0.00	
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		0.00	0.00	
Total 54400 · Project related expenses	24,450.00	776,333.00	3.15%	68,338.89	137,675.00	49.64%
Total 54000 · Program expenses	24,450.00	776,333.00	3.15%	68,338.89	137,675.00	49.64%
Total Expense	25,880.82	786,333.00	3.29%	75,508.81	148,689.00	50.78%
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 February 28, 2022**

	Venture Central			Business Resiliency SBDC		
	(Projects)			(Projects)		
	Jan '00 - Feb 22	Budget	% of Budget	Jan '00 - Feb 22	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	8,436.18	300,000.00	2.81%	56,753.39	131,220.00	43.25%
<b>Total Income</b>	8,436.18	300,000.00	2.81%	56,753.39	131,220.00	43.25%
<b>Gross Profit</b>	8,436.18	300,000.00	2.81%	56,753.39	131,220.00	43.25%
<b>Expense</b>						
01250 · General Administration	3,536.18	22,222.00	15.91%	3,106.09	9,720.00	31.96%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	4,900.00	13,778.00	35.56%	15,782.31	60,000.00	26.3%
54440 · Equipment	0.00	6,000.00	0.0%	0.00		
54442 · Training	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00	5,000.00	0.0%	0.00		
54452 · Rent/Lease	0.00	12,000.00	0.0%	0.00		
54453 · Salaries	0.00	125,000.00	0.0%	37,864.99	61,500.00	61.57%
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00	70,000.00	0.0%	0.00		
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00	36,000.00	0.0%	0.00		
54462 · Legal Expenses	0.00	10,000.00	0.0%	0.00		
54463 · Other - Outreach and Promotion	0.00			0.00		
<b>Total 54400 · Project related expenses</b>	4,900.00	277,778.00	1.76%	53,647.30	121,500.00	44.15%
<b>Total 54000 · Program expenses</b>	4,900.00	277,778.00	1.76%	53,647.30	121,500.00	44.15%
<b>Total Expense</b>	8,436.18	300,000.00	2.81%	56,753.39	131,220.00	43.25%
<b>Net Income</b>	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 February 28, 2022**

	Connector Platform			CV Workforce Recovery		
	(Projects)			(Projects)		
	Jan '00 - Feb 22	Budget	% of Budget	Jan '00 - Feb 22	Budget	% of Budget
Income						
41520 · State Grants	76,500.00	76,500.00	100.0%	94,668.24	99,500.00	95.14%
<b>Total Income</b>	<b>76,500.00</b>	<b>76,500.00</b>	<b>100.0%</b>	<b>94,668.24</b>	<b>99,500.00</b>	<b>95.14%</b>
<b>Gross Profit</b>	<b>76,500.00</b>	<b>76,500.00</b>	<b>100.0%</b>	<b>94,668.24</b>	<b>99,500.00</b>	<b>95.14%</b>
Expense						
01250 · General Administration	3,467.00	3,467.00	100.0%	7,460.11	7,500.00	99.47%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	39,445.00	39,445.00	100.0%	8,465.59	7,500.00	112.88%
54440 · Equipment	30,000.00	30,000.00	100.0%	0.00		
54442 · Training	0.00	0.00	0.0%	0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00	0.00	0.0%	0.00		
54450 · Supplies	0.00	0.00	0.0%	0.00		
54451 · Travel	0.00	0.00	0.0%	0.00		
54452 · Rent/Lease	0.00	0.00	0.0%	4,000.00	4,000.00	100.0%
54453 · Salaries	0.00	0.00	0.0%	48,285.69	50,000.00	96.57%
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00			16,208.84	14,500.00	111.79%
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00	0.00	0.0%	0.00		
54458 · Planning Assessment	0.00			0.00	1,000.00	0.0%
54459 · Other - Solutions Implementatio	0.00			10,248.01	15,000.00	68.32%
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
54463 · Other - Outreach and Promotion	3,588.00	3,588.00	100.0%	0.00		
<b>Total 54400 · Project related expenses</b>	<b>73,033.00</b>	<b>73,033.00</b>	<b>100.0%</b>	<b>87,208.13</b>	<b>92,000.00</b>	<b>94.79%</b>
<b>Total 54000 · Program expenses</b>	<b>73,033.00</b>	<b>73,033.00</b>	<b>100.0%</b>	<b>87,208.13</b>	<b>92,000.00</b>	<b>94.79%</b>
<b>Total Expense</b>	<b>76,500.00</b>	<b>76,500.00</b>	<b>100.0%</b>	<b>94,668.24</b>	<b>99,500.00</b>	<b>95.14%</b>
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>

**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through February 28, 2022**

	Biotech Innovation Cluster (Projects)			Catalyst (Projects)		
	Jan '00 - Feb 22	Budget	% of Budget	Jan '00 - Feb 22	Budget	% of Budget
Income						
41520 · State Grants	526,552.37	548,000.00	96.09%	411,620.81	475,200.00	86.62%
<b>Total Income</b>	<b>526,552.37</b>	<b>548,000.00</b>	<b>96.09%</b>	<b>411,620.81</b>	<b>475,200.00</b>	<b>86.62%</b>
<b>Gross Profit</b>	<b>526,552.37</b>	<b>548,000.00</b>	<b>96.09%</b>	<b>411,620.81</b>	<b>475,200.00</b>	<b>86.62%</b>
Expense						
01250 · General Administration	10,182.14	10,999.62	92.57%	8,232.65	21,755.43	37.84%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	0.00	0.0%	0.00		
54430 · Contract Services	177,884.21	180,161.04	98.74%	17,545.73	25,000.00	70.18%
54440 · Equipment	0.00			0.00		
54442 · Training	23,333.00	27,000.00	86.42%	0.00		
54447 · Other - Programming	0.00			12,547.86	20,000.00	62.74%
54448 · Other - Workspace	0.00			59,850.00	75,000.00	79.8%
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	960.70	1,000.00	96.07%	0.00		
54451 · Travel	0.00	2,000.00	0.0%	0.00	20,000.00	0.0%
54452 · Rent/Lease	4,591.38	4,591.38	100.0%	0.00		
54453 · Salaries	194,454.65	194,500.00	99.98%	313,444.57	313,444.57	100.0%
54454 · Other - Website	17,500.00	17,500.00	100.0%	0.00		
54455 · Fringe Benefits	7,279.50	8,000.00	90.99%	0.00		
54456 · Machinery/Tools	4,214.93	6,000.00	70.25%	0.00		
54457 · Marketing/Advertising/Promotion	45,903.90	56,000.00	81.97%	0.00		
54458 · Planning Assessment	40,247.96	40,247.96	100.0%	0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
54463 · Other - Outreach and Promotion	0.00			0.00		
<b>Total 54400 · Project related expenses</b>	<b>516,370.23</b>	<b>537,000.38</b>	<b>96.16%</b>	<b>403,388.16</b>	<b>453,444.57</b>	<b>88.96%</b>
<b>Total 54000 · Program expenses</b>	<b>516,370.23</b>	<b>537,000.38</b>	<b>96.16%</b>	<b>403,388.16</b>	<b>453,444.57</b>	<b>88.96%</b>
<b>Total Expense</b>	<b>526,552.37</b>	<b>548,000.00</b>	<b>96.09%</b>	<b>411,620.81</b>	<b>475,200.00</b>	<b>86.62%</b>
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>



**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through February 28, 2022**

	TOTAL		
	Jan '00 - Feb 22	Budget	% of Budget
Income			
41520 · State Grants	1,275,920.62	2,565,442.00	49.74%
Total Income	1,275,920.62	2,565,442.00	49.74%
Gross Profit	1,275,920.62	2,565,442.00	49.74%
Expense			
01250 · General Administration	44,584.91	96,678.05	46.12%
54000 · Program expenses			
54400 · Project related expenses			
54425 · Architectural and Engineering	24,450.00	776,333.00	3.15%
54430 · Contract Services	265,934.44	329,384.04	80.74%
54440 · Equipment	34,618.55	42,500.00	81.46%
54442 · Training	23,333.00	27,000.00	86.42%
54447 · Other - Programming	12,547.86	20,000.00	62.74%
54448 · Other - Workspace	59,850.00	75,000.00	79.8%
54449 · Meetings and Facilitation	0.00	0.00	0.0%
54450 · Supplies	960.70	1,000.00	96.07%
54451 · Travel	2,957.76	36,800.00	8.04%
54452 · Rent/Lease	8,591.38	20,591.38	41.72%
54453 · Salaries	638,345.50	842,674.57	75.75%
54454 · Other - Website	17,500.00	17,500.00	100.0%
54455 · Fringe Benefits	38,043.72	112,145.00	33.92%
54456 · Machinery/Tools	4,214.93	6,000.00	70.25%
54457 · Marketing/Advertising/Promotion	45,903.90	56,000.00	81.97%
54458 · Planning Assessment	40,247.96	41,247.96	97.58%
54459 · Other - Solutions Implementatio	10,248.01	15,000.00	68.32%
54461 · Other - Program Deliverables	0.00	36,000.00	0.0%
54462 · Legal Expenses	0.00	10,000.00	0.0%
54463 · Other - Outreach and Promotion	3,588.00	3,588.00	100.0%
Total 54400 · Project related expenses	1,231,335.71	2,468,763.95	49.88%
Total 54000 · Program expenses	1,231,335.71	2,468,763.95	49.88%
Total Expense	1,275,920.62	2,565,442.00	49.74%
Net Income	0.00	0.00	0.0%

Region 9 Capacity Building Budget		16 months		15 months		12 months		12 months	
		Final FY 2020		Budget FY 2021	Projected Final FY 2021 (1/22)		Budget FY 2022		Budget FY 2023
Administration									
Admin (General)		\$15,000.00		\$17,000.00	\$17,000.00		\$25,000.00		\$20,800.00
Audit		\$6,509.09		\$8,000.00	\$7,284.00		\$7,000.00		\$2,500.00
Contract Services		\$0.00		\$500.00			\$500.00		\$8,000.00
Fiscal /Accounting Services		\$0.00		\$0.00			\$0.00		\$0.00
Legal Expenses		\$0.00		\$1,000.00			\$250.00		\$0.00
Marketing (Outreach, Website, Training)		\$801.58		\$7,500.00	\$7,950.00		\$5,000.00		\$2,600.00
Meetings and Workshops		\$3,766.73		\$6,000.00	\$500.00		\$5,000.00		\$2,530.00
Rent		\$11,046.47		\$12,000.00	\$11,216.00		\$11,500.00		\$8,320.00
Salaries (Fringe if applicable)		\$161,822.13		\$150,000.00	\$205,165.00		\$175,000.00		\$202,000.00
Supplies & Equipment		\$20.21		\$1,500.00	\$480.00		\$1,500.00		\$1,250.00
Taxes and Insurance				\$0.00	\$0.00		\$1,000.00		\$0.00
Travel		\$1,611.79		\$2,500.00	\$405.00		\$2,500.00		\$2,000.00
<b>Total Administration Budget:</b>		\$200,578.00		\$206,000.00	\$250,000.00		\$234,250.00		\$250,000.00
Planning Services:									
Contract Services				\$0.00	\$0.00		\$250.00		\$0.00
Planning Grants		\$49,422.00		\$44,000.00	\$0.00		\$15,500.00		\$0.00
<b>Total Planning Services Budget:</b>		\$49,422.00		\$44,000.00	\$0.00		\$15,750.00		\$0.00
<b>TOTAL Expense Budget:</b>		<b>\$ 250,000.00</b>		<b>\$250,000.00</b>	<b>\$250,000.00</b>		<b>\$250,000.00</b>		<b>\$250,000.00</b>

10/19 split - 02/21 split

02/21 split - 3/22 est

3/22 est - 2/23 est

Narrative	Description :
<b>Administration - FY23</b>	
Admin (General)	Management & General (M&G) for costs pools: Salaries (M&G Salaries for Fin. Dir., Fin. clerk, President), Rent, Travel, Meetings, Supplies, Admin, Marketing Cost Pools including Cost Pools estimated by Finance Director
Audit	Estimated portion of CVPED Annual Audit as required by GO Virginia provided by Fiscal Director
Contract Services	Costs for vendors, third party services or contractors (non-M&G) including: Phone, Copier, IT, Employee Recruitment, job postings, cell phone, software (i.e. Adobe, etc.) and services such as Zoom, Constant Contact, etc.
Fiscal /Accounting Services	n/a
Legal Expenses	
Marketing, Outreach, and Websites + TRAINING/MEMBERSHIP	Marketing, Website, Training and Memberships: web hosting; web updates; training courses; VEDA memberships
Meetings and Workshops	Cost to attend Chamber, ED, Workforce, and Business meetings, etc. to promote GO Virginia; cost to host up to 6 Council Meetings including a/v support, if needed; Beverages, Meals at Meetings; Sponsor other meetings, etc.
Rent	Rent as advised by Fiscal Director
Salaries /Fringe	Salary + Fringe,: Partnership President at 4 hours per week; Finance Director at 8 hours per week; GO Virginia Director at 36 hours per week; Grant Coordinator at 30 hours per week (Other staff time support from approved project budgets)
Supplies & Equipment	Supplies and Equipment general supplies, equipment, etc.
Taxes and Insurance	n/a
Travel	Mileage/Tolls to Board/DHCD Meetings, and other partner/collab/local / regional government /business /partnership meetings; Travel meals if eligible, parking, hotel, etc.
<b>Planning Activities</b>	
Contract Services	
Technical Assistance	
<b>Growth and Diversification Plan Development</b>	
Planning Grants	

**DASHBOARD**  
**Region 9 - Piedmont Opportunity Corridor**  
**As of April 19, 2022**

**PER CAPITA FUNDING (Regional)**

<b>FY July 1- June 30</b>	<b>Per Capita/ECB Allocation</b>	<b>Added from Capacity Building</b>	<b>Rollover from prior year<sup>1</sup></b>	<b>Not Expended at Project Closeout<sup>2</sup></b>	<b>Total Available for Projects<sup>3</sup></b>	<b>Total Awarded</b>	<b>Funds Available (if not used carried to next FY)</b>
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

1, 2, 3 Pending certification from DHCD

**ECONOMIC RESILIENCY AND RECOVERY (ERR) FUNDING – April 18, 2020 to June 2022**

<b>FY</b>	<b>ERR Allocation</b>	<b>Total Awarded<sup>4</sup></b>	<b>Returned after Project Closeouts<sup>5</sup></b>	<b>Funds Available</b>
ALL	1,000,000,	579,909	5,000	425,091

<sup>4</sup>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

<sup>5</sup>Not expended at project closeout: Project Rebound \$5,000

<b>Projects</b>	<b>Awarded</b>	<b>Leveraged</b>	<b>Jobs</b>
18	\$4.2 million	\$7.8 million	812



**DIRECTOR UPDATE**  
**REGIONAL COUNCIL 9 MEETING**  
**LAST UPDATED: APRIL 18, 2022**  
**MEETING: APRIL 25, 2022**

**Project Performance Monitoring:**

- GO Virginia Quarterly Progress Reports Q2 2022 due April 20, 2022:
  - Accelerating Regionally Significant Sites | Central Virginia Partnership
  - Digital Business Resiliency | Community Investment Collaborative
  - Future of Workforce Outreach | Virginia Career Works – Piedmont Region
  - Venture Central | Charlottesville Regional Chamber of Commerce

**Project Budget Changes/Updates:**

- Future of Workforce Outreach (ERR) | GO Virginia Funds: Move \$6,500 from *Contract Services* and \$4,500 from *Equipment* into *Salaries* (+\$8,980) and *Fringe Benefits* (+\$2,020) due to work being performed by internal staff vs. external vendor. Matching Funds: Move \$11,500 from *Contract Services* and \$3,000 from *Equipment* to *Salaries* (+\$13,000) and *Fringe Benefits* (+\$1,500) due to increased internal staff time to support work previously budgeted as contract services. Equipment was repurposed to support additional staff for project. Locality match was reduced and supplemented with additional WIOA funding.

**Contract Changes and Project Closeouts:**

- Contract Changes:
  - Extensions: n/a
  - Outcomes/Deliverables Changes: n/a
- Project Closeouts:
  - Completed: GWC Piedmont Technical Education Center (Performance), Biotech Innovation Cluster Growth (Fiscal and Performance), and Connector Platform (Fiscal and Performance)
  - In Progress: n/a
  - Pending: Catalyst Accelerator Program (Performance Closeout due 9/30/2022)
  - Funds Not Spent at Closeout: Biotech Innovation Cluster Growth – \$21,447.63
  - Upcoming Contract End Dates: Digital Business Resiliency (6/30/2022)

**Key Activity:**

- Convened VCW-P, Germanna Community College, UVA Career Services
- Letters of Support for CEDS in PD-9 and PD-10
- Project pipeline development meetings
- Meetings with staff in Regions 4 and 5
- Website Development and Rollout
- Present to EDPG (Economic Development Partners Group) February 21, 2022 (Orange County)
- Convene Nominating Committee
- Rollout Call for Nominations
- Create financial workflows for GO Virginia funds for the Partnership
- Draft FY 2023 Capacity Building Budget
- Rollout LinkedIn social media plan
- Attend GO Virginia State Board Retreat in Richmond
- Attend Project Innovate: Connection through Community launch hosted by CvilleBioHub
- Activate a Constant Contact for outreach and promotion
- Met with regional economic development partners monthly

- Track statewide projects
- GOVA Council Leadership Workshops and Region 9 feedback
- Introduce GENDGE with CvilleBioHub
- Developing Project Metrics Database

#### **LinkedIn:**

- Followers: 251 (+25.6%)
- Post Impressions: 7.2K
- Unique Impressions: 2.7K
- Engagements: 688
- Clicks: 512
- Reactions: 161

#### **Upcoming Dates**

- **GO Virginia Board Meetings:** June 14, September 13, December 13
- **Region 9 Council Meetings:** June 30, August 8, October 20
- **Next Region 9 Project Application Deadline:** June 22

## Per Capita Proposal Review Summary

**Project Name:** Talent Supply Connector

**Applicant:** Virginia Career Works – Piedmont Region

**Contact Name:** Sarah Morton

**Grant Amount Requested:** \$391,528 for 2 years

**Match Amount Proposed:** \$200,851

**Localities:** Albemarle, Charlottesville, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock

**Financial Commitment Letter:** Virginia Career Works – Piedmont Region

**Locality Letters of Support:** Culpeper, Madison, and Nelson

**Other:** Greene County Public Schools, Louisa County Public Schools, Chair of Local Elected Officials (CLEO), Gaston & Wyatt, Bold Rock Partners LP, Piedmont Virginia Community College

**PROPOSAL:** Virginia Career Works – Piedmont Region has designed this project to be the impetus to bridge CTE and technical college students with target sector employers to create a pipeline of career seekers through internships and cooperation with the education system. The project team will work to address employment and recruitment challenges by deploying recently developed tools and data to ensure business hiring needs are being met. This is a per capita request which follows the GO Virginia Region 9 Business Driven Workforce Recovery enhanced capacity building (ECB) grant that resulted in the *2021 Labor Sector Strategies Report*. Project activities will include convening coalitions of regional partners with a focus on creating positive experiences and outcomes for businesses and their employees, activating the Career Pathways Guide (CPG) tool and database resource region-wide, and conducting an annual survey with coalition input to support real-time feedback. GO Virginia funding would cover the cost of two full-time staffers with VCW – Piedmont, including a career pathways leader and a mobile resource specialist, rent and lease, contract services to automate the CPG tool and develop supporting training modules, and fiscal and administrative support services for the program. Match is provided through WIOA Federal funding for Salaries/Fringe, Rent and Other.

**REVIEWERS:** 4

**Reviewers identified project as meeting the following goals:**

State Goals:	# of reviewers that selected attribute
Higher Paying Jobs	✓✓
Out of State Investment	
Transformative Project	
Collaboration between government, business, education, etc.	✓✓✓
<b>Region 9 Project Categories:</b>	
Talent Development	✓✓✓
Innovation/Entrepreneurship	
Growing Existing Business	✓
Sites	
<b>Region 9 Target Industries:</b>	
Information Technology	
Food & Beverage Mfg	✓✓✓

Financial & Business Services	
Light Mfg	✓✓✓
Biotechnology	
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	✓✓✓

**Average Score (rounded) / Total Points Available:**

ECONOMIC IMPACT	30/35
REGIONAL COLLABORATION	27/30
PROJECT READINESS	18/20
PROJECT SUSTAINABILITY	10/15
<b>AVERAGE SCORE</b>	<b>84/100</b>

**REVIEWER SUMMARY**

**Economic Impact**

- The application shows a ROI of 44% in 3 years. Application shows how it will work with industries in identifying career pathways.
- Impact across the region with higher paying jobs, working with the industries targeted.
- Unclear about “Higher Paying Jobs” criteria.

**Regional Collaboration**

- Not clear whether the applicant did an inventory of existing grant requests or programs with similar goals, other than the SCHEV grant cited. Letter of support from partners indicates a broad mix of stakeholders, but unclear how deep the commitment is by these partners.
- The application shows participation by the entire region. The application is all within the region but could expand beyond as it grows. Cost efficiencies, repurposing of existing funds is identified. Application identifies working with industries to develop career pathways. Application identifies the amounts, timing, and form of the proposed match.
- Score was reduced for not meeting criteria of Questions 2 [Participation of localities or regions (including interstate collaborations) that are outside the applying region], 3 [Cost efficiencies, repurposing of existing funds, leveraging of existing assets, or other evidence of collaboration that can be demonstrated as a result of the proposed project], and 6 [Inventory existing grant requests or programs with similar goals to ensure the proposed project is not duplicative of, but additive to, other efforts to support economic diversification and the creation of more higher-paying jobs].

**Readiness**

- Builds on ERR Project Future, and seeks to scale to serve more localities and businesses. It would be good to know what challenges/barriers were faced during Project Future that have been addressed.
- The application identifies project partners. The application demonstrates that the regional council has consulted with subject matter experts.
- Application outlines how the project will be coordinated with existing efforts throughout the region. The application fully analyzes the barriers & plans to overcome them. The project application identifies activities that will support the program delivery and ensure consistent support.
- Application demonstrates how it will “reboot, rethink, and re-imagine what talent development looks like...”

**Sustainability**

- Unclear if there will be enough structure in place after grant ends to continue momentum with businesses and education.
- Career Pathways Guide may be a good tool but from the grant proposal it is hard to understand the value and how it works.
- Project lays out how to work with CTE, community college, and workforce opportunities. Performance metrics and remedial actions are outlined throughout the application.





- Leverage above the required amounts from various sources is shown.
- Majority of funds requested will go toward salaries and benefits related to establishment of new positions. Application does not address how these positions will continue to be funded once the grant expires. Budget needs clarification

#### **STAFF COMMENTS**

- Based on feedback, staff can work with applicant to address word count issues in proposal, clarify acronyms, and further describe CPG tool value, as needed before submitting to DHCD (May 6), if approved.

#### **COUNCIL COMMENTS AND VOTE**

- TBD

## Per Capita Proposal Review Summary

**Project Name:** Tech Talent Retention

**Applicant:** Central Virginia Partnership for Economic Development

**Contact Name:** Helen Cauthen

**Grant Amount Requested:** \$307,800 for 2 years

**Match Amount Proposed:** \$155,500

**Localities:** Albemarle, Charlottesville, Culpeper, Fluvanna, Greene, Louisa, Madison, Nelson, and Orange

**Financial Commitment Letter:** Central Virginia Partnership

**Locality Letters of Support:** Albemarle, Charlottesville, Louisa, Madison, and Orange

**Other:** UVA Economic Development, Charlottesville Business Innovation Council (CBIC), UVA Career Center, Culpeper Chamber of Commerce

**PROPOSAL:** Tech Talent Retention (TTR) is a talent development initiative proposed by the Central Virginia Partnership focused on retaining college graduates to launch their careers within the Central Virginia region, thereby providing a talent pipeline for higher-paying jobs. This is a per capita request which follows the GO Virginia Region 9 Business Driven Workforce Recovery enhanced capacity building grant that resulted in the *2021 Labor Sector Strategies Report*. Through a team of undergraduate Federal Work-Study students led by an experienced talent director, TTR will raise awareness of local businesses through student “thought leaders” who will innovate and inspire classmates. Through direct peer engagement, students will learn that Region 9 is home to innovative technology-focused companies in a region that offers an ideal live, work, and play environment. This project will help grow a skilled, diverse talent pipeline for local businesses, which in turn will fuel economic growth and opportunity across the region. GO Virginia funding would go toward talent director salary, wages for undergraduate student ambassadors, fiscal/admin, travel, space rental, student programing, outreach materials, marketing tools, and collaborations with the Charlottesville Business Innovation Council (CBIC) and CvilleBioHub.

**REVIEWERS:** 3

**Reviewers identified project as meeting the following goals:**

State Goals:	# of reviewers that selected attribute
Higher Paying Jobs	✓✓✓
Out of State Investment	
Transformative Project	
Collaboration between government, business, education, etc.	✓✓✓
<b>Region 9 Project Categories:</b>	
Talent Development	✓✓✓
Innovation/Entrepreneurship	
Growing Existing Business	✓
Sites	
<b>Region 9 Target Industries:</b>	
Information Technology	✓✓✓
Food & Beverage Mfg	

Financial & Business Services	✓✓✓
Light Mfg	✓
Biotechnology	✓✓✓
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	✓✓✓

**Average Score (rounded) / Total Points Available:**

ECONOMIC IMPACT	31/35
REGIONAL COLLABORATION	27/30
PROJECT READINESS	20/20
PROJECT SUSTAINABILITY	12/15
<b>AVERAGE SCORE</b>	<b>89/100</b>

**REVIEWER SUMMARY**

**Economic Impact**

- Alignment to the Growth and Diversification Plan, target industries and Region 9 target projects is described well. There are also clearly noted behavioral results in terms of greater collaboration and greater engagement with students regarding benefits of remaining in the region.
- The proposal demonstrates the potential for economic growth and impact.
- Not clear on the financial return. Project clearly demonstrates alignment with Growth & Diversification Plan. Grant request clearly defines impact areas and shows economic diversification, which lead to higher-paying jobs.
- Tangible results are clear, from both provider and collaborators.

**Regional Collaboration**

- There is support noted from the region and the re-purposing of existing funding available to the applicant is a strength of the proposal. I think the overall collaboration is centered on Charlottesville/Albemarle, and I question the impact of the project beyond those areas.
- All parties involved show representation by localities.
- Project clearly shows interstate collaboration. Information provided shows all parties have the know-how and capacity to demonstrate results. Based on the information provided, this project shows support from both the public and private sector. Project match is sufficient.
- Project shows capacity to support economic diversification, which lead to higher-paying jobs and economic growth.

**Readiness**

- This is a solid application based on the Council's identified needs. It is well prepared; the timing is good and the leadership of CVPED along with committed non-profit partners is a strength of the application.
- Project has unilateral support. Project clearly outlines coordinated efforts across the region. Project clearly outlines barriers and solutions.
- Based on the collaborative partners, I believe this project has the ability to increase efficiencies across the region.

**Sustainability**

- There is reference to sustainability from private firms funding this based on success. That may or may not be achievable.
- No clear plan for how a project will be sustained after grant funds are exhausted.

**STAFF COMMENTS**

- Additional Letters of Support received from: Charlottesville Regional Chamber, County of Nelson, County of Culpeper, and CvilleBioHub

**COUNCIL COMMENTS AND VOTE**

- TBD

## Per Capita Proposal Review Summary

**Project Name:** Technology Academies for Fauquier and Rappahannock Counties

**Applicant:** Lord Fairfax Community College (LFCC) Educational Foundation

**Contact Name:** Craig Santicola

**Grant Amount Requested:** \$402,075.36 for 2 years

**Match Amount Proposed:** \$201,037.68 (\$116,146 total local match)

**Localities:** Fauquier and Rappahannock

**Financial Commitment Letter:** Fauquier County Public Schools, Rappahannock County Public Schools, LFCC/LFCC Educational Foundation

**Locality Letters of Support:** n/a

**Other:** Fauquier Chamber of Commerce

**PROPOSAL:** Lord Fairfax Community College, in partnership with area school systems, is proposing to implement technology academies in Fauquier and Rappahannock counties. The overall project goal is to support economic prosperity, income mobility, and equity in access to technology within GO Virginia Region 9 by developing technology academies that advance education, credentialing, apprenticeship, and internship opportunities in the fields of drones and robotics for individuals preparing to enter the workforce. The technology academies will offer college-level courses in robotics and drones to Rappahannock and Fauquier high school and adult learners. Through the project, the college will also work with six (6) local target sector businesses to establish internship and apprenticeship opportunities. This GO Virginia funding request would cover the purchase of experiential learning equipment necessary to catalyze the project as well as the salaries of adjunct staff who will support existing faculty in offering project instruction. The equipment purchased will be housed at LFCC's Fauquier campus in Warrenton and project instruction will be offered at this location. Transportation to the college will be provided by the school systems for Fauquier and Rappahannock high school students.

**REVIEWERS:** 5

**Reviewers identified project as meeting the following goals:**

State Goals:	# of reviewers that selected attribute
Higher Paying Jobs	✓✓✓✓
Out of State Investment	
Transformative Project	✓
Collaboration between government, business, education, etc.	✓
<b>Region 9 Project Categories:</b>	
Talent Development	✓✓✓✓
Innovation/Entrepreneurship	✓✓
Growing Existing Business	
Sites	
<b>Region 9 Target Industries:</b>	
Information Technology	✓✓✓✓
Food & Beverage Mfg	✓✓✓
Financial & Business Services	
Light Mfg	✓✓✓

Biotechnology	
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	✓✓✓✓

**Average Score (rounded) / Total Points Available:**

ECONOMIC IMPACT	31/35
REGIONAL COLLABORATION	22/30
PROJECT READINESS	18/20
PROJECT SUSTAINABILITY	12/15
<b>AVERAGE SCORE</b>	<b>82/100</b>

**REVIEWER SUMMARY**

**Economic Impact**

- A novel project that will build a workforce in drone technology, which is relevant to many of the region's target sectors.
- Tie-in to the Growth and Diversification Plan is well described. It would be improved by identifying private sector partners in light mfg. or food/beverage mfg. that will create internship/apprentice programs.
- Application identifies a ROI of 28.14%. The project demonstrates its alignment with regional needs and opportunities for growth and diversification. The request creates higher paying jobs, tying into the ROI. Project outlines both behavioral as well as tangible results from the collaborations.
- Lower return on investment of 28.14% over three years with no long-term projection calculated. Project does appear to align with opportunities. ROI is questionable without further data. A high model of expectations but does not appear to have quantified research to support expectations.

**Regional Collaboration**

- Wide-spread collaboration within the project footprint. It would be great to see more counties adopt this model. There doesn't seem to be direct involvement by business, which would have strengthened the proposal.
- Limited project area based on lead applicant's service area. The project appears cost effective and making good use of existing partnerships. There is not local involvement outside of school systems and appears to be limited outreach beyond K-12 and Community College realms.
- The application is within a small area of the region, and this results in a loss of points. Participation of localities outside the region will be possible due to the LFCC involvement. A combination of foundation and private funding in addition to local school systems assure the project meets cost and repurposing. Businesses, public schools, and colleges will be involved in the implementation of the project. The amount, timing, and form of the project match the needs of the partners. The applicant reviews similar grants and ensure the project is an additive and not a duplicate.
- Two localities with participation are expected with no out of region involvement or collaboration. There is speculation of involvement from other jurisdictions. It appears the leveraging of existing assets is that of the school transportation systems. It is stated the hopes of involvement of six businesses without any apparent front work to involve them. The only thing currently shown is the school systems are partnering in transportation and the community college is going to leverage existing staff to expand project offerings. Application does appear to add to the economic goals rather than duplicating.

**Readiness**

- There will need to be a concerted effort to engage companies and secure internships for the students. They will need to provide oversight to ensure that the internships are well-structured and successful for all parties. The team may have experience in designing and executing internships with industry, but it's not clear from the narrative.
- The project is well positioned to begin upon award, and makes use of existing partnerships with K-12 and adult education.
- matter experts were consulted on the project. The application outlines how the project will be coordinated in the region. Application analyzes barriers to successfully implement the project. The project application reviews



activities to increase efficiencies with regard to program delivery and shows how it can be achieved in the portion of the region considered and may be able to region beyond that area. Application shows that project partners have sufficient funds to assure delivery of the program.

- The involvement of the three educational institutions demonstrates the capability to manage the project. Applicants have consulted with relevant subject matter experts in the region and throughout the state. Applicant has done great analysis on possible reasons for failure of the project and possible hurdles associated with the program. There seems to be more optimistic hope rather than data for long-term viability. Overall, the applicant should have the financial wherewithal to sustain the project provided enrollment is sustainable.

#### **Sustainability**

- It will be critical to develop a plan for ongoing engagement with industry; this relationship management will be important to institutionalize, especially if/when partners leave their jobs/roles. Having commitment at the top of the organizations will be key.
- The project would appear to be sustainable based on success and interest. Upfront technology costs are a good use of Council funds.
- Project can be sustained after the grant. Project demonstrates that it has performance metrics can be achieved as well as remedial actions if needed. Project demonstrate the ability to leverage required from other sources.
- There is a concern for being able to meet enrollment levels without further data collection. It is stated that the applicant will partner with six business's however at the present time the only letters of support are from the schools and the chamber of commerce office.

#### **STAFF COMMENTS**

- Letter of Support received from Fauquier County Economic Development Office

#### **COUNCIL COMMENTS AND VOTE**

- TBD

## Per Capita Proposal Review Summary

**Project Name:** Carver Food Business Incubator

**Applicant:** County of Culpeper

**Contact Name:** Laura Loveday

**Grant Amount Requested:** \$199,726.56 for 2 years

**Match Amount Proposed:** \$103,000

**Localities:** Culpeper, Fauquier, Madison, Orange, and Rappahannock

**Financial Commitment Letter:** PATH Foundation

**Locality Letters of Support:** Town of Culpeper and Counties of Fauquier, Orange, and Rappahannock

**Other:** Rappahannock-Rapidan Regional Commission, Culpeper Cheese Company, Thornton River Orchard & Market LLC, Central Virginia Small Business Development Center (CV SBDC), Community Investment Collaborative (CIC)

**PROPOSAL:** Culpeper County has undertaken the construction of a 6,200 square foot, fully equipped commercial kitchen located in the Culpeper County Government building known as The Carver Center, former site of the George Washington Carver Regional High School (1948 - 1967). The Carver Food Business Incubator is a core component of a broader effort to revitalize the former high school into a thriving and sustainable agricultural education, production, research, and training hub. The nonprofit George Washington Carver Food Enterprise Center will provide inspected, certified, and affordable space and equipment for existing and emerging food entrepreneurs. Training in value-added food production and food safety will also be offered along with instruction in how to create, grow, manage, and market small food-related businesses. The Carver Food Business Incubator will include the following facilities: kitchen, storage, packaging, office and training room, and food processing and co-packing. GO Virginia funding would be used to purchase an industrial hood vent, commercial dishwasher, two double stock pot burners, double stack convection oven, 20-quart mixer, vacuum packager, dehydrator, backup generator, blast freezer, steam kettle, and walk-in freezer.

**REVIEWERS:** 6

**Reviewers identified project as meeting the following goals:**

State Goals:	# of reviewers that selected attribute
Higher Paying Jobs	✓✓✓
Out of State Investment	
Transformative Project	✓
Collaboration between government, business, education, etc.	✓✓
<b>Region 9 Project Categories:</b>	
Talent Development	✓✓✓
Innovation/Entrepreneurship	✓✓✓✓
Growing Existing Business	✓
Sites	
<b>Region 9 Target Industries:</b>	
Information Technology	
Food & Beverage Mfg	✓✓✓✓
Financial & Business Services	

Light Mfg	
Biotechnology	
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	✓✓✓✓

**Average Score (rounded) / Total Points Available:**

ECONOMIC IMPACT	32/35
REGIONAL COLLABORATION	27/30
PROJECT READINESS	20/20
PROJECT SUSTAINABILITY	13/15
<b>AVERAGE SCORE</b>	<b>91/100</b>

**REVIEWER SUMMARY**

**Economic Impact**

- Project serves new and existing businesses in Food & Beverage Manufacturing. Carver Center location provides good synergy with other job skills programs located there. Application calls for significant number of new jobs created, but they may not all be high-paying jobs.
- Application outlines the expected ROI at 7.6%. Project demonstrates alignment with opportunities of growth and diversification plans tied in with other projects. Grant request impacts higher paying jobs and economic diversification with other projects tied into it. Project outlines both behavioral and tangible results.
- Unclear about “higher paying jobs”
- Unclear about cost of blast freezer at \$80k and the dehydrator at \$3,500. Can they provide estimates? How many local producers, businesses, and food trucks will this project serve? What are the specialized resources this project will support?
- Grantee does a great job showing the impact this will make in the community. Does a great job showcasing community and outlines historical data, as well as tangible results.

**Regional Collaboration**

- Project serves five counties in Region 9. If sustainable, it could expand in the future. Additional grant opportunities have been and continue to be explored.
- Participation is shown within the region, but it is possible to extend outside the region. The project is cost effective tying in with other projects supported by GO Virginia and others. The project involves businesses, colleges, as well as both public and private entities. The project is tied to both public and private funds. This grant request supports other projects and is not duplicative to those projects, but supportive of the whole facility.
- Collaboration with multiple localities in region well illustrated by proposal. Proposal supports a larger initiative to make the Carver Center a regional asset.
- This project shows comprehensive regional engagement. The businesses displayed in the proposal show local and regional engagement. Question the efficiencies of the equipment funds. The evidence of collaboration is clear and impactful. This project brings together the public and private sectors and clearly showcases the commitment on both sides. This project is a champion for both economic diversification and higher-paying jobs.

**Readiness**

- Both the Regional Commission and Culpeper County have watched this evolve and continue to support.
- The application shows that the applicant has capability to execute the project. The project demonstrates that it has worked with subject matter expert to support this and other projects in this overall build out. The project ties in with other projects including federal funded projects. The project analyzes the barriers to a successful implementation. The project application has sufficient financial management and personnel to ensure compliance.
- Slight reductions in score for not sufficiently addressing Question 4 [Project application fully analyzes the barriers to successful implementation and other associated risks along with a plan to overcome them].
- Application proposes additional equipment for larger, established project with excellent organizational plan.





- All partners have clearly shown they have the capability to execute this project. Project has sufficiently shown they have support from both regional and local council. Project clearly shows a coordinated effort with both local and regional support. Project clearly shows sufficient data identifying regional barriers and a plan to overcome them. Based on the community partners involved in this project, I believe all parties have the experience and resources to efficiently deliver results in a sustainable way. Based on the information provided, I believe all parties have shown sufficient financial management compliances with the grant agreement.

#### **Sustainability**

- Not clear about long-term funding sources.
- The project is supported by a much larger overall program of rebuilding the Carver Center. The project is supported by multiple program that can be used for remedial measures if needed. The project demonstrates leverage above the amounts needed.
- Reduction for not sufficiently addressing Question 2 [Demonstrated ability to meet the project performance metrics and to take remedial actions in the event those measures are not achieved].
- Plan outlines honestly that future funding needed for larger initiative, of which this proposal is just a small part.
- I did not see any information showing what will happen after 3 years.
- Based on the timeline provided (3 years), I believe the metrics are clear and achievable. Proposal has shown they have the ability to leverage above the required resources.

#### **STAFF COMMENTS**

- An updated and signed In-kind commitment form was received for this proposal from Rappahannock Rapidan Regional Commission
- PATH Foundation Letter of Financial Commitment is subject to receipt of GO Virginia grant.

#### **COUNCIL COMMENTS AND VOTE**

- TBD

## Per Capita/ERR\* Proposal Review Summary

**Project Name:** BEACON's Kitchen

**Applicant:** New Hill Development Corporation (NHDC)

**Contact Name:** Yolunda Harrell

**Grant Amount Requested:** \$189,000 for 1 year

**Match Amount Proposed:** \$94,500 (\$50,000 total local match)

**Localities:** Albemarle and Charlottesville

**Financial Commitment Letter:** County of Albemarle, City of Charlottesville, Community Investment Collaborative (CIC), Charlottesville Area Community Foundation (CACF)

**Locality Letters of Support:** County of Albemarle and City of Charlottesville

**Other:** Pearl Island Foods, LLC, Champion Hospitality Group, Kelly Turkeys USA, UVA Economic Development

**PROPOSAL:** New Hill Development Corporation, through its new Black Entrepreneurial Advancement & Community Opportunity Network (BEACON), is proposing an 11,500 square foot, fully equipped shared-use commercial kitchen and incubator in Charlottesville for use on a membership subscription model by any food business regardless of location, development stage, or ownership demographic. BEACON's Kitchen will provide a variety of features including multiple workstations, professional grade equipment, cold and dry storage areas, proper sanitation equipment, specialized equipment, and a loading dock for receiving and distributing product. The shared-use kitchen will promote knowledge sharing, innovation, and collaboration throughout the local food ecosystem. GO Virginia funding would support providing product-specific technical assistance to new and expanding food and beverage manufacturers, 50% of an operations manager salary for one year, and the purchase of equipment that must be installed first in the new kitchen space, including a walk-in cooler, freezer, and blast chiller.

**REVIEWERS:** 3

**Reviewers identified project as meeting the following goals:**

<b>State Goals:</b>	<b># of reviewers that selected attribute</b>
Higher Paying Jobs	✓✓
Out of State Investment	
Transformative Project	✓✓
Collaboration between government, business, education, etc.	✓✓
<b>Region 9 Project Categories:</b>	
Talent Development	✓✓✓
Innovation/Entrepreneurship	✓✓✓
Growing Existing Business	✓✓✓
Sites	
<b>Region 9 Target Industries:</b>	
Information Technology	
Food & Beverage Mfg	✓✓✓
Financial & Business Services	
Light Mfg	
Biotechnology	

Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.

✓✓✓

**Average Score (rounded) / Total Points Available:**

ECONOMIC IMPACT	32/35
REGIONAL COLLABORATION	28/30
PROJECT READINESS	20/20
PROJECT SUSTAINABILITY	15/15
<b>AVERAGE SCORE</b>	<b>94/100</b>

**REVIEWER SUMMARY**

**Economic Impact**

- Performance metrics are very strong.
- Project is in targeted industry, but that industry does not have significant numbers of higher-paying jobs.
- Extremely well-prepared application detailing and phenomenal ROI.
- Very detailed well researched and presented narrative covering entire economic impact scoring metrics.

**Regional Collaboration**

- Application lists Charlottesville and Albemarle as participating localities, but there is opportunity for direct impact further across the region as well as indirect impact from product sales.
- As noted above, very well prepared and hits all relevant areas and more.

**Readiness**

- Applicant has studied other shared-use kitchens.
- Has reached out to state and local government entities that will make land use decisions and regulators who will oversee operations.
- Once again, incredible research and outreach to obtain real estate and funding from many sources.
- Project partners have been proving they have the ability and resources to make this a viable project.

**Sustainability**

- Demand for a shared-use kitchen should drive sustainability.
- Sustainability has been well outlined.

**STAFF COMMENTS\***

- This project is targeting ERR funding sources. At this time, ERR funding is being deferred due to state budget negotiations. DHCD suggested that if approved, Region 9 Council allow staff to propose as Per Capita if ERR funds are no longer available.

**COUNCIL COMMENTS AND VOTE**

TBD

**NOMINATING COMMITTEE**

**APPOINTED BY CHAIR**

**April 25, 2022**

Ed Scott

Patrick Mauney

Ed Dalrymple

Christine Jacobs

*“At its regular meeting immediately prior to the annual meeting, the Chair shall appoint a nominating committee consisting of at least two Council members” Region 9 Council Bylaws*



## Retrofitting Virginia Manufacturers for Strategic Industries:Regional Snapshot – PHASE 2

Current as of April 1<sup>st</sup>, 2022

### **Applications are no longer being accepted**

Advisory Committee Meetings are the 3<sup>rd</sup> Monday of each month from 2:00-3:00pm; Jefferson Library, Charlottesville, VA  
Remote participation available for GoVA regional advisors and all non-voting attendees

Phase 2 information is available here:

<https://genedge.org/go-virginia-retooling-virginia-manufacturers-strategic-industries-program>

*Coming Soon: Within the GENEDGE.org GO Virginia Retooling program page, the ability for accepted companies to link to their program/product; actual link will be provided in May's monthly snapshot.*

#### **Phase 2 Summary**

- Application Count: 49
- Assessments Complete through March: 42
- Approved Companies: 41 approved, 5 declined, 33 accepted, 3 proposals being signed
- 
- Total Funding Amounts: Up to \$75K for each approved company

Program question or comment? Contact Cheryl Carrico, Program Manager at [ccarrico@genedge.org](mailto:ccarrico@genedge.org) or 276.525.0088

**Region 2**

Number of applications: 3  
Assessments in-process: 0  
Total approved: 2

**Region 8**

Number of applications: 2  
Assessments in-process: 0  
Total approved: 2

**Region 9**

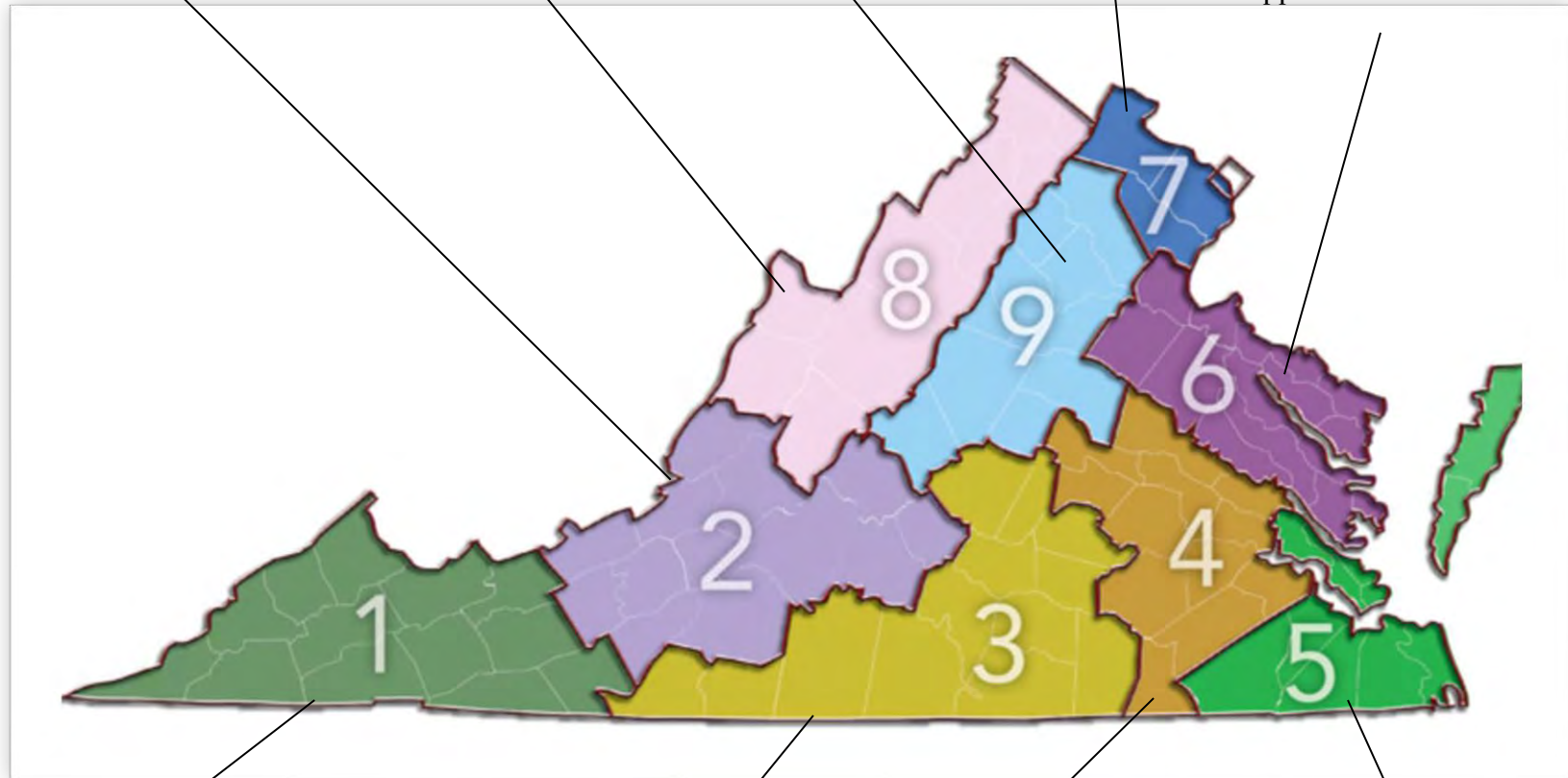
Number of applications: 7  
Assessments in-process: 0  
Total approved: 6

**Region 7**

Number of applications: 6  
Assessments in-process: 0  
Total approved: 4

**Region 6**

Number of applications: 2  
Assessments in-process: 0  
Total approved: 2



**Region 1**

Number of applications: 8  
Assessments in-process: 0  
Total approved: 8

**Region 3**

Number of applications: 7  
Assessments in-process: 0  
Total approved: 5

**Region 4**

Number of applications: 4  
Assessments in-process: 0  
Total approved: 3

**Region 5**

Number of applications: 9  
Assessments in-process: 0  
Total approved: 9



*A GO Virginia Inter-regional Grant Program*

## QUARTERLY REPORT

January 1, 2022-March 31, 2022

**Project Title:** “Virginia Bio-Connect”

**Organization Name:** Virginia Biotechnology Association

**Mailing Address:** 800 E. Leigh St. Suite 14, Richmond VA, 23219

**Primary Contact:** Briana Hunter, MPH, Program Director, 443.626.4846, [hunter.briana@vabio.org](mailto:hunter.briana@vabio.org)

**Submission:** April 18, 2022

### **GO VA Grant: Virginia Bio-Connect Progress Report**

#### **Introduction/Project Goal**

The project’s overall goal is to strengthen and grow the life sciences industry cluster in Virginia. Virginia Bio-Connect (VBC) will accomplish this by supporting the formation of four new BioHubs and connecting all regional BioHubs across the state to share best practices, elevate workforce development, share resources, and provide mentorship. Virginia Bio-Connect seeks to harness this opportunity by:

1. Serving existing and emerging life science companies through programming and collaboration with established partners;
2. Closing the talent gap for life science companies experiencing growth through job connections, internships, and network opportunities; and
3. Creating a statewide virtual entrepreneur-in-residence network (VERN) bringing together experts from diverse backgrounds with deep life science industry expertise to support early-stage life science companies.

#### **Accomplishments**

Over the course of this quarter, Virginia Bio-Connect successfully hired its third virtual

entrepreneur-in-residence network (VERN) mentor to assist with deep life science expertise and mentorship for early-stage companies. VERN Mentors consist of (Names) from (experience), respectfully. The STEM2VA Internship Program maintained its deadline of Jan 31, 2022 and had a total of over 1,000 student interest with over 300 successfully submitting an application to be reviewed, interviewed, and extended offers from over 30 employers. VA Bio-Connect held its first of three employer webinar sessions on Mar 4, 2022. This discussion included; an application review process and review portal walk-through as well as success submission of selected candidates and extension processes. Session two is scheduled to take place Friday, Apr 15, 2022 to provide employers with additional information regarding program expectations, student intern participation in training and workshops and reimbursement processing.

Virginia Bio-Connect has continued partnership with George Mason University's Accelerate Investor Conference set to take place in November 2022. Additional accomplishments include; the launch of the VA Bio-Connect website (developed by EcoMap), and continued VEDP Brand Development.

## Issues/Barriers & Solutions

No issues to report at this time.

**Please provide a description of project work completed or in progress this quarter.**

### **I. AIM 1: Strengthen Virginia's Life Science Industry Sector**

Website development created by EcoMap has been completed and launched for use Mar 31, 2022. The VBC [website](#) is a one-stop shop for Virginia's Life Sciences Ecosystem, providing opportunities to network across the state, post jobs, seek upcoming events, and learn of each BioHubs talents and resources as it pertains to the ever growing ecosystem..

Collaboration with VEDP is continuous with creating and disseminating brand awareness. Quarter one (1) involved several speaking engagements were John Newby, CEO, VA Bio appeared within an issue of Virginia Economic Review on Mar 30, 2022 were they spoke to "Helping Life Sciences Companies Succeed in Virginia" ([listen here](#)) as well as spoke with Virginia Technology Today (listen [here](#) "Mar 10, 2022 recording")



regarding VA Bio's impact across the Commonwealth and VA Bio-Connect's impact and resources to a growing ecosystem.

## II. AIM 2: Develop and Attract a Diverse Workforce

### DATA: STEM2VA INTERNSHIP

Category	Estimated Total	Actual Total	Submitted	Enrolled
Student Applications	500	1014	380	17
Employer Organizations	50	31	NA	NA

### Internship Details

As of April 13, 2022, has awarded 17 internships to undergraduate and graduate students within the life science disciplines. With several open slots remaining, review and interviewing by participating employer hosts has been extended to **Apr 30, 2022**.

Student matches have been made with organizations across the Commonwealth that include; Capra Biosciences Inc., Athari Bio Sciences Inc., Polaris Genomics (NOVA), Atelerix Life Sciences Inc. (Charlottesville & Albemarle), Eastern Shore Microbes, ReAlta Life Sciences, LifeNet Health (Coastal Virginia), Tympanogen Inc. (Richmond), and CytoRecovery (Roanoke).

In addition to the continuous review and interview process completed by registered employer hosts, Virginia Bio-Connect is working alongside Regional Co-Directors to develop student training material to be utilized as part of the STEM2VA Summer Internship Program. Training and workshops will involve student awardees to participate in one, one-hour biweekly life science focused topics that will educate and provide additional knowledge to an already experiential internship experience with participating employers.

Topics will include; 1) communication and pitch preparedness, and 2) leadership and entrepreneurship as well as the internship showcase that will highlight the projects and experiences gained by our award recipients. Mandatory training and workshops will be

held Jun 24, 2022 , Jul 8, 2022 , and Jul 29, 2022 respectively. Orientation of the STEM2VA Summer Internship Program is set to take place in a virtual format Jun 8, 2022 (time to be determined).

Workshops will include; designated speakers, presentations, and QA sessions. Determination of speakers for all student workshops are currently being decided with input and feedback from regional Co-Directors.

## Young Professionals Network (YPN)

This quarter, Regional BioHubs held numerous networking events geared to students, leaders, faculty, and organizations to network, share experiences and resources amongst one another. Events took place in Regions 2, 4, and 7 respectively.

### Region 2 (Roanoke/Blacksburg/Lynchburg):

Beer and Bio, Mar 16, 2022

### Region 4 (Richmond):

VR/XR Happy Hour, Jan 26, 2022

“What Comes Next”, an Alternative Careers Happy Hour, Feb 16, 2022

“All About Startups”, Panel Discussion and Networking Happy Hour,  
Mar 23, 2022

### Region 7 (NOVA):

NOVA BioHub Scientific Vendor Show, Feb 23, 2022

MPEL BioSolutions: Learn about this Virginia Biotech company's Personalized Medicine Solutions and Career Opportunities, Mar 2, 2022

Collaborative Minds: Big Solutions, Mar 3, 2022

## III. AIM 3: Accelerate Life Science Industry Commercialization

### Virtual Entrepreneur in Residence (VERN)

All three mentors have been hired, with Phillippe Sommer, CvilleTrep LLC, Charlottesville Angel Network joining Feb 14, 2022 alongside Elizabeth Pyle, former COO, Aperiomics and William McPheat, EVMS, former AstraZeneca Principal Scientist to assist with strengthening workforce development and commercialization. The engagement of the VERN Mentors has been a continuous process and assistance from Innovation Commercialization Assistance Program (ICAP) has produced a list of topics that will evolve into quarterly educational programs/presentations. Topics discussed include; funding life science startups, navigating FDA, medical technology, drug discovery, and equity. Quarterly workshops scheduled to begin Q2 CY2022.

### VERN Activities During Reporting Period (provided via ICAP)

O To be updated and provided once received.

### Upcoming Activities

- THRIVE 2022, Roanoke VA Apr 28, 2022

### Metrics: (provided via ICAP)

Description	Number/Total
Number of businesses served	In progress
Number of jobs created	In progress
Number of internships created	17
Number of companies formed	In progress
Leveraged private investment	In progress
Leveraged public investment	In progress
Money brought in by companies supported by VERN activities	In progress
New inter-regional collaborations	In progress

### UPCOMING PROJECTS:

VEDP collaboration and brand awareness strategy will continue throughout CY2022, with the next executable being a Q2 Virginia biotechnology featured edition of VEDP's quarterly magazine. VBC staff will continue the process of establishing programming for the statewide job fair throughout Q2, with the job fair being held in August 2022 in a hybrid format. Entrepreneurship training workshops will continue through Q2 into Q3 as topics, presenters, partners, and dates are established.