



As approved by Council
on June 19, 2020

**REGIONAL COUNCIL 9
JANUARY 30, 2020
9:30 AM to 11:30 AM
Daniel Technology Center, Germanna Community College
18121 Technology Drive, Culpeper, VA**

Attending Council Members: Jim Cheng, Cav Angels (Chair); Ed Scott, EcoSeptix Alliance (Vice Chair); Andy Wade, Louisa County (Treasurer); Brian Cole, LexisNexis; Chip Boyles, Thomas Jefferson Planning District Commission; Christian Goodwin, Louisa County; Ed Dalrymple, Cedar Mountain Stone; Frank Friedman, Piedmont Virginia Community College; Hon. Jim Crozier, Orange County; Jan Gullickson, Germanna Community College; Kurt Krueger, McGuireWoods; Liz Walters, Bingham & Taylor; Mansour Azimipour, A & K Development; Miles Friedman, Fauquier County; Pace Lochte, University of Virginia Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Paul McCulla, Fauquier County; Ray Knott, Union Bank & Trust; Hon. Tony O'Brien, Fluvanna County

Absent Council Members: David Pettit, Flora Pettit; Felix Sarfo-Kantanka, Dominion Energy; Shelby Bruguiera, Dickie Brothers Orchard; Tom Click, Patriot Aluminum; Kim Blosser, Lord Fairfax Community College as Special Guest of the Council;

Guests: Laura Loveday, Culpeper County; Phil Sheridan, Culpeper County; Greg Rosko, PVCC

Staff: Shannon Holland, Helen Cauthen; Rahul Maitra

1. Welcome

Jim Cheng, Chair, opened the meeting at 9:33 AM.

2. Public Comment

Jim Cheng asked if there were public comments. No public comments were offered.

3. Meeting Minutes

Ed Scott made a motion to approve the October 10, 2019 Minutes as presented. Jim Crozier seconded the motion. The motion carried.

4. Financial Report

Jim Cheng asked Andy Wade, Treasurer to present the Financials. Andy Wade asked Rahul Maitra, the new Finance Director at the Central Virginia Partnership, to present the financials.

Rahul referred to the Statement of Financial Position in the packet. He noted that as of November, Region 9 had \$27,674.48 in checking. He added that he had reviewed the current balance and with checks processed that number is currently around \$75. He noted that in this statement GO Virginia owes the Partnership a little over \$155,000. He explained that this balance is the result of pending remittances from DHCD that were thought to have been appropriately submitted. However, it turned out some of the attachments were too large and did not go through. Now that is corrected, about \$75,000 from those remittances will be released. He plans on getting remittances caught up by the next Council meeting.

He then referred to the Project Budgets on page 27 in the packet. He noted that the Adult Beverage

project had spent about 8% of its budget and that Greg Rosko would be updating the Council in his presentation later in the meeting. He added that CvilleBioHub would be closing out their ECB project soon and that the Cybersecurity had spent 25% of their budget. Also, he added that the Site Readiness project was now ready for close out. He noted that the Regional Business Park project would be receiving a \$98,000 reimbursement soon that was not reflected in the November statement. Similarly, he added that the Young Entrepreneurs project had a check in process for about \$3,000 in expenditures.

Ray Knott made a motion to approve the Financials as presented. Christian Goodwin seconded the motion. The motion carried.

5. Executive Committee Meeting Update

Jim Cheng gave an update from the Executive Committee meeting held on December 12, 2019. He noted that the main topics discussed were related to budgets and project updates. The Executive Committee approved the budget revision required to close out the FY2019 Capacity Building funds so that the Council can access FY2020 Capacity Building dollars from DHCD. The committee also discussed project activities and milestones for the GWC PTEC and the Crafting Higher Paying jobs projects. Shannon wanted input on issues each project is addressing as the projects near contract end dates. The welding school at GWC PTEC was facing a change in leadership and the applicant was in the process of developing an MOU with Germanna Community College. There was a question of an incomplete inventory of equipment. The Executive Committee asked Shannon to set up a meeting with the applicant. The Crafting project was facing a challenge in accomplishing milestones and expending funds although the metrics reported were very good. HE noted that project would be doing a presentation at this meeting and a discussion would follow.

6. Rural E-ship Planning Grant Update

Jim Cheng shared that Erik Pages was leading the Camoin 310 team working with the volunteers of the Rural E-ship Task Force to complete the Rural E-ship planning grant action plan. All regional economic development offices and the Central Virginia Partnership have been involved. So far A Rural E-Ship Asset Inventory has been created, eight case studies have been completed, and nine stakeholder sessions have been hosted. Jim Cheng asked for any feedback on the very preliminary recommendations included in the packet as well as feedback from Council Members who attended. The need to address broadband gaps and connectivity of existing or planned co-working type spaces, were both mentioned as important for the report. The session feedback was positive and it was noted that each session was distinctly different depending on the types of businesses represented and the location.

Jim Cheng asked Pace Lochte if she had an update on the “Venture Hub”, now “Venture Central” project. Pace Lochte indicated that her team, along with economic developers from Charlottesville and Albemarle had been socializing the report and were looking for resources to advance the opportunity.

7. Project Update: Crafting Higher Paying Jobs and Adult Beverage Exports by Greg Rosko, Program Manager, Viticulture & Enology, PVCC

Jim Cheng introduced Greg Rosko, PVCC to present an update on the Crafting project. Greg Rosko presented a PowerPoint (attached). A question and answer session followed the presentation.

8. Chair Update

Referring to page 37 in the packet, Jim Cheng reminded the members that DHCD was holding stakeholder workgroup sessions to discuss key Board policy areas. He encouraged Council Members to volunteer to



attend, if possible. Jim Cheng asked Liz Walters, who attended the Friday, January 24 Talent Development session to provide an update. Liz Walters noted that 71% of funded GO Virginia projects statewide were in the area of Talent Development. She said she thought the meeting was good and that there was good representation from the regions. She shared that there was a lot of discussion around a statewide strategy for talent development and possible clarification around what GO Virginia might support in talent recruitment.

Jim Cheng shared that the Biotech Innovation Cluster Growth project contract was in review for signatures right now. He added that the Partnership would be reviewing for their signature at their late February Board meeting. Also, Jim Cheng noted that there were two contract related issues that would require a vote. First, DHCD has identified some wording in their contract template that restricts reimbursement only to those incurred and paid for before contract end dates. Some projects may need that wording amended and DHCD is developing the wording now.

Jan Gullickson made a motion to allow the Chair and legal counsel to review the wording and approve for project contracts, as needed. Tony O'Brien seconded the motion. The motion carried.

Secondly, Jim Cheng said, as some projects near contract end dates, they may require contract extensions for various reasons. DHCD seems to be fine with granting 1-3 month extensions but are not committing to anything longer. A discussion ensued that because the Council meets only four times a year, this could be important to keep some projects on track.

Miles Friedman made a motion to allow the Chair and legal counsel to review and approve for signature project contract extensions, if justified, and report them at next Council meeting. Tony O'Brien seconded the motion. The motion carried.

Jim Cheng asked Ed Scott to provide a Legislative session update. Ed Scott noted that the Council had been getting General Assembly email updates from Chris Lloyd. He updated the Council that the legislation allowing tobacco funds to be used as GO Virginia matching funds was approved in the Finance Committee and the legislation that required some GO Virginia funds to be directed in Opportunity Zones was defeated in committee. Frank Friedman added that the Governor has introduced legislation that if approved would provide free education or training in specific in-demand fields. The program, called G3 which stands for Get a Skill, Get a Job, Give Back, would help attract students into career and technical education.

Jan Gullickson made a motion that the Region 9 Council should vote to support the G3 Legislation. Liz Walters seconded the motion. The motion carried with one vote against.

Jim Cheng referred to the Dashboard in the packet and summarized that there is \$460,000 in Per Capital grant funding still available for Region 9 and that, as long as there are no changes in the General Assembly, Region 9 should receive another 1 million for project funding on July 1. He added that project funds leftover after project close outs should also roll back into the Per Capita pot of money.

Jim Cheng also reminded the Council that the nomination cycle would be starting soon.

9. Director Update

Shannon Holland said she wanted Council feedback on activities related to two projects. First, the GWC

PTEC project encountered a leadership change at the welding school and that Germanna Community College was in discussion with Culpeper County to sign an MOU to take over the program. During the leadership transition there was an equipment inventory question that she has been working with Culpeper County to address. As the inventory issue and the leadership issues are addressed, she will pay remittances so that the project can be best positioned for success when Germanna takes over. In regards to the Crafting project, Shannon Holland noted that though the metrics reporting on this project were on track and showing success, she was concerned that the project would not meet all milestones by contract end date and thus would not be able to spend their awarded budget before contract expiration. A discussion ensued as to how the Crafting project might be able to resolve the issues related to identifying sites so that equipment funds could be expended appropriately. It was agreed that because the contract expired on June 30, Frank Friedman would present different solutions or options at the next Council meeting for further discussion.

Shannon Holland added that there were six potential projects in development, including:

- Region wide talent development project
- Broadband assessment project
- Follow-on grant for the Young Entrepreneurs ECB grant
- Possible inter-regional project to develop wet lab space
- Regional Entrepreneurship Investment (REI) opportunity
- Project opportunities identified in the upcoming Rural E-ship Report

Shannon Holland also updated the Council on activities related to a Region 4 Inter-Regional grant that was active. Originally, the grant included a significant ask on behalf of a Region 9 stakeholder and a statewide accelerator network. The grant was not submitted through the Region 9 Council process. Shannon Holland said that Region 4 was moving forward with this grant in a different format and that there were lessons learned. She added that it would be important for the Council to know that 1) when an inter-regional project develops from another region, the Council would have to review from the lead region's application format; and 2) that there could be Region 9 stakeholders included in inter-regional projects that would not necessarily require an approval from the Council. Going forward, Regional staff members are discussing ways to improve and optimize success of the inter-regional grant proposal process.

Tony O'Brien asked how the Council would be involved with the upcoming Tom Tom Festival. Shannon Holland said she is exploring the opportunity of partnering with DHCD again this year, however, at a minimum expects to support ticket availability for regional stakeholders.

Shannon Holland also shared that now Virginia Department of Economic Development (VEDP) has completed their statewide site readiness assessment, they are working with GO Virginia support organizations to roll out the information. Shannon Holland is working with the Central Virginia Partnership to do this. The plan currently is to do a meeting in each of the regional planning districts on March 20 and March 27, depending on availability of facilities.

10. Other Business

Miles Friedman shared that Fauquier County has joined the Northern Virginia Economic Development Alliance (NOVA EDA). The organization was developed from the momentum created from collaborative efforts to attract Amazon's HQ2 project.



11. Upcoming Dates

Jim Cheng reminded the Council of these upcoming dates:

- Region 9 Council Meeting, UVA Research Park, Charlottesville - April 30
- Region 9 Application Deadlines - March 3 / May 26 / September 8
- GO Virginia Board Meeting, Richmond, VA - March 17.

12. Adjourn

Jim Cheng adjourned the meeting at 11:33 a.m.