



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

**REGIONAL COUNCIL 9**

**JUNE 30, 2022**

**ANNUAL MEETING**

**9:30 AM to 11:30 AM**

North Fork Meeting Center

994 Research Park Boulevard, Charlottesville, VA 22911

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

**AGENDA**

- 1. Welcome** **Ed Dalrymple, Jr., Chair**
- 2. Roll Call** **Shannon Holland, Director**
- 3. Public Comment** **Ed Dalrymple, Jr.**
- 4. Council Business – Action Item** **Ed Dalrymple, Jr.**
  - a. Meeting Minutes
  - b. Financials
  - c. Council Calendar
  - d. Dashboard
  - e. Director Report
- 5. Slate – Action Item** **Ed Dalrymple, Jr.**
  - a. Public Sector and Private Sector Appointments
  - b. Private Sector
  - c. Officers and Executive Committee
- 6. Committee, Task Force, or Strike Force Updates** **Ed Dalrymple, Jr.**
  - a. Strike Force Status – **Action Item**
  - b. Nominating Committee
- 7. Project Proposal Updates** **Shannon Holland**
- 8. Region 9 Project Presentation** **Rebecca Haydock**

*Digital Business Resiliency (ERR)* Director, Central Virginia Small  
Business Development Center
- 9. GO Virginia Update** **Sara Dunnigan**

Deputy Director, GO Virginia and  
Economic Development,  
Department of Housing and  
Community Development

**10. Chair Update**

**Ed Dalrymple, Jr.**

- a. Annual Report
- b. Legislature Update
- c. Statewide Projects:
  - GENEDGE
  - VABioConnect
  - SBDC

**11. Other Business**

**Ed Dalrymple, Jr.**

- Letter of Support Request for Statewide Competitive Project Application – Mid-Atlantic Broadband Communities Corporation (MBC) – Region 3 – **Action Item**

**12. Adjourn**

**Topic: GO Virginia Region 9 Annual Meeting**

**Time: Jun 30, 2022 09:30 AM Eastern Time (US and Canada)**

Join Zoom Meeting

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VIRGINIA INITIATIVE FOR  
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REGIONAL COUNCIL 9

**REGIONAL COUNCIL 9**

**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](http://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.***

**GO Virginia**  
**Statement of Financial Position**  
As of April 30, 2022

	April 30, 2022
<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	110,199.07
<b>Total Accounts Receivable</b>	110,199.07
<b>Other Current Assets</b>	
11100 · Accrued Receivable	5,252.30
12000 · Undeposited Funds	20,546.39
<b>Total Other Current Assets</b>	25,798.69
<b>Total Current Assets</b>	136,244.13
<b>TOTAL ASSETS</b>	<b>136,244.13</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	48,368.44
20004 · Due to CVPED	82,455.88
<b>Total Accounts Payable</b>	130,824.32
<b>Other Current Liabilities</b>	
25060 · Accrued Expenses - Other	5,252.30
25500 · Unearned Rev - Advanced Funds	167.51
<b>Total Other Current Liabilities</b>	5,419.81
<b>Total Current Liabilities</b>	136,244.13
<b>Total Liabilities</b>	136,244.13
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>136,244.13</b>



**GO Virginia**  
**Statement of Financial Position**  
As of June 3, 2022

	June 3, 2022
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
11200 · GO VA Operating Account - Union	246.31
<b>Total Checking/Savings</b>	246.31
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	35,452.13
<b>Total Accounts Receivable</b>	35,452.13
<b>Total Current Assets</b>	35,698.44
<b>TOTAL ASSETS</b>	<b>35,698.44</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	7,948.42
20004 · Due to CVPED	27,582.51
<b>Total Accounts Payable</b>	35,530.93
<b>Other Current Liabilities</b>	
25500 · Unearned Rev - Advanced Funds	167.51
<b>Total Other Current Liabilities</b>	167.51
<b>Total Current Liabilities</b>	35,698.44
<b>Total Liabilities</b>	35,698.44
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>35,698.44</b>

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

	Capacity Building			
	Jan '21 - Apr '22	Budget	% of Budget	Remaining
<b>Income</b>				
41520 · State Grants	244,947.35	250,000.00	97.98%	5,052.65
<b>Total Income</b>	244,947.35	250,000.00	97.98%	5,052.65
<b>Gross Profit</b>	244,947.35	250,000.00	97.98%	5,052.65
<b>Expense</b>				
01250 · General Administration	16,597.63	17,000.00	97.63%	402.37
54000 · Program expenses				
54400 · Project related expenses				
54426 · Audit	2,988.68	7,284.00	41.03%	4,295.32
54430 · Contract Services	0.00	0.00	0.0%	0.00
54449 · Meetings and Facilitation	500.00	500.00	100.0%	0.00
54450 · Supplies	379.52	480.00	79.07%	100.48
54451 · Travel	395.59	405.00	97.68%	9.41
54452 · Rent/Lease	10,970.93	11,216.00	97.82%	245.07
54453 · Salaries	205,165.00	205,165.00	100.0%	0.00
54457 · Marketing/Advertising/Promotion	7,950.00	7,950.00	100.0%	0.00
54462 · Legal Expenses	0.00	0.00	0.0%	0.00
<b>Total 54400 · Project related expenses</b>	228,349.72	233,000.00	98.0%	4,650.28
54410 · Planning Grants	0.00	0.00	0.0%	0.00
<b>Total 54000 · Program expenses</b>	228,349.72	233,000.00	98.0%	4,650.28
66000 · Payroll Expenses	0.00	0.00	0.0%	0.00
<b>Total Expense</b>	244,947.35	250,000.00	97.98%	5,052.65
<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 April 30, 2022**

	Accelerating Sites			Project Future		
	(Projects)			(Projects)		
	Jan '00 - Apr 22	Budget	% of Budget	Jan '00 - Apr 22	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	26,642.51	786,333.00	3.39%	103,751.25	148,689.00	69.78%
<b>Total Income</b>	<u>26,642.51</u>	<u>786,333.00</u>	<u>3.39%</u>	<u>103,751.25</u>	<u>148,689.00</u>	<u>69.78%</u>
<b>Gross Profit</b>	26,642.51	786,333.00	3.39%	103,751.25	148,689.00	69.78%
<b>Expense</b>						
01250 · General Administration	2,192.51	10,000.00	21.93%	9,823.14	11,014.00	89.19%
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%	2,156.59	3,500.00	61.62%
54440 · Equipment	0.00	0.00	0.0%	4,697.99	6,500.00	72.28%
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%	3,713.52	9,800.00	37.89%
54452 · Rent/Lease	0.00	0.00	0.0%	0.00	0.00	0.0%
54453 · Salaries	0.00	0.00	0.0%	63,778.69	98,230.00	64.93%
54454 · Other - Website	0.00	0.00		0.00	0.00	
54455 · Fringe Benefits	0.00	0.00	0.0%	19,581.32	19,645.00	99.68%
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	
<b>Total 54400 · Project related expenses</b>	<u>24,450.00</u>	<u>776,333.00</u>	<u>3.15%</u>	<u>93,928.11</u>	<u>137,675.00</u>	<u>68.23%</u>
<b>Total 54000 · Program expenses</b>	<u>24,450.00</u>	<u>776,333.00</u>	<u>3.15%</u>	<u>93,928.11</u>	<u>137,675.00</u>	<u>68.23%</u>
<b>Total Expense</b>	<u>26,642.51</u>	<u>786,333.00</u>	<u>3.39%</u>	<u>103,751.25</u>	<u>148,689.00</u>	<u>69.78%</u>
<b>Net Income</b>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through April 30, 2022**

	Venture Central			Business Resiliency SBDC		
	(Projects)			(Projects)		
	Jan '00 - Apr 22	Budget	% of Budget	Jan '00 - Apr 22	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	19,646.65	300,000.00	6.55%	88,078.14	131,220.00	67.12%
<b>Total Income</b>	<u>19,646.65</u>	<u>300,000.00</u>	<u>6.55%</u>	<u>88,078.14</u>	<u>131,220.00</u>	<u>67.12%</u>
<b>Gross Profit</b>	19,646.65	300,000.00	6.55%	88,078.14	131,220.00	67.12%
<b>Expense</b>						
01250 · General Administration	4,946.65	22,222.00	22.26%	4,615.68	9,720.00	47.49%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	14,700.00	13,778.00	106.69%	33,150.56	60,000.00	55.25%
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%	50,311.90	61,500.00	81.81%
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>	<u>14,700.00</u>	<u>277,778.00</u>	<u>5.29%</u>	<u>83,462.46</u>	<u>121,500.00</u>	<u>68.69%</u>
<b>Total 54000 · Program expenses</b>	<u>14,700.00</u>	<u>277,778.00</u>	<u>5.29%</u>	<u>83,462.46</u>	<u>121,500.00</u>	<u>68.69%</u>
<b>Total Expense</b>	<u>19,646.65</u>	<u>300,000.00</u>	<u>6.55%</u>	<u>88,078.14</u>	<u>131,220.00</u>	<u>67.12%</u>
<b>Net Income</b>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through April 30, 2022**

	Connector Platform			CV Workforce Recovery		
	(Projects)			(Projects)		
	Jan '00 - Apr 22	Budget	% of Budget	Jan '00 - Apr 22	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	76,500.00	76,500.00	100.0%	94,668.24	99,500.00	95.14%
<b>Total Income</b>	<u>76,500.00</u>	<u>76,500.00</u>	<u>100.0%</u>	<u>94,668.24</u>	<u>99,500.00</u>	<u>95.14%</u>
<b>Gross Profit</b>	76,500.00	76,500.00	100.0%	94,668.24	99,500.00	95.14%
<b>Expense</b>						
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>	<u>73,033.00</u>	<u>73,033.00</u>	<u>100.0%</u>	<u>87,208.13</u>	<u>92,000.00</u>	<u>94.79%</u>
<b>Total 54000 · Program expenses</b>	<u>73,033.00</u>	<u>73,033.00</u>	<u>100.0%</u>	<u>87,208.13</u>	<u>92,000.00</u>	<u>94.79%</u>
<b>Total Expense</b>	<u>76,500.00</u>	<u>76,500.00</u>	<u>100.0%</u>	<u>94,668.24</u>	<u>99,500.00</u>	<u>95.14%</u>
<b>Net Income</b>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through April 30, 2022**

	Biotech Innovation Cluster			Catalyst		
	(Projects)			(Projects)		
	Jan '00 - Apr 22	Budget	% of Budget	Jan '00 - Apr 22	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	526,552.37	548,000.00	96.09%	411,620.81	475,200.00	86.62%
<b>Total Income</b>	<u>526,552.37</u>	<u>548,000.00</u>	<u>96.09%</u>	<u>411,620.81</u>	<u>475,200.00</u>	<u>86.62%</u>
<b>Gross Profit</b>	526,552.37	548,000.00	96.09%	411,620.81	475,200.00	86.62%
<b>Expense</b>						
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>	<u>516,370.23</u>	<u>537,000.38</u>	<u>96.16%</u>	<u>403,388.16</u>	<u>453,444.57</u>	<u>88.96%</u>
<b>Total 54000 · Program expenses</b>	<u>516,370.23</u>	<u>537,000.38</u>	<u>96.16%</u>	<u>403,388.16</u>	<u>453,444.57</u>	<u>88.96%</u>
<b>Total Expense</b>	<u>526,552.37</u>	<u>548,000.00</u>	<u>96.09%</u>	<u>411,620.81</u>	<u>475,200.00</u>	<u>86.62%</u>
<b>Net Income</b>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through April 30, 2022**

	<b>TOTAL</b>		
	<b>Jan '00 - Apr 22</b>	<b>Budget</b>	<b>% of Budget</b>
<b>Income</b>			
41520 · State Grants	1,347,459.97	2,565,442.00	52.52%
<b>Total Income</b>	<b>1,347,459.97</b>	<b>2,565,442.00</b>	<b>52.52%</b>
<b>Gross Profit</b>	<b>1,347,459.97</b>	<b>2,565,442.00</b>	<b>52.52%</b>
<b>Expense</b>			
01250 · General Administration	50,919.88	96,678.05	52.67%
54000 · Program expenses			
54400 · Project related expenses			
54425 · Architectural and Engineering	24,450.00	776,333.00	3.15%
54430 · Contract Services	293,347.68	329,384.04	89.06%
54440 · Equipment	34,697.99	42,500.00	81.64%
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	3,713.52	36,800.00	10.09%
54452 · Rent/Lease	8,591.38	20,591.38	41.72%
54453 · Salaries	670,275.50	842,674.57	79.54%
54454 · Other - Website	17,500.00	17,500.00	100.0%
54455 · Fringe Benefits	43,069.66	112,145.00	38.41%
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%
<b>Total 54400 · Project related expenses</b>	<b>1,296,540.09</b>	<b>2,468,763.95</b>	<b>52.52%</b>
<b>Total 54000 · Program expenses</b>	<b>1,296,540.09</b>	<b>2,468,763.95</b>	<b>52.52%</b>
<b>Total Expense</b>	<b>1,347,459.97</b>	<b>2,565,442.00</b>	<b>52.52%</b>
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>

## REGION 9 COUNCIL MEETINGS AND IMPORTANT DATES

Always confirm these dates at and details on Public Meetings page at [www.GOVirginia9.org](http://www.GOVirginia9.org)

*\*FY 23 DHCD Application Deadlines and GO Virginia Board Meetings are estimated dates based on prior years*

Region 9 Proposal Deadline	Region 9 Council Meeting	DHCD Application Deadline*	GO Virginia Board Meeting*
<b>2022</b>			
<i>Thursday, July 15</i>	<i>Monday, August 8 9:30 am to 11:30 am Location TBD</i>	<i>Friday, November 4</i>	<i>Tuesday, December 13</i>
<i>Thursday, September 8</i>	<i>Thursday, October 20 9:30 am to 11:30 am Location TBD</i>	<i>Friday, November 4</i>	<i>Tuesday, December 13</i>
<b>2023</b>			
<i>Friday., January 6</i>	<i>Friday, January 27 9:30 am to 11:30 am Location TBD</i>	<i>Friday, February 3</i>	<i>Tuesday, March 14</i>
<i>Tuesday, March 21</i>	<i>Friday, April 21 9:30 am to 11:30 am Location TBD</i>	<i>Friday, May 5</i>	<i>Tuesday, June 13</i>
<i>Wednesday, May 31</i>	<i>Thursday, June 29 9:30 am to 11:30 am Location TBD</i>	<i>Friday, August 4</i>	<i>Tuesday, September 12</i>
<i>Wednesday, June 28</i>	<i>Tuesday, August 8 Time TBD Location TBD</i>	<i>Friday November 3</i>	<i>December 12</i>
<i>Wednesday, September 20</i>	<i>Friday, October 20 Time TBD Location TBD</i>	<i>Friday, November 3</i>	<i>December 12</i>



**DASHBOARD**  
**Region 9 - Piedmont Opportunity Corridor**  
**As of June 15, 2022**

**PER CAPITA FUNDING (Regional Projects)**

<b>FY (July 1-June 30)</b>	<b>Available Per Capita/ECB</b>	<b>Total Awarded</b>
FY2018	796,301	735,097
FY2019	1,000,000	1,159,550
FY2020	1,000,000	647,500
FY2021	1,000,000	1,086,333
FY2022	1,000,000	391,528
FY 2023	1,000,000	402,075

NOTES: The state budget currently includes a recapture of unobligated fund balances from FY 2018 through FY 2021. DHCD projects Region 9 balance to be \$278,043. As awarded projects closeout, “unused” funds may be returned for future awards.

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

<b>FY</b>	<b>ERR Allocation</b>	<b>Total Awarded<sup>1</sup></b>	<b>Returned after Project Closeouts<sup>2</sup></b>	<b>Funds Available<sup>3</sup></b>
ALL	1,000,000,	768,909	5,000	231,091

<sup>1</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; BEACON’s Kitchen \$189,000

<sup>2</sup>Not expended at project closeout: Project Rebound \$5,000

<sup>3</sup>Program funding set to sunset on June 30, 2022

<b>Projects</b>	<b>Awarded</b>	<b>Leveraged</b>	<b>Jobs</b>
21	\$5.2 million	\$8.3 million	812



**DIRECTOR UPDATE**  
**REGIONAL COUNCIL 9 MEETING**  
**UPDATED: JUNE 15, 2022**  
**MEETING: JUNE 30, 2022**

**Project Performance Monitoring:**

- GO Virginia Quarterly Progress Reports for Q2 2022 due July 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:**

- Venture Central | Move \$125,000 from *Salaries* and \$65,000 from *Fringe Benefits* into *Contract Services* (+\$190,000) to align with the Venture Central Path to Completion Memo approved by DHCD on May 5, 2022.

**Contract Changes and Project Closeouts:**

- Contract Changes:
  - Extensions: n/a
  - Outcomes/Deliverables Changes: n/a
- Project Closeouts:
  - Completed: n/a
  - In Progress: n/a
  - Pending: Catalyst Accelerator Program (Performance Closeout due 9/30/2022)
  - Funds Not Spent at Closeout: n/a
  - Upcoming Contract End Dates: Digital Business Resiliency (6/30/2022); Future of Workforce Outreach (9/30/2022)

**Key Activity:**

- Advanced 5 Council approved projects through Board review process including DHCD workgroups
- Convene UVA Biocomplexity Institute, UVA Economic Development, Central Virginia Partnership, DHCD/GO Virginia, VOEE, Region 9 staff to discuss Talent Dashboard opportunities
- Project pipeline development meetings
- Attend Partnership Annual Meeting, June 24
- Attend GO Virginia State Board Meeting, June 17, in Richmond
- Attend CBIC Gala, June 10
- Attend VCW – Piedmont Region Annual Meeting, June 8
- Convene Nominating Committee, June 1
- Attend SW Virginia Economic Development Forum, May 25
- Participate at regional economic development monthly meetings hosted by Partnership
- Track statewide projects
- CVPED uploaded financial statements to DHCD's Centralized Application and Management System (CAMS) in compliance with the agency's Audit Policy April 27

**LinkedIn:**

- Followers: 269 (+6.9%)
- Post Impressions: 1.1K
- Unique Impressions: 606
- Engagements: 155
- Clicks: 97
- Reactions: 55

**Upcoming Dates**

- **GO Virginia Board Meetings:** September 13, December 13
- **Region 9 Council Meetings:** August 8, October 20
- **Next Region 9 Project Application Deadline:** July 15

**SLATE OF NOMINEES  
GO VIRGINIA REGIONAL COUNCIL 9  
JUNE 30, 2022 ANNUAL MEETING**

**VOTE FOR ACCEPTANCE**

**Terms begin July 1, 2022, unless otherwise noted.**

**PUBLIC SECTOR APPOINTMENTS**

<b>Organization</b>	<b>Name</b>	<b>Term</b>
Rappahannock-Rapidan Regional Commission (Elected Official)	James "Jim" P. Crozier (Orange County)	3 years
Rappahannock-Rapidan Regional Commission (Chief Administrator)	Jonathon Weakley (Madison County)	3 years
Selected by Local Economic Development Offices in Planning District 10 (Local Economic Development)	Andy Wade (Louisa County)	3 years

**PRIVATE SECTOR APPOINTMENTS**

<b>Organization</b>	<b>Name</b>	<b>Term</b>
Central Virginia Partnership	Felix Sarfo-Kantanka, Jr.	3 years
Virginia Career Works – Piedmont Region, Chair	TBD	Ex-Officio

**SLATE OF NOMINEES  
GO VIRGINIA REGIONAL COUNCIL 9  
JUNE 30, 2022 ANNUAL MEETING**

**VOTE FOR APPROVAL**

**Terms begin July 1, 2022, unless otherwise noted.**

**PRIVATE SECTOR MEMBER SLATE  
Chamber of Commerce & At-Large**

<b>Nomination</b>	<b>Name</b>	<b>Term</b>
Chamber of Commerce (Louisa County)	Tom Click	3 Years
At-Large	James "Jim" S. Cheng	3 Years
At-Large	Brian Cole	3 Years

**OFFICERS AND EXECUTIVE COMMITTEE**

<b>Role*</b>	<b>Name</b>
Chair	Ray Knott
Vice Chair	Ethan Dunstan
Treasurer/Secretary	Patrick Mauney
At-Large	Ed Dalrymple, Jr.
At-Large	Ed Scott
At-Large	Yolunda Harrell
At-Large	James "Jim" S. Cheng

**\*Service:** Chair and Vice Chair serve from immediately after the Annual Meeting until immediately after the following Annual Meeting or until their successors are subsequently elected. Annual Meetings are held yearly in June. All other Executive Committee Members serve annually.

One slide from the April 26, 2022, SBDC  
GO Virginia ERR grant update

