



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

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APRIL 25, 2022

COUNCIL MEETING

9:30 am to 11:30 am

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

Zoom link was provided in agenda

MINUTES

Council Members Attending In-Person: 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; 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; Yolunda Harrell, Taste of Home; Christine Jacobs, Thomas Jefferson Planning District Commission; Pace Lochte, UVA Economic Development; Paige Read, Town of Culpeper; Ed Scott, EcoSeptix Alliance; Francoise Seillier-Moiseiwitsch, Revalation Vineyards; and Andy Wade, Louisa County

Council Members Attending Virtually: Jan Gullickson, Germanna Community College from home

Absent Council Members: Antwon Brinson, Culinary Concepts AB; Paul McCulla, Fauquier County; Tony O'Brien, Fluvanna County; Felix Sarfo-Kantanka, Dominion Energy

Guest Speakers: Alex Andrew, Venture Central and Stephany Oettinger, CvilleBioHub

Staff: Shannon Holland, Thomas Best, Helen Cauthen

Guests: BByard; Christopher Coutts, Lord Fairfax Community College; Garrick Delzell, GCR Consulting; Tracey Gardner, Madison County; Becky Gartner, George Washington Carver Agricultural Research Center/George Washington Carver Food Enterprise Center; Denise Herndon, UVA Economic Development; Roger Johnson, Albemarle County; Laura Loveday, Culpeper County; Jeffery Mitchell, Culpeper Cheese Company; Sarah Morton, Virginia Career Works – Piedmont Region; Douglas Parsons, Fauquier County; Winona Pritts, Culpeper County; and Candace Spence, Central Virginia Partnership for Economic Development

1. Welcome

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

2. Roll Call

A roll call vote was performed. An in-person quorum was established, as noted above.

3. Public Comment

Ed Dalrymple asked if there was any public comment. Jeffery Mitchell, Culpeper Cheese Company, spoke in support of the Carver Food Business Incubator project.

4. Approval of Council Business – Action Item

Jan Gullickson made a motion to discuss the Council Business and approve with one motion. Christian Goodwin seconded the motion. The motion carried.

a.) Meeting Minutes

There was no discussion about the Minutes.

b.) Treasurer's Report

Patrick Mauney gave the Treasurer's report, including these highlights:

Financials

- The Statement of Financial Positions shows there is \$246.37 in the operating account with just over \$96,000 in Accounts Receivable and \$96,314.86 in Accounts Payable. There is a similar statement included for April 7 that shows Receivables and Payables as being reduced.
- The Capacity Building Statement indicates we are close to spending out the FY 21 budget with \$37,006.53 remaining. The budget reflects the closeout projection approved at the January Council meeting. Staff expects this budget to close in March or April.
- Of the eight project budgets included, only the first four projects are active. The remaining are pending DHCD action.

Capacity Building Budget

- The proposed Capacity Building Budgets for FY 2023 included gives a side-by-side comparison from prior years and the narrative of spending is provided, as well.
- Staff has worked with CVPED fiscal team to streamline the reimbursement process by more clearly defining what expenses are to go in which expense line. These changes are the main reason for the differences proposed from year to year. Also, the addition of full-time program coordinator will affect the budget, as well. Staff should be able to bill more time to projects as more projects come on line.

Audit Status

- The Central Virginia Department Audit was delayed, but was approved at the Partnership Board Meeting on Friday, April 22, 2022. A final audit should be ready for uploading to CAMS.

c.) Dashboard

Ed Dalrymple noted that the Funds Available amount on the Dashboard of just over \$1.5 million is not yet certified by DHCD. The amount available is affected by that as well as the state budget negotiations in process now. The Region should have \$1 million available for FY 22 and expect \$1 million effective July 1 for FY 23, thus, there is a way to support all projects, if approved.

d.) Director's Report

Ed Dalrymple asked Shannon Holland to present the Director's Report. Shannon Holland highlighted that the report was more robust due to the capacity from the addition of a new staff member. Ed Dalrymple suggested Council Members view the new website.

Jim Crozier made a motion to approve the Council Business as presented. Christian Goodwin seconded the motion. The motion carried.

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

Strike Force – Ed Dalrymple noted that this is a standing item on the agenda and suggested that the Council should review the status once the status of the Economic Resiliency and

Recover (ERR) funding was determined at the state level.

Nominating Committee – Ed Scott noted that the committee met on March 11 to review the materials for the Call for Nominations. Nominations are now open and are due on May 10.

Other – There were no other updates.

6. Region 9 Project Proposals – Action Item

Jan Gullickson made a motion to discuss the proposals individually and vote on with one motion. Jim Cheng seconded the motion. The motion carried.

Ed Dalrymple asked one person to lead the discussion for each project and then to open it up for discussion. The projects were presented in the order listed using the summaries in the meeting packets as reference. Special feedback is noted below.

Talent Supply Connector

- Clarify and accelerate the sustainability planning in the milestones to begin at 6 months or earlier
- Decrease the duration of placing people from the 8 to 24-month mark to earlier

Tech Talent Retention

- Sustainability could be stronger

Technology Academies

- Would be better positioned if the six businesses to be engaged were identified
- ROI might be stronger if six businesses to be engaged were identified
- Letters of support from the proposed six businesses should be provided
- Reach out to Region 8

Carver Food Business Incubator

- Stronger positioning of higher wages
- Stronger positioning for sustainability

BEACON's Kitchen

- No additional feedback

Ray Knott made a motion to approve the projects as presented. Brian Cole seconded the motion. The motion carried. Yolunda Harrell and Kim Blosser abstained.

7. Region 9 Project Presentation – Venture Central

Alex Andrew, Entrepreneurial Ecosystem Builder at Venture Central, gave a presentation about the plan for advancing the project within the scope of the existing grant contract. (The presentation can be viewed along with these Minutes at www.GOVirginia9.org/calendar)

8. Region 9 Project Presentation – Biotech Innovation Cluster Growth

Stephany Oettinger, Executive Director at CvilleBioHub, gave a brief talk about the results of

this two-year grant. It was shared that CvilleBioHub was featured in this quarter's Virginia Economic Review magazine.

9. Chair Update

Ed Dalrymple led the following updates.

- a) Nominating Committee Appointments – Ed Dalrymple, as Chair, appointed the following member to the new Nominating Committee: Patrick Mauney, Ed Dalrymple, Christine Jacobs and Ed Scott.
- b) DHCD Workgroup Sessions – Ed Dalrymple noted that he and Ray Knott had participated in workgroup sessions hosted by DHCD in February and March. The meeting results informed the GO Virginia Board Meeting & Retreat.
- c) GO Virginia Board Meeting & Retreat – Ed Dalrymple was complimentary of the program presented and the degree to which the focus was on Talent Development. He noted that the Board voted to extend the eased match requirements of 2 to 1 until June 2023 and they also implemented a 2 to 1 match easement for statewide grants.
- d) Legislative Update – Ed Scott noted that as of the date of the meeting a final state budget has not been decided.
- e) GENEDGE Update - Tom Click stated that GENEDGE had created a marketing page on their website to promote the success of this statewide GO Virginia project.
- f) VABioConnect Update – Ed Dalrymple noted that the quarterly report was included in the packet.
- g) SBDC – Statewide ERR Update – Ed Dalrymple noted that this grant report was pending.

10. Other Business

Christine Jacobs and Patrick Mauney indicated that they have had positive feedback thus far on the two CEDs applications.

11. Adjourn

Jim Crozier made a motion to adjourn the meeting. Rob Archer seconded the motion. The meeting adjourned at 11:16 a.m.