



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

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

As approved by Council on
April 25, 2022

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; Françoise 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 (CBIC); 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.
 - o Financials presented were in Draft form.
 - o 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.
 - o 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.
 - o Reimbursements have gone down since December, but stood at \$54,000 as of January 2022.
 - o 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.
 - o 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 (CEDDS) and the potential use of Planning Grant funds to support a “super region” CEDDS 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 Presentation – 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 at Charlottesville Business Innovation Council (CBIC), presented on the outcomes of their completed ERR grant used toward developing The Hub CVA.

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

Sarah Morton, Director at Virginia Career Works – Piedmont Region, 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.

NOTE: The above presentations can be downloaded along with these Meeting Minutes at 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) *VIPC (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/Gaps 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.

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 Françoise 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:
Françoise, 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

From Janet Gullickson to Everyone:

Work-based learning contact at Germanna is Dr. Eric Vanover--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>