



**REGION 9 COUNCIL  
OCTOBER 20, 2022  
9:30 am to 11:30 am  
North Fork, Town Center Four, 994 Research Park Blvd., Charlottesville, VA 22911  
This meeting is in-person and a virtual zoom link is provided in this Agenda**

**AGENDA**

- 1. Welcome** **Ray Knott, Chair**
  
- 2. Pledge of Allegiance**
  
- 3. Roll Call** **Shannon Holland, Director**
  
- 4. Public Comment** **Ray Knott**
  
- 5. Council Business – Action Item** **Ray Knott**
  - a. Meeting Minutes
  - b. Treasurer Report
  - c. Dashboard
  - d. Director Report
  - e. Capacity Building Contract – FY 23
  - f. Memo: Indirect Cost Rate
  
- 5. Updates from Committees and Task Forces, if any** **Ray Knott**
  
- 7. Comprehensive Economic Development Strategy (CEDs) - Update** **Patrick Mauney, Exec. Dir.  
RRRC  
Christine Jacobs, Exec. Dir.  
TJPDC**
  
- 8. Project Pipeline - Discussions** **Ray Knott**
  - Talent Pathways Initiatives
  - Site Readiness
  - Entrepreneurship
  - Other
  
- 9. Chair Update** **Ray Knott**
  
- 10. Other Business** **Ray Knott**
  
- 11. Adjourn** **Ray Knott**

Topic: GO Virginia Region 9 Council Meeting (In-person)

Time: Oct 20, 2022 09:30 AM Eastern Time (US and Canada)

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**GO VIRGINIA REGIONAL COUNCIL 9**

**AUGUST 8, 2022**

**COUNCIL MEETING**

**9:30 a.m. to 11:30 a.m.**

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

**Virtual meeting details were provided in the agenda**

**MINUTES**

**Council Members Attending In-Person:** Ray Knott, Atlantic Union Bank (Chair); Ethan Dunstan, UVA Community Credit Union (Vice Chair); Kim Blosser, Laurel Ridge Community College (formerly Lord Fairfax); Jim Cheng, CAV Angels; Tom Click, Patriot Industries; Brian Cole, LexisNexis Reed Tech; Jim Crozier, Orange County; Ed Dalrymple, Jr., Cedar Mountain Stone; Christian Goodwin, Louisa County; Yolunda Harrell, Taste of Home; Christine Jacobs, Thomas Jefferson Planning District Commission; Patrick Mauney, Rappahannock-Rapidan Regional Commission (Treasurer); Paige Read, Town of Culpeper; Felix Sarfo-Kantanka, Jr., Dominion Energy; Francoise Seillier-Moiseiwitch, Revalation Vineyards; Andy Wade, Louisa County; Jonathon Weakley, Madison County

**Council Members Attending Virtually:** Tony O'Brien, Fluvanna County

**Absent Council Members:** Rob Archer, Codebase Coworking; Antwon Brinson, Culinary Concepts AB; Pace Lochte, UVA Economic Development; Jean Runyon, Piedmont Virginia Community College; Ed Scott, EcoSeptix Alliance

**Staff:** Helen Cauthen, Thomas Best

**Guests:** Rose Deal, Orange County; Tracey Gardner, Madison County; John Loftus, Virginia Economic Development Partnership; Douglas Parsons, Fauquier County; Jennifer Schmack, Fluvanna County

**I. Welcome**

Ray Knott called the meeting to order at 9:30 a.m.

**II. Roll Call**

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

**III. Public Comment**

Ray Knott asked if there were any public comments. Staff stated that no public comments had been received.

The Pledge of Allegiance was performed, per the request of Jim Crozier of Orange County.

**IV. Council Business – Action Item**

Ray Knott stated the five Council business items would be discussed individually and voted on with one action. There were no motions to move any item out of the group for separate consideration.

a.) Meeting Minutes

There was no discussion about the Minutes.

b.) Treasurer Report

Patrick Mauney provided an overview of Region 9's finances through June 30, 2022, including these highlights:

- Region 9's Statement of Financial Position shows there is just under \$250 in the GO Virginia operating account. There is about \$116,000 in accounts receivable and a similar amount in accounts payable.
- Region 9's FY 2021 capacity building budget has been fully expended as of May 2022. FY 2022 capacity building funds have been just over 16% expended.
- Region 9's Statement of Income and Expense shows the amounts awarded and expended through June 30, 2022 for five GO Virginia projects with recent financial activity.

c.) Dashboard

Ray Knott noted the funding dashboard had been updated since the Council's last meeting. The per capita funding table at the top includes the two per capita proposals that were awarded at the last GO Virginia Board meeting in June. The two deferred proposals have been submitted and, if approved, will come out of the FY 2022 funding stream. The Economic Resilience and Recovery (ERR) funding table in the middle has been updated to include the ERR proposal awarded at the last GO Virginia Board meeting. This program was scheduled to expire at the end of FY 2022 and residual balances are no longer available going forward. Finally, the investment table at the bottom will be updated once projects are under contract.

d.) Director Report

There was no discussion about the Director Report.

e.) Memo: Request to Add Quarterly Remittance Clause to Project Contract

Patrick Mauney inquired about the need for this revision. Staff clarified this change was driven by the Department of Housing and Community Development (DHCD).

***Brian Cole made a motion to approve the Council Business. Tom Click seconded the motion. The motion carried.***

**V. Electronic Meeting Policy – Action Item**

Ray Knott stated the proposed revision to the Electronic Meetings Policy aligns with a new law going into effect on September 1. The new law provides the limited option for regional bodies to host entirely virtual meetings when there is not a state of emergency. The number of all virtual meetings is limited, and the same policy applies to committees and task forces.

***Ed Dalrymple made a motion to approve the revised Electronic Meeting Policy. Ethan Dunstan seconded the motion. The motion carried.***

**VI. Updates from Committees and Task Forces, if any**

There were no committee updates. An updated task force membership list was included in the agenda.

**VII. Comprehensive Economic Development Strategy (CEDS) – Update**

Patrick Mauney, Executive Director, Rappahannock-Rapidan Regional Commission, updated that both the RRRC and the Thomas Jefferson Planning District Commission had their official kick-off meetings with the U.S. Economic Development Administration regarding their Comprehensive Economic Development Strategy (CEDS) planning process. The two offices will work closely together on request for proposal (RFP) development and hope to procure the same consulting team for both the planning district commissions' CEDS and the "super region" summary report the Region 9 Council is supporting. A drawdown schedule for GO Virginia funds will be determined after proposals are reviewed. The CEDS planning process also requires public-private sector collaboration and the Council will have an opportunity to participate in RFP review.

**VIII. Project Update – Statewide Projects**

Tom Click updated that the GENEDGE grant team is meeting every other month. The co-founder and CEO of Charlottesville-based Laser Thermal is scheduled to present at the next meeting, which took place on August 8. The team is currently working on strategies to closeout the grant to the extension date of June 2023.

A Virginia Small Business Development Center (SBDC) statewide project update was included in the agenda. Ray Knott stated those interested could contact Region 9 staff for Virginia Bio-Connect's most recent quarterly report.

**IX. Project Update – Accelerating Regionally Significant Sites**

Ray Knott stated the Accelerating Sites project is one year into a two-year grant and there are some adjustments being made to the drawdown schedule and milestones. Helen Cauthen, President, Central Virginia Partnership, updated that both Shannon Hill Regional Business Park in Louisa County and Wingspread Industrial Park in Culpeper County are making progress. Culpeper's Preliminary Engineering Report is complete and will be shared with the Partnership soon. Louisa County is currently focused on developing off-site utilities to better position Shannon Hill for Virginia Business Ready Sites Program (VBRSP) funding. Milestones are still expected to be met by the end of the grant period.

**X. Site Readiness:**

• **Region 9**

Helen Cauthen provided an overview of GO Virginia's site readiness activity in Region 9. Slides are posted with these Minutes at [www.GOVirginia9.org/calendar](http://www.GOVirginia9.org/calendar)

• **Site Readiness: Virginia Business Ready Sites Program**

John Loftus, Sites & Buildings Manager, Virginia Economic Development Partnership (VEDP), presented on the VBRSP. Slides are posted with these Minutes at [www.GOVirginia9.org/calendar](http://www.GOVirginia9.org/calendar)

- **What's Next?**

The Council engaged in a discussion about how GO Virginia can advance site readiness in Region 9, including potentially funding additional site characterization efforts, increasing engagement with local government officials to make them more aware of site selection activities, and supporting local economic developers.

**XI. Chair Update**

Ray Knott updated that staff has worked with DHCD to integrate feedback and resubmit the Tech Talent Retention and Carver Food Business Incubator proposals which will be reviewed by the GO Virginia Board in September. As approved at the last Region 9 Council meeting, the Chair signed a letter of support for Region 3's interregional Middle Mile Fiber Expansion project. Areas of focus for the next year include developing Region 9's project pipeline, especially as it relates to site readiness, exploring cluster mapping for Region 9's target sectors, and collaborating with stakeholders to identify and solve for talent gaps in the region.

**XII. Other Business**

Paige Read suggested the Council invite another representative from VEDP to present on the Virginia Talent Accelerator Program.

**XIII. Adjourn**

***Jim Crozier made a motion to adjourn. Paige Read seconded the motion. The motion carried and the meeting adjourned at 11:05 a.m.***

**GO Virginia**  
**Statement of Financial Position**  
As of August 31, 2022

	Aug 31, 2022
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
11200 · GO VA Operating Account - Union	246.30
<b>Total Checking/Savings</b>	246.30
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	77,481.04
<b>Total Accounts Receivable</b>	77,481.04
<b>Other Current Assets</b>	
11100 · Accrued Receivable	5,929.28
<b>Total Other Current Assets</b>	5,929.28
<b>Total Current Assets</b>	83,656.62
<b>TOTAL ASSETS</b>	<b>83,656.62</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	9,530.71
20004 · Due to CVPED	68,029.12
<b>Total Accounts Payable</b>	77,559.83
<b>Other Current Liabilities</b>	
25060 · Accrued Expenses - Other	5,929.28
25500 · Unearned Rev - Advanced Funds	167.51
<b>Total Other Current Liabilities</b>	6,096.79
<b>Total Current Liabilities</b>	83,656.62
<b>Total Liabilities</b>	83,656.62
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>83,656.62</b>

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

	Oct 7, 2022
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
11200 · GO VA Operating Account - Union	246.30
<b>Total Checking/Savings</b>	246.30
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	39,913.39
<b>Total Accounts Receivable</b>	39,913.39
<b>Total Current Assets</b>	40,159.69
<b>TOTAL ASSETS</b>	<b>40,159.69</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	4,090.88
20004 · Due to CVPED	35,901.30
<b>Total Accounts Payable</b>	39,992.18
<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>	40,159.69
<b>Total Liabilities</b>	40,159.69
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>40,159.69</b>



**GO Virginia**  
**Capacity Building - Statement of Income and Expense (Summary)**  
**TOTAL FY2022 SPENDING: June 2022 through August 2022**

	Capacity Building			
	June '22 - Aug '22	Budget	% of Budget	Remaining
<b>Income</b>				
41520 · State Grants	87,507.79	250,000.00	35.0%	162,492.21
<b>Total Income</b>	87,507.79	250,000.00	35.0%	162,492.21
<b>Gross Profit</b>	87,507.79	250,000.00	35.0%	162,492.21
<b>Expense</b>				
01250 · General Administration	7,239.72	25,000.00	28.96%	17,760.28
54400 · Project Support expenses				
54426 · Audit	0.00	7,000.00	0.0%	7,000.00
54430 · Contract Services	391.41	500.00	78.28%	108.59
54449 · Meetings and Facilitation	485.72	5,000.00	9.71%	4,514.28
54450 · Supplies	86.47	1,500.00	5.77%	1,413.53
54451 · Travel	498.94	2,500.00	19.96%	2,001.06
54452 · Rent/Lease	3,408.34	11,500.00	29.64%	8,091.66
54453 · Salaries	74,855.85	175,000.00	42.78%	100,144.15
54457 · Marketing/Advertising/Promotion	541.34	5,000.00	10.83%	4,458.66
54462 · Legal Expenses	0.00	250.00	0.0%	250.00
54464 · Taxes & Insurance	0.00	1,000.00	0.0%	0.00
<b>Total 54400 · Project Support expenses</b>	80,268.07	209,250.00	38.36%	128,981.93
54500 · Planning expenses				
54501 · Contract Services	0.00	250.00	0.0%	250.00
54502 · Technical Assitance	0.00	15,500.00	0.0%	15,500.00
54503 · Growth and Diversification Plan Development	0.00	0.00	0.0%	0.00
54504 · Planning Grant	0.00	0.00	0.0%	0.00
<b>Total 54400 · Planning expenses</b>	0.00	15,750.00	0.0%	15,750.00
<b>Total Expense</b>	87,507.79	250,000.00	35.0%	162,492.21
<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 August 31, 2022**

	Accelerating Sites			Project Future		
	(Projects)			(Projects)		
	Feb 22 - Aug 22	Budget	% of Budget	Sept 21 - Aug 22	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	58,272.06	786,333.00	7.41%	143,033.24	148,689.00	96.2%
<b>Total Income</b>	<u>58,272.06</u>	<u>786,333.00</u>	<u>7.41%</u>	<u>143,033.24</u>	<u>148,689.00</u>	<u>96.2%</u>
<b>Gross Profit</b>	58,272.06	786,333.00	7.41%	143,033.24	148,689.00	96.2%
<b>Expense</b>						
01250 · General Administration	4,222.06	10,000.00	42.22%	11,013.92	11,014.00	100.0%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	54,050.00	776,333.00		0.00	0.00	
54430 · Contract Services	0.00	0.00	0.0%	2,656.59	2,656.59	100.0%
54440 · Equipment	0.00	0.00	0.0%	5,382.43	6,197.99	86.84%
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%	4,905.15	5,404.68	90.76%
54452 · Rent/Lease	0.00	0.00	0.0%	0.00	0.00	0.0%
54453 · Salaries	0.00	0.00	0.0%	91,497.23	95,128.64	96.18%
54454 · Other - Website	0.00	0.00		0.00	0.00	
54455 · Fringe Benefits	0.00	0.00	0.0%	27,577.92	28,287.10	97.49%
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>54,050.00</u>	<u>776,333.00</u>	<u>6.96%</u>	<u>132,019.32</u>	<u>137,675.00</u>	<u>95.89%</u>
<b>Total 54000 · Program expenses</b>	<u>54,050.00</u>	<u>776,333.00</u>	<u>6.96%</u>	<u>132,019.32</u>	<u>137,675.00</u>	<u>95.89%</u>
<b>Total Expense</b>	<u>58,272.06</u>	<u>786,333.00</u>	<u>7.41%</u>	<u>143,033.24</u>	<u>148,689.00</u>	<u>96.2%</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 August 31, 2022**

	Venture Central			Business Resiliency SBDC		
	(Projects)			(Projects)		
	Feb 22 - Aug 22	Budget	% of Budget	Jun 21 - Aug 22	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	101,427.00	300,000.00	33.81%	128,066.98	131,220.00	97.6%
<b>Total Income</b>	<u>101,427.00</u>	<u>300,000.00</u>	<u>33.81%</u>	<u>128,066.98</u>	<u>131,220.00</u>	<u>97.6%</u>
<b>Gross Profit</b>	101,427.00	300,000.00	33.81%	128,066.98	131,220.00	97.6%
<b>Expense</b>						
01250 · General Administration	8,139.43	22,222.00	36.63%	6,566.98	9,720.00	67.56%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	80,600.00	203,778.00	39.55%	60,000.00	60,000.00	100.0%
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	878.22	5,000.00	17.56%	0.00		
54452 · Rent/Lease	0.00	12,000.00	0.0%	0.00		
54453 · Salaries	0.00	0.00	0.0%	61,500.00	61,500.00	100.0%
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00	5,000.00	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	11,809.35	36,000.00	32.8%	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>93,287.57</u>	<u>277,778.00</u>	<u>33.58%</u>	<u>121,500.00</u>	<u>121,500.00</u>	<u>100.0%</u>
<b>Total 54000 · Program expenses</b>	<u>93,287.57</u>	<u>277,778.00</u>	<u>33.58%</u>	<u>121,500.00</u>	<u>121,500.00</u>	<u>100.0%</u>
<b>Total Expense</b>	<u>101,427.00</u>	<u>300,000.00</u>	<u>33.81%</u>	<u>128,066.98</u>	<u>131,220.00</u>	<u>97.6%</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 August 31, 2022**

	Total Projects		
	Sept 21 - Aug 22	Budget	% of Budget
Income			
41520 · State Grants	430,799.28	1,366,242.00	31.53%
Total Income	430,799.28	1,366,242.00	31.53%
Gross Profit	430,799.28	1,366,242.00	31.53%
Expense			
01250 · General Administration	29,942.39	52,956.00	56.54%
54000 · Program expenses			
54400 · Project related expenses			
54425 · Architectural and Engineering	54,050.00	776,333.00	6.96%
54430 · Contract Services	143,256.59	266,434.59	53.77%
54440 · Equipment	5,382.43	12,197.99	44.13%
54442 · Training	0.00	0.00	0.0%
54447 · Other - Programming	0.00	0.00	0.0%
54448 · Other - Workspace	0.00	0.00	0.0%
54449 · Meetings and Facilitation	0.00	0.00	0.0%
54450 · Supplies	0.00	0.00	0.0%
54451 · Travel	5,783.37	10,404.68	55.58%
54452 · Rent/Lease	0.00	12,000.00	0.0%
54453 · Salaries	152,997.23	156,628.64	97.68%
54454 · Other - Website	0.00	0.00	0.0%
54455 · Fringe Benefits	27,577.92	33,287.10	82.85%
54456 · Machinery/Tools	0.00	0.00	0.0%
54457 · Marketing/Advertising/Promotion	0.00	0.00	0.0%
54458 · Planning Assessment	0.00	0.00	0.0%
54459 · Other - Solutions Implementatio	0.00	0.00	0.0%
54461 · Other - Program Deliverables	11,809.35	36,000.00	32.8%
54462 · Legal Expenses	0.00	10,000.00	0.0%
54463 · Other - Outreach and Promotion	0.00	0.00	0.0%
Total 54400 · Project related expenses	400,856.89	1,313,286.00	30.52%
Total 54000 · Program expenses	400,856.89	1,313,286.00	30.52%
Total Expense	430,799.28	1,366,242.00	31.53%
Net Income	0.00	0.00	0.0%

DASHBOARD  
 Region 9 - Piedmont Opportunity Corridor  
 October 20, 2022

**PER CAPITA FUNDING (Regional)**

FY July 1- June 30	Per Capita/ECB Allocation	Moved from Capacity Building	Rollover from prior FY*	Funds Returned after Project Closeouts	Total Available	Total Awarded	Recaptured	Net Available
FY2018	546,302	250,000			796,302	735,987		0
FY2019	1,000,000	99,350	60,315		1,159,665	1,159,550		0
FY2020	1,000,000	11,761	115		1,011,876	947,500		0
FY2021	1,000,000	0	64,376		1,064,376	786,333	(278,043)	0
FY2022	1,000,000	0			1,000,000	899,055		100,945
FY2023	1,000,000	0	0	295,004	1,295,004	402,075		892,929

**ECONOMIC RESILIENCY AND RECOVERY (ERR) FUNDING – April 18, 2020 to June 30, 2022**

FY	ERR Allocation	Total Awarded	Funds Remaining	Funds Recaptured	Returned at Closeout	Reverted to Statewide Fund	Remaining
ALL	1,000,000,	768,909	231,091	(231,091)	\$8,170.27	(\$8,170.27)	0

**INVESTMENT – ALL PROJECTS**

Projects	Awarded	Leveraged	Jobs
23	\$5.7 million	\$9.0 million	844

**DIRECTOR UPDATE**  
**REGIONAL COUNCIL 9 MEETING**  
**UPDATED: OCTOBER 13, 2022**  
**MEETING: OCTOBER 20, 2022**

**Project Performance Monitoring:**

- GO Virginia Quarterly Progress Reports for Q3 2022 due on October 20:
  - Accelerating Regionally Significant Sites | Central Virginia Partnership
  - Digital Business Resiliency | Community Investment Collaborative/Central Virginia SBDC
  - Future of Workforce Outreach | Virginia Career Works – Piedmont Region
  - Venture Central | Charlottesville Regional Chamber of Commerce

**Project Budget Changes/Updates:**

- n/a

**Contract Changes and Project Closeouts:**

- Contract Changes:
  - Extensions: n/a
  - Outcomes/Deliverables Changes: n/a
  - Milestones: n/a
- Project Closeouts:
  - Completed: Digital Business Resiliency (Fiscal and Performance) | Catalyst Accelerator (Performance))
  - In Progress: Future of Work (Fiscal and Performance due 12/31/2022)
  - Funds Not Spent at Closeout: n/a
  - Upcoming Contract End Dates: n/a

**Key Activity:**

- Project pipeline development meetings
- Attend VOEE and VEDP meeting hosted by UVA Economic Development
- Advance two projects to the GO Virginia Board
- Host contract meetings for awarded grant projects
- Host grant management kick-off meetings with new grant teams
- Participated in Biotech Roundtable with Secretary Merrick hosted by the Partnership
- Participate at regional economic development monthly meetings hosted by Partnership
- Track statewide projects
- Met with regional Chambers of Commerce to discuss priorities and opportunities
- Met with economic development offices to discuss site opportunities with the Partnership
- Hosted project pipeline brainstorm meetings
- Reviewed Capacity Building Contract
- Region 9 Annual Report used as a model by DHCD for future annual reports
- Attended Virginia Career Works Board and CLEO quarterly meetings
- Updated grant application materials on website
- Attended Quad Counties Business Summit
- Supported Region 9 Talent Pipeline Grant Coalition
- Participated at 2022 Virginia Education & Workforce Conference
- Meetings with ED Partners to discuss sites

**LinkedIn:**

- Followers: 313 (+8.3%)
- Post Impressions: 2.7 K

**Upcoming Dates**

- **GO Virginia Board Meetings:** December 13, 2022
- **Region 9 Council Meetings:** January 27, 2023
- **Next Region 9 Project Application Deadline:** January 6, 2023

**ATTACHMENTS:**

- Appendix to Report on Growth Plan Implementation (Annual Report) as submitted to DHCD – List of Partners

(Appendix to Annual Report)

## Collaborating Partners

The following is a list of key partners that participated in GO Virginia project proposal development including Letters of Support.

### Business

- Aire Serv Heating & Air Conditioning
- Artemisia Farm & Vineyard
- Atlantic Union Bank
- Bean Hollow Grassfed
- Bingham & Taylor
- Bold Rock Hard Cider
- Botanical Bites & Provisions, LLC
- Champion Brewing Company
- Culpeper Cheese Company
- Dominion Energy
- Gadino Cellars
- Gardens of Khmet
- Gaston & Wyatt
- Genesis Home Improvement, LLC
- KellyBronze
- LexisNexis
- MITRE
- Naked Mountain Winery & Vineyards
- Pearl Island Foods
- Rappahannock Electric Cooperative
- Seek Lavender
- Storyware
- The Farm at Sunnyside
- Thornton River Orchard & Market
- University of Virginia Community Credit Union
- 4P Foods

### Education

- Fauquier County Public Schools
- Germanna Community College
- Greene County Public Schools
- Laurel Ridge Community College
- Louisa County Public Schools
- Piedmont Virginia Community College
- Rappahannock County Public Schools



- University of Virginia

## Government

- Albemarle County
- City of Charlottesville
- Culpeper County
- Fauquier County
- Fluvanna County
- Greene County
- Louisa County
- Madison County
- Nelson County
- Orange County
- Rappahannock County
- Rappahannock-Rapidan Regional Commission
- Thomas Jefferson Planning District Commission
- Town of Culpeper

## Other

- Businesses of Rappahannock
- Central Virginia Partnership for Economic Development
- Central Virginia Small Business Development Center (CV SBDC)
- Charlottesville Area Community Foundation (CACF)
- Charlottesville Business Innovation Council (CBIC)
- Charlottesville Regional Chamber of Commerce
- Community Investment Collaborative (CIC)
- Culpeper Chamber of Commerce
- CvilleBioHub
- Fauquier Chamber of Commerce
- Fredericksburg Food Co-op
- George Washington Carver Center
- Girl Scouts of Virginia Skyline
- New Hill Development Corporation
- PATH Foundation
- Virginia Career Works – Piedmont Region

# Central VA Talent Collaborative

DRAFT

Connecting You with Qualified Students

The Central VA Talent Collaborative has workforce solutions for you! These grant-funded programs seek to build talent solutions that address regional business needs. Email each contact to learn more about how your business or organization can get involved.

## Talent Supply Connector : Apprenticeships and Internships

We work with area high schools and community colleges to create clearer pathways for both trades and professional positions in the Food & Beverage and Light Manufacturing industries.

Contact: Allyn Sinderbrand - [asinderbrand@vcwpiedmont.com](mailto:asinderbrand@vcwpiedmont.com)

## Region 9 Internship Collaborative: Internships

We provide Central Virginia businesses with tools to create high-quality, experiential learning opportunities that can lead to employment for high school, community college and University of Virginia students.

Contact: Kelvin Whitehurst - [kwhitehurst@vcwpiedmont.com](mailto:kwhitehurst@vcwpiedmont.com)

## TechLink Central VA: Entry-Level Careers

We aim to retain talent in the region by connecting University of Virginia and community college students with regional businesses that have open entry-level tech positions in the IT, Biotechnology, Financial & Business Services and Light Manufacturing industries.

Contact Mary Kay Campbell - [TechLink@centralvirginia.org](mailto:TechLink@centralvirginia.org)

**COMMONWEALTH OF VIRGINIA  
CAPACITY BUILDING CONTRACT  
NUMBER 10RC9-~~2223~~**

**July 1, ~~2021-2022~~ to June 30, ~~2022~~2023**

THIS AGREEMENT by and between the COMMONWEALTH OF VIRGINIA, DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (herein called the "Department"), Regional 9 Council (herein called "Regional Council") and the CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT (herein called the "Support Organization"), WITNESSETH THAT:

**WHEREAS**, the Support Organization has been selected by The Regional Council pursuant to the Virginia Growth and Opportunity Act for the purpose of promoting collaborative planning, economic development, or workforce activities within the region through data analysis, review of best practices, review and analysis of project proposals, and other duties as determined by the Regional Council; and

**WHEREAS**, the Support Organization desires to secure financial support from the Department on behalf of the Regional Council under the terms of the Virginia Growth and Opportunity Act; and

**WHEREAS**, the Support Organization has entered into a Memorandum of Understanding (MOU) with The Regional Council outlining their role to act as the fiduciary for the Regional Council; and

**WHEREAS**, the Department is empowered to provide state financial support to the Support Organization on behalf of the Regional Council to help them achieve the aforementioned objectives;

**NOW, THEREFORE**, the parties hereto mutually agree as follows:

**COMPENSATION**

1. Based upon the Virginia Growth and Opportunity Act and the Appropriation Act of the Commonwealth of Virginia for the ~~20202022-2022-2024~~ Biennium, as amended, the Department agrees to pay to the Organization for the fiscal year beginning July 1, ~~20212022~~, and ending June 30, ~~20222023~~, two hundred and fifty thousand dollars (\$250,000) in capacity building funds, subject to the approval of the budget submitted by the Regional Council to the GO Virginia Board and provided that the Support Organization shall meet the requirements in the GO Virginia financial manual, financial reporting documents, and those listed below.

**METHOD OF PAYMENT**

2. The Department shall obligate funds after receipt of the MOU with the Regional Council, and any other entities contracted with. Payments will require financial reports to be submitted on time and with proper documentation.

The Organization agrees to draw cash only as needed for its disbursement on a reimbursable basis.

## SCOPE OF SERVICES

3. The Support Organization shall furnish to the Department the following items during the term of this Contract, or as specified below no later than October 31, 2022:
  - a. An MOU, ~~submitted no later than October 15<sup>th</sup>, 2021. This MOU shall include~~including, at a minimum, the following information:
    1. A description of each entity included in the MOU
    2. The purpose of the MOU
    3. The agreed upon roles and responsibilities each organization will be providing to ensure project success. The roles and responsibilities should align with project goals, objectives and outputs;
    4. Describe the resources each partner would contribute to the project. This can be a time commitment, in-kind contributions, or grant funds
    5. A statement that the MOU is in compliance with the Virginia Growth and Opportunity Act.
    6. The MOU must be signed by all partners. Signatories must be officially authorized to sign on behalf of the entity and include title and entity name.
  - b. A current list of authorized signatories of the Organization, including their full name and title.
  - c. An Annual Report ~~that includes a description of~~describing the activities conducted by the ~~Support Organization~~Regional Council during the preceding fiscal year, describing how they met the provision of the Growth and Opportunity Act. This report should be submitted through DHCD's Centralized Application and Management System (CAMS) under the Reports and Communication tab.

## FINANCIAL REQUIREMENTS

4. The Support Organization must adhere to the GO Virginia Financial Manual and any updates that may occur. Updated manuals will be sent to recipients within five business days.
5. Recording and Documentation of Receipts and Expenditures
  - a. Funds awarded are to be expended only for the purposes and activities covered by the Support Organization's approved project plan and budget. The Support Organization is required to have accounting procedures that provide for accurate and timely recording of receipt of funds by source of expenditures made from such funds and unexpended balances. These records must contain information pertaining to this award, obligations, unobligated balances, assets, liabilities,

receipts and expenditures. Controls must be established which are adequate to ensure that expenditures charged to this award are for allowable purposes. Accounting records must be supported by such source documentation as bank statements, cancelled checks, invoices, paid bills, payrolls, etc.

## COMMUNICATIONS

6. Upon request of the Department, the Support Organization will promptly, and in all cases within 30 days, provide any information and/or documentation related to the Organization's use of GO Virginia funds.
- ~~7. GRANTEE agrees to recognize GO Virginia's support for its programs in all communications with the media and its marketing publications. The following statement is suggested: "This project was funded in part by GO Virginia, a state-funded initiative that strengthens and diversifies Virginia's economy and fosters the creation of higher wage jobs in strategic industries."~~
7. GRANTEE agrees to recognize GO Virginia's support for its programs in all communications with the media and its marketing publications. The following statement is suggested: "This project was funded in part by GO Virginia, a state-funded initiative administered by the Virginia Department of Housing and Community Development (DHCD) that strengthens and diversifies Virginia's economy and fosters the creation of higher wage jobs in strategic industries."

## AUDIT REQUIREMENTS

8. The Support Organization shall submit an annual audit report to the Department. Financial statements to be audited shall include a Balance Sheet, Income Statement, and a Statement of Cash Flows. Financial statements shall be in conformance with generally accepted accounting principles (GAAP) and audits are to be conducted by an Independent Certified Public Accountant (CPA). Audit reports shall be submitted to the Department no later than six months from the close of the Organization's fiscal year end.

By: \_\_\_\_\_  
Helen Cauthen, Chief Executive  
Officer/President

Date: \_\_\_\_\_

COMMONWEALTH OF VIRGINIA  
Department of Housing and  
Community Development

By: \_\_\_\_\_  
~~Erik Johnston~~ Bryan Horn, Director

Date: \_\_\_\_\_

THE REGIONAL COUNCIL

By: \_\_\_\_\_  
~~Ed Scott~~ Ray Knott, Chair

Date: \_\_\_\_\_

SUPPORT ORGANIZATION

**MEMORANDUM**

Date: October 16, 2022

To: GO Virginia Region 9 Council for October 20, 2022 - Council Meeting

From: Shannon Holland, Director GO Virginia Region 9

Re: Indirect Cost Rate – Policy or Guidance

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This memo is to request input from Council on whether a policy or guideline should be established for indirect cost rate charges in proposal budgets.

At this time, the GO Virginia Board doesn't have a policy that limits indirect cost rates for proposals. DHCD, advises that project proposals shouldn't include indirect cost rates more than 10%.

As a reference, two peer regions shared that one had a formal policy limiting indirect cost rates at 8% and another has a 10% indirect cost guideline built into their application.



## Virginia Growth and Opportunity Fund (GO Virginia)

### Talent Pathways Initiative (TPI) Planning Guidance

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#### Section I: GO Virginia Program Intent and TPI

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GO Virginia’s goal is to facilitate regional collaboration to grow and diversify the economy through supporting projects leading to the creation of more higher paying jobs through revenue derived from out-of-state sources. Programs and projects recommended by the regional councils and approved by the board shall be consistent with the strategies and targeted industry clusters outlined in each regional growth and diversification plan.

Since 2017, GO Virginia has supported many workforce development and training programs, and while several afford opportunities for duplication or scale up across regional boundaries, these projects have often been focused on specific job creation opportunities instead of leading to broader talent pathways efforts over the long term to grow and enhance the available workforce for sustainable economic growth in a region.

[House Bill 29](#), approved by the 2022 General Assembly, provided \$2.5 million to the GO Virginia State Board for planning grants to support analysis of the workforce needs of regional businesses and the identification of the skills and training that can help prepare Virginians to fill available jobs in regional markets. It is anticipated that regional councils will focus this analysis on prioritized industry clusters identified in their approved 2021 Growth and Diversification plan.

The Board envisions a planning phase and will allot each region up to \$250,000.

Using this analysis, it is anticipated that the Board, with subsequent funding, will be able to support implementation projects for talent pathways initiatives. Such efforts will seek to align training curricula with the needs of business through collaboration incentives as well as facilitate increased work-based learning experiences (internships, apprenticeships, on-the-job upskilling, and re-skilling programs) and to develop entrepreneurial talent.

#### Section II: Talent Pathways Initiative – Planning Phase

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Establishes and funds planning for a new “talent pathways” planning initiative **to foster collaboration by business and education to meet workforce needs by developing, retaining, and attracting talent to the Commonwealth** to meet the needs of Virginia businesses.

Each region will have access to up to \$250,000 to conduct a situational analysis and to support the development of a regional talent pathway strategy to support the workforce needs of priority targeted industry clusters as identified in their approved 2021 Growth and Diversification plan.





The selection of priority cluster for this initiative should be informed by an analysis of which industry clusters support the highest growth opportunities within a region.

Such grant requests shall demonstrate existing and future collaboration among stakeholders that may include primary and secondary education, higher education, businesses, local workforce boards, non-profits, and local governments as part of this analysis and for future implementation strategies.

The Board invites interested regional councils to identify an industry cluster talent coordinating entity which may apply for up to \$250,000.

With oversight by the regional councils, the coordinating entity in each region that is interested in applying will be tasked with developing a comprehensive talent pathway analysis and prioritize strategic investments with input from regional stakeholders.

To facilitate the analysis of talent pathways that support sustained economic growth and talent development and retention in the Commonwealth, planning activities must include:

- 1) Development of industry coalitions directed by industry leaders and engaging workforce system partners to guide and advise on the following:
- 2) Completion of a quantitative and qualitative situational analysis of the workforce needs for one or more high-impact industry clusters prioritized by each region,
- 3) Completion of a gap analysis related to the jobs needed to help such clusters grow,
- 4) Identification of the skills and training needed for people to fill such jobs, including those provided through high school career and technical education, credentials, certifications, apprenticeships, internships, and other degree and non-degree programs, including a gap analysis of where such programs fall short in meeting identified needs,
- 5) Development of an asset map that evaluates the region's capacity (institutions, programs) to support the identified unmet workforce needs,
- 6) Identify strategies and supporting highest-impact pathway projects for future implementation.

The Growth and Opportunity Board will waive the local match requirement and the \$1:1 matching requirement for Talent Pathways Initiative analysis and planning proposals that undertake the effort given the exceptional economic opportunity of the initiative, but will still require the minimum Code of Virginia match of half the grant (e.g. A \$250,000 request will require \$125,000 match of non-state matching sources). Any future talent pathways implementation projects will be subject to the normal matching requirements absent subsequent action by the Board or the General Assembly.

### Section III: Application Process

The application process will open upon adoption of this policy with the first grants available in December 2022, however, it is understood that not every region will be interested in or ready to apply for this funding at this time. This planning grant program shall last no longer than a year from its start date, and represent a one-time regional allocation of funds for this purpose.

The Board will accept applications for Talent Pathways Planning Initiative through Dec 2024. Any unobligated funds will be pooled for future related workforce development efforts identified by the State Board.

As Approved by the Virginia Growth and Opportunity Board  
9/13/2022



Each regional council that seeks to implement this subprogram will apply to DHCD through the Centralized Application Management System (CAMS) which is utilized for all GO Virginia funding applications. Applications shall be submitted in CAMS by the regular established application deadlines. DHCD shall develop the application and make it available on the DHCD website.

Applications submitted to DHCD for consideration will be reviewed by DHCD's GO Virginia staff in collaboration with VEDP's Office of Education Economics staff and reported to the Board for consideration at the next board meeting.



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# Regional Entrepreneurship Initiative Guidance Adopted 3.12.19

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## Virginia Growth and Opportunity Fund (GO Virginia) Regional Entrepreneurship Initiative Guidance

### Section I: GO Virginia Program Intent

GO Virginia's goal is to facilitate regional collaboration to grow and diversify the economy through supporting projects leading to the creation of more higher paying jobs through revenue derived from out-of-state sources. Programs and projects recommended by the regional councils and approved by the board shall be consistent with the strategies and targeted industry clusters outlined in the regional growth and diversification plan.

### Section II: Regional Entrepreneurship Initiative

In 2018, the Department of Housing and Community Development (DHCD) engaged TEconomy Partners, LLC to provide each GO Virginia region with an independent and objective assessment of its entrepreneurial development position, to facilitate a situational assessment of the region's entrepreneurial ecosystem, and to help identify priority actions to strengthen the ecosystem. Each region was provided with the baseline assessment that can be utilized by the regional council to develop a pipeline of initial projects to support regional entrepreneurship.

A significant finding of the TEconomy reports was that each GO Virginia region would benefit from the identification of an entrepreneurial coordinating entity to advance regional ecosystem development activities. This coordinating entity, would identify opportunities and needs within the targeted traded sectors and facilitate implementation.

Regional Councils can currently apply to the state board to utilize their per capita funding to support enhanced capacity building projects, however the match requirements make this particular initiative challenging to implement. In order to facilitate implementation of this initiative the Growth and Opportunity Board can encourage regions to consider implementation through approving specific match guidelines and guidance that is outlined below. By encouraging the use of per capita funds and approving match requirements that better fit these types of proposals, the Board can enable Regional Entrepreneurship Proposals to come forward as regions demonstrate the capacity and desire to move forward on this initiative. This initiative is not a set aside of funding, but rather a new initiative that can continue to advance based on regional priorities and capacity. Once regions finish per capita projects under this initiative, they can also apply for future per capita funding for implementation under regular program guidelines. Future implementation efforts are also eligible for competitive funding if they have an opportunity to be scaled to more than one GO Virginia region.



**DRAFT Proposals Requiring Approval of the Growth and Opportunity Board:** To enable efforts to support the Regional Entrepreneurship Initiative, the Growth and Opportunity Board authorizes DHCD to accept per capita applications that will allow regions to bring proposals to the Board for consideration with clarity on specific match requirements and guidance on information needed for the Board to consider proposals.

It is envisioned that these grants will enable the coordinating entity to:

- a) Develop a strategy for implementing the TEconomy recommendations or other concepts derived from the Stakeholder engagement process that aligns with the regional growth and diversification plan,
- b) Develop a structure for advancing the entrepreneurial ecosystem, and
- c) Develop strategies to sustain the initiative after the initial GO Virginia grant.

The coordinating entity may use a dedicated staff member or an outside consultant to assist with the delivery of the items outlined in these guidelines. Each proposed plan shall include specific deliverables and metrics which will be used to measure success.

Each regional council will provide oversight of the coordinating entity, which will provide leadership to develop projects to implement the strategies and structures identified through this process.

The Growth and Opportunity Board authorizes the following policies for Regional Entrepreneurship Initiative proposals.

1. The Board invites interested regional councils to identify a coordinating entity which may apply for up to \$300,000 in per capita funding to develop a regional entrepreneurial investment plan, based on the recommendations of TEconomy and other input from the Regional Council and interested stakeholders.
2. The \$300,000 funding amount may support the initiative for no more than two years, but Regions are encouraged to produce project outcomes quickly in order to move to implementation of the regional plan.
3. The Growth and Opportunity Board will waive the local match requirement and the \$1:1 matching requirement for all requests for Regional Entrepreneurship Initiative proposals that undertake the coordinating entity enhanced capacity building project given the exceptional economic opportunity of the initiative, but will still require the minimum code of Virginia match of half the grant (e.g. A \$300,000 request will require \$150,000 match of non-state matching sources).

### **Section III: Application Process**

Although the application process will open upon adoption of this policy with the first grants available in June 2019, it is understood that not every region will be interested in or ready to apply for this funding. Only those GO Virginia Regions that are interested and ready to pursue this funding are encouraged to apply. With oversight by the regional councils, the coordinating entity in each region that is interested in applying to complete the coordinating entity tasks will be tasked with advancing a regional entrepreneurial investment plan and prioritizing strategic investments with input from regional entrepreneurial stakeholders.



In addition to the strategies and structure to be developed through this grant, these regional entrepreneurial investment plans should present potential pipeline projects that will fill the identified gaps, including recommended leadership, potential sources of matching funds, and timeline for implementation.

Each regional council that seeks to implement this subprogram will apply to DHCD through the Centralized Application Management System (CAMS) which is utilized for all GO Virginia funding applications. Applications shall be submitted in CAMS by the established quarterly deadlines for per capita funds. Regional councils will be asked to answer the following questions:

1. Who is the regional coordinating entity for this initiative?
2. Who is the primary point of contact?
3. What process did the regional council utilize to identify and select their coordinating entity?
4. Were all entities interested in serving in a coordinating role considered and what criteria was applied to determine the most appropriate coordinating entity? The Regional Council must utilize a selection process that ensures competing organizations are encouraged to strengthen regional collaboration through this application process. Documentation of the selection process must be included in the application.
5. What qualifications were considered and why was this entity selected?
6. What experience does the coordinating entity have in entrepreneurial ecosystem development?
7. Will the regional coordinating entity utilize existing capacity, or create new position(s) for this effort?
8. How will the regional council financially sustain the coordinator's efforts beyond this GO Virginia funding?
9. Outline the method that the regional council will use to oversee the coordinating entity and which will actively work to develop potential projects for future funding.
10. Attachment: Project Metrics and Outcomes
11. Attachment: Project Timeline with Milestones
12. Attachment: Project Budget

Applications submitted to DHCD for consideration will be reviewed by DHCD's GO Virginia staff and reported to the board for consideration at the next board meeting.