



REGION 9 COUNCIL

JANUARY 27, 2023

9:30 am to 11:30 am

Laurel Ridge Community College – Hazel Hall, 6480 College Street, Warrenton, VA

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** **Ray Knott**
- 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. MEMO: FY 2022 Capacity Building Budget – adjustment request
 - d. Dashboard
 - e. Director Report
- 5. Updates from Committees, Task Forces, Council Members, if any** **Ray Knott**
 - a. Entrepreneurship Task Force Meeting, November 15, 2022 - Jim Cheng
 - b. Nominating Committee – Brian Cole
 - c. Legislative Update - Ed Scott
 - d. Statewide Grants
 - GENEDGE - Tom Click
 - VA BioConnect – Ray Knott
- 7. Proposal Review – Action Item** **Ray Knott**
 - CvilleBioLab
 - Rural Entrepreneur Ecosystem Building (Connection Project)
- 8. Regional Entrepreneurship Initiative (REI) – Action Item** **Ray Knott**
- 9. Project Updates**
 - Technology Academies - Dr. Craig Santicola, Dean of Professional Programs, Laurel Ridge Community College
 - Venture Central – Rahul Keshap, Interim Director, Venture Central
 - Region 9 Talent Collaborative – Helen Cauthen, President, Central Virginia Partnership

10. Project Pipeline - Discussions

Ray Knott

- Talent Pathways Initiatives (TPI)
- Site Readiness
- Entrepreneurship
- Cluster Scale Up
- Other

11. Chair Update

Ray Knott

- Meeting with Secretary Merrick
- Joint Legislative Audit and Review Commission (JLARC) – Effectiveness of the Virginia Growth and Opportunity Program (November 7, 2022)
- Growth Plan Update - 2023

12. Other Business

Ray Knott

Adjourn

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

Time: Jan 27, 2023 09:30 AM Eastern Time (US and Canada)

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Region 9 Council Meeting PUBLIC COMMENT FORM



Provide your public comments below. These comments will be read during Region 9 Council Meeting for which they are submitted. Simply email completed form to sholland@centralvirginia.org with the subject line "Region 9 Meeting Public Comments" and include the meeting date. Submissions will be accepted until at 7:00 a.m. on the day of the meeting.

Name: _____

Organization: _____

Email: _____

Comments in the area below:



GO VIRGINIA REGIONAL COUNCIL 9

OCTOBER 20, 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

Attending Council Members: 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; Jim Crozier, Orange County; Ed Dalrymple, Jr., Cedar Mountain Stone; Christine Jacobs, Thomas Jefferson Planning District Commission; Pace Lochte, UVA Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission (Treasurer); Tony O'Brien, Fluvanna County; Paige Read, Town of Culpeper; Jean Runyon, Piedmont Virginia Community College; Ed Scott, EcoSeptix Alliance

Absent Council Members: Rob Archer, Codebase Coworking; Brian Cole, LexisNexis Reed Tech; Christian Goodwin, Louisa County; Yolunda Harrell, Taste of Home; Felix Sarfo-Kantanka, Jr., Dominion Energy; Francoise Seillier-Moiseiwitch, Revalation Vineyards; Andy Wade, Louisa County; Jonathon Weakley, Madison County

Staff: Helen Cauthen, Shannon Holland, Thomas Best

Guests: Tracey Gardner, Madison County; Roger Johnson, Albemarle County; Allyn Sinderbrand, Virginia Career Works – Piedmont Region; Candace Spence, Central Virginia Partnership for Economic Development

I. Welcome

Ray Knott called the meeting to order at 9:32 a.m.

II. Pledge of Allegiance

The Pledge of Allegiance was performed.

III. Roll Call

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

IV. Public Comment

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

V. Council Business – Action Item

Ray Knott stated the six 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 October 7, 2022, including these highlights:

- Region 9's Statement of Financial Position shows there is about \$250 in the GO Virginia operating account. There is just under \$40,000 in accounts receivable and a similar amount in accounts payable.
- Region 9's FY 2022 capacity building budget has been 35% expended as of August 2022. The largest expense is staff salaries, which will decrease as more time is charged to new projects. The FY22 planning budget will be leveraged to support the Rappahannock-Rapidan Regional Commission's and Thomas Jefferson Planning District Commission's preparation of Comprehensive Economic Development Strategies (CEDs).
- Region 9's Statement of Income and Expense shows the amounts awarded and expended through August 31, 2022 for four GO Virginia projects with recent financial activity. Five new projects will be added to the next Treasurer Report.

c.) Dashboard

Ray Knott noted the *Recaptured* column on the funding dashboard reflects a sweep of unobligated balances from prior fiscal years by the General Assembly. The Economic Resilience and Recovery (ERR) program has expired and the funding is longer available. The Department of Housing and Community Development recently returned \$295,004 to Region 9's FY 2023 per capita fund. This amount reflects all per capita funds awarded and not expended before project closeout. ERR funds awarded and not expended by project closeout reverted to GO Virginia's statewide competitive fund. Region 9 currently has just over \$1,000,000 available for projects. Ed Dalrymple and Pace Lochte asked clarifying questions about the dashboard.

d.) Director Report

Shannon Holland noted two attachments to the Director Report, including a list of partners engaged during project development during the previous fiscal year and a promotional flyer developed to clarify activities of the three new talent development efforts in Region 9. Allyn Sinderbrand, Virginia Career Works – Piedmont Region, was introduced as the Talent Supply Connector project's point of contact. Helen Cauthen, Central Virginia Partnership, provided a brief update on the Tech Talent Retention project, which is being marketed as TechLink Central VA.

e.) Capacity Building Contract – FY 23

Helen Cauthen presented a newer version of the FY 2023 capacity building contract that had more recently been approved by the Central Virginia Partnership Executive Committee. Jim Crozier suggested a best practice would be not allowing any changes to

the FY 2023 capacity building contract after the Region 9 Council votes to approve the updated version. Any additional changes would need to go before the Council.

f.) **Memo: Indirect Cost Rate**

Ray Knott requested Council input on how staff should handle indirect cost rates when developing projects. Patrick Mauney and Ed Dalrymple noted a 10% indirect cost rate is relatively low, however, it was not that unusual for indirect cost rates to be capped at this amount. Council members discussed whether the directive should be a policy or guidelines. It was agreed that in general a guideline allowed more flexibility.

Tom Click made a motion to approve the Council Business including approving the updated FY 2023 capacity building contract provided and to implement the indirect cost rate at 10% as a guideline instead of a policy. Jim Crozier seconded the motion. The motion carried.

VI. Updates from Committees and Task Forces, if any

There were no committee updates.

VII. Comprehensive Economic Development Strategy (CEDS) – Update

Patrick Mauney, Rappahannock-Rapidan Regional Commission, updated that the RRRC and the Thomas Jefferson Planning District Commission received eight request for proposal (RFP) responses. Helen Cauthen and Shannon Holland are participating in the review process. The RFP outlined three primary responsibilities, including a CEDS plan for each planning district commission and a “super region” summary report. Both organizations hope to award contracts before Thanksgiving, with the bulk of the work occurring in 2023. Council members were invited to participate on strategy committees which will be guiding the planning process.

VIII. Project Pipeline – Discussions

• **Talent Pathways Initiatives**

Shannon Holland presented on GO Virginia’s new Talent Pathways Initiative (TPI). This special funding could be used to conduct a situational analysis of existing conditions and to support the development of a regional talent pathway strategy to support the workforce needs of priority targeted industry clusters as identified in Region 9’s 2021 Growth & Diversification Plan Update. In general, Council members agreed to prioritize the Biomedical & Biotechnology, Financial & Business Services, and IT & Communications sectors in this body of work. Slides are posted with these Minutes at www.GOVirginia9.org/calendar

• **Site Readiness**

Shannon Holland provided an update on site readiness in Region 9 and opportunities to leverage GO Virginia funding. Council members discussed ways to advance objective, data-driven site prioritization efforts. Emphasis will be placed on regionally significant sites that serve Region 9’s target sectors. Opportunities to engage local Boards of Supervisors regarding site readiness will also be explored. Several planning grant concepts were discussed, such as, planning grants to evaluate the current list of



available sites for target sectors or a plan for GO Virginia site investments in the region. Slides are posted with these Minutes at www.GOVirginia9.org/calendar

- **Entrepreneurship**

Shannon Holland provided an overview of Region 9’s entrepreneurship focus areas and requested guidance from the Council on project pipeline development. Opportunities aligned with the “Venture Hub” Business Plan (Oct. 2019) and the Rural Entrepreneurship Report (Feb. 2020) are currently being prioritized. Through GO Virginia’s Regional Entrepreneurship Initiative (REI), the Region 9 Council has the opportunity to identify an entrepreneurial coordinating entity which may apply for up to \$300,000 of existing per capita funds to develop and implement a regional entrepreneurial investment plan and advance regional ecosystem development activities. The Council suggested that the Entrepreneurship Task Force should convene at a later date to discuss ways to support regional entrepreneurship and reevaluate the REI initiative for Region 9. Slides are posted with these Minutes at www.GOVirginia9.org/calendar

- **Other**

There was no other discussion.

IX. Chair Update

No new updates were reported.

X. Other Business

There was no other business.

XI. Adjourn

Tony O’Brien made a motion to adjourn. Patrick Mauney seconded the motion. The motion carried and the meeting adjourned at 11:28 a.m.

GO Virginia
Statement of Financial Position
As of November 30, 2022

| | Nov 30, 2022 |
|---|---------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 11200 · GO VA Operating Account - Union | 21,123.08 |
| Total Checking/Savings | 21,123.08 |
| Accounts Receivable | |
| 11000 · Accounts Receivable | 118,345.35 |
| Total Accounts Receivable | 118,345.35 |
| Total Current Assets | 139,468.43 |
| TOTAL ASSETS | 139,468.43 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 20002 · Accounts Payable | 4,090.88 |
| 20004 · Due to CVPED | 135,205.34 |
| Total Accounts Payable | 139,296.22 |
| Other Current Liabilities | |
| 25500 · Unearned Rev - Advanced Funds | 167.51 |
| Total Other Current Liabilities | 167.51 |
| Total Current Liabilities | 139,463.73 |
| Total Liabilities | 139,463.73 |
| Equity | |
| 32000 · Unrestricted Net Assets | 4.70 |
| Net Income | 0.00 |
| Total Equity | 4.70 |
| TOTAL LIABILITIES & EQUITY | 139,468.43 |

GO Virginia
Statement of Financial Position
As of January 13, 2023

| | Jan 13, 2023 |
|---|------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 11200 · GO VA Operating Account - Union | 246.30 |
| Total Checking/Savings | 246.30 |
| Accounts Receivable | |
| 11000 · Accounts Receivable | 53,903.71 |
| Total Accounts Receivable | 53,903.71 |
| Total Current Assets | 54,150.01 |
| TOTAL ASSETS | 54,150.01 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 20002 · Accounts Payable | - |
| 20004 · Due to CVPED | 53,977.80 |
| Total Accounts Payable | 53,977.80 |
| Other Current Liabilities | |
| 25500 · Unearned Rev - Advanced Funds | 167.51 |
| Total Other Current Liabilities | 167.51 |
| Total Current Liabilities | 54,145.31 |
| Total Liabilities | 54,145.31 |
| Equity | |
| 32000 · Unrestricted Net Assets | 4.70 |
| Net Income | 0.00 |
| Total Equity | 4.70 |
| TOTAL LIABILITIES & EQUITY | 54,150.01 |

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)

TOTAL FY2022 SPENDING: June 2022 through November 2022

| | Capacity Building | | | |
|---|--------------------|-------------|-------------|-------------|
| | June '22 - Nov '22 | Budget | % of Budget | Remaining |
| Income | | | | |
| 41520 · State Grants | 100,665.63 | 250,000.00 | 40.27% | 149,334.37 |
| Total Income | 100,665.63 | 250,000.00 | 40.27% | 149,334.37 |
| Gross Profit | 100,665.63 | 250,000.00 | 40.27% | 149,334.37 |
| Expense | | | | |
| 01250 · General Administration | 10,845.80 | 25,000.00 | 43.38% | 14,154.20 |
| 54400 · Project Support expenses | | | | |
| 54426 · Audit | 400.00 | 7,000.00 | 5.71% | 6,600.00 |
| 54430 · Contract Services | 391.41 | 500.00 | 78.28% | 108.59 |
| 54449 · Meetings and Facilitation | 590.00 | 5,000.00 | 11.8% | 4,410.00 |
| 54450 · Supplies | 1,295.85 | 1,500.00 | 86.39% | 204.15 |
| 54451 · Travel | 377.44 | 2,500.00 | 15.1% | 2,122.56 |
| 54452 · Rent/Lease | 4,569.24 | 11,500.00 | 39.73% | 6,930.76 |
| 54453 · Salaries | 81,695.89 | 175,000.00 | 46.68% | 93,304.11 |
| 54457 · Marketing/Advertising/Promotion | 500.00 | 5,000.00 | 10.0% | 4,500.00 |
| 54462 · Legal Expenses | 0.00 | 250.00 | 0.0% | 250.00 |
| 54464 · Taxes & Insurance | 0.00 | 1,000.00 | 0.0% | 0.00 |
| Total 54400 · Project Support expenses | 89,819.83 | 209,250.00 | 42.93% | 119,430.17 |
| 54500 · Planning expenses | | | | |
| 54501 · Contract Services | 0.00 | 250.00 | 0.0% | 250.00 |
| 54502 · Technical Assistance | 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 |
| Total 54400 · Planning expenses | 0.00 | 15,750.00 | 0.0% | 15,750.00 |
| Total Expense | 100,665.63 | 250,000.00 | 40.27% | 149,334.37 |
| Net Income | 0.00 | 0.00 | 0.0% | 0.00 |

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

| | Accelerating Sites | | | Project Future | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| | (Projects) | | | (Projects) | | |
| | Feb 22 - Nov 22 | Budget | % of Budget | Sept 21 - Nov 22 | Budget | % of Budget |
| Income | | | | | | |
| 41520 · State Grants | 181,748.15 | 786,333.00 | 23.11% | 147,633.22 | 148,689.00 | 99.29% |
| Total Income | <u>181,748.15</u> | <u>786,333.00</u> | <u>23.11%</u> | <u>147,633.22</u> | <u>148,689.00</u> | <u>99.29%</u> |
| Gross Profit | 181,748.15 | 786,333.00 | 23.11% | 147,633.22 | 148,689.00 | 99.29% |
| Expense | | | | | | |
| 01250 · General Administration | 6,115.15 | 10,000.00 | 61.15% | 11,013.92 | 11,014.00 | 100.0% |
| 54000 · Program expenses | | | | | | |
| 54400 · Project related expenses | | | | | | |
| 54425 · Architectural and Engineering | 175,633.00 | 776,333.00 | 22.62% | | | |
| 54430 · Contract Services | | | | 2,656.59 | 2,656.59 | 100.0% |
| 54440 · Equipment | | | | 5,382.43 | 6,197.99 | 86.84% |
| 54447 · Other - Programming | | | | | | |
| 54451 · Travel | | | | 5,164.53 | 5,404.68 | 95.56% |
| 54452 · Rent/Lease | | | | | | |
| 54453 · Salaries | | | | 95,128.63 | 95,128.64 | 100.0% |
| 54455 · Fringe Benefits | | | | 28,287.12 | 28,287.10 | 100.0% |
| 54462 · Legal Expenses | | | | | | |
| 54463 · Other - Outreach and Promotion | | | | | | |
| 54465 · Other - Collaboration | | | | | | |
| 54466 · Other - Management & General | | | | | | |
| Total 54400 · Project related expenses | <u>175,633.00</u> | <u>776,333.00</u> | <u>22.62%</u> | <u>136,619.30</u> | <u>137,675.00</u> | <u>99.23%</u> |
| Total 54000 · Program expenses | <u>175,633.00</u> | <u>776,333.00</u> | <u>22.62%</u> | <u>136,619.30</u> | <u>137,675.00</u> | <u>99.23%</u> |
| Total Expense | <u>181,748.15</u> | <u>786,333.00</u> | <u>23.11%</u> | <u>147,633.22</u> | <u>148,689.00</u> | <u>99.29%</u> |
| Net Income | <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 November 30, 2022**

| | Venture Central | | | Carver Food | | |
|---|-----------------|-------------|-------------|-----------------|-------------|-------------|
| | (Projects) | | | (Projects) | | |
| | Mar 21 - Nov 22 | Budget | % of Budget | Nov 22 - Nov 22 | Budget | % of Budget |
| Income | | | | | | |
| 41520 · State Grants | 109,197.83 | 300,000.00 | 36.4% | 186.22 | 199,727.00 | 0.09% |
| Total Income | 109,197.83 | 300,000.00 | 36.4% | 186.22 | 199,727.00 | 0.09% |
| Gross Profit | 109,197.83 | 300,000.00 | 36.4% | 186.22 | 199,727.00 | 0.09% |
| Expense | | | | | | |
| 01250 · General Administration | 10,159.82 | 22,222.00 | 45.72% | 186.22 | 14,795.00 | 1.26% |
| 54000 · Program expenses | | | | | | |
| 54400 · Project related expenses | | | | | | |
| 54425 · Architectural and Engineering | | | | | | |
| 54430 · Contract Services | 80,600.00 | 203,778.00 | 39.55% | | | |
| 54440 · Equipment | 0.00 | 6,000.00 | 0.0% | 0.00 | 184,932.00 | 0.0% |
| 54447 · Other - Programming | 17,559.79 | 36,000.00 | 48.78% | | | |
| 54451 · Travel | 878.22 | 5,000.00 | 17.56% | | | |
| 54452 · Rent/Lease | 0.00 | 12,000.00 | 0.0% | | | |
| 54453 · Salaries | | | | | | |
| 54455 · Fringe Benefits | 0.00 | 5,000.00 | 0.0% | | | |
| 54462 · Legal Expenses | 0.00 | 10,000.00 | 0.0% | | | |
| 54463 · Other - Outreach and Promotion | | | | | | |
| 54465 · Other - Collaboration | | | | | | |
| 54466 · Other - Management & General | | | | | | |
| Total 54400 · Project related expenses | 99,038.01 | 277,778.00 | 35.65% | 0.00 | 184,932.00 | 0.0% |
| Total 54000 · Program expenses | 99,038.01 | 277,778.00 | 35.65% | 0.00 | 184,932.00 | 0.0% |
| Total Expense | 109,197.83 | 300,000.00 | 36.4% | 186.22 | 199,727.00 | 0.09% |
| Net Income | 0.00 | 0.00 | 0.0% | 0.00 | 0.00 | 0.0% |

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

| | Tech Academies | | | BEACON's Kitchen | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| | (Projects) | | | (Projects) | | |
| | Jul '22 - Nov 22 | Budget | % of Budget | Oct '22 - Nov 22 | Budget | % of Budget |
| Income | | | | | | |
| 41520 · State Grants | 999.64 | 402,075.00 | 0.25% | 937.21 | 189,000.00 | 0.5% |
| Total Income | <u>999.64</u> | <u>402,075.00</u> | <u>0.25%</u> | <u>937.21</u> | <u>189,000.00</u> | <u>0.5%</u> |
| Gross Profit | 999.64 | 402,075.00 | 0.25% | 937.21 | 189,000.00 | 0.5% |
| Expense | | | | | | |
| 01250 · General Administration | 999.64 | 29,783.00 | 3.36% | 937.21 | 14,000.00 | 6.69% |
| 54000 · Program expenses | | | | | | |
| 54400 · Project related expenses | | | | | | |
| 54425 · Architectural and Engineering | | | | | | |
| 54430 · Contract Services | | | | 0.00 | 48,000.00 | 0.0% |
| 54440 · Equipment | 0.00 | 329,360.00 | 0.0% | 0.00 | 75,000.00 | 0.0% |
| 54447 · Other - Programming | | | | | | |
| 54451 · Travel | | | | 0.00 | 2,000.00 | 0.0% |
| 54452 · Rent/Lease | | | | | | |
| 54453 · Salaries | 0.00 | 42,932.00 | 0.0% | 0.00 | 35,000.00 | 0.0% |
| 54455 · Fringe Benefits | | | | 0.00 | 15,000.00 | 0.0% |
| 54462 · Legal Expenses | | | | | | |
| 54463 · Other - Outreach and Promotion | | | | | | |
| 54465 · Other - Collaboration | | | | | | |
| 54466 · Other - Management & General | | | | | | |
| Total 54400 · Project related expenses | <u>0.00</u> | <u>372,292.00</u> | <u>0.0%</u> | <u>0.00</u> | <u>175,000.00</u> | <u>0.0%</u> |
| Total 54000 · Program expenses | <u>0.00</u> | <u>372,292.00</u> | <u>0.0%</u> | <u>0.00</u> | <u>175,000.00</u> | <u>0.0%</u> |
| Total Expense | <u>999.64</u> | <u>402,075.00</u> | <u>0.25%</u> | <u>937.21</u> | <u>189,000.00</u> | <u>0.5%</u> |
| Net Income | <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 November 30, 2022**

| | Talent Supply Connector | | | Tech Talent Retention | | |
|---|-------------------------|--------------------|--------------------|-----------------------|--------------------|--------------------|
| | (Projects) | | | (Projects) | | |
| | Sep '22 - Nov 22 | Budget | % of Budget | Sep '22 - Nov 22 | Budget | % of Budget |
| Income | | | | | | |
| 41520 · State Grants | 24,628.16 | 391,528.00 | 6.29% | 30,702.62 | 307,800.00 | 9.98% |
| Total Income | <u>24,628.16</u> | <u>391,528.00</u> | <u>6.29%</u> | <u>30,702.62</u> | <u>307,800.00</u> | <u>9.98%</u> |
| Gross Profit | 24,628.16 | 391,528.00 | 6.29% | 30,702.62 | 307,800.00 | 9.98% |
| Expense | | | | | | |
| 01250 · General Administration | 1,998.31 | 23,616.00 | 8.46% | 1,878.74 | 22,800.00 | 8.24% |
| 54000 · Program expenses | | | | | | |
| 54400 · Project related expenses | | | | | | |
| 54425 · Architectural and Engineering | | | | | | |
| 54430 · Contract Services | 0.00 | 45,000.00 | 0.0% | 2,508.77 | 20,000.00 | 12.54% |
| 54440 · Equipment | | | | | | |
| 54447 · Other - Programming | | | | | | |
| 54451 · Travel | | | | 225.38 | 3,200.00 | 7.04% |
| 54452 · Rent/Lease | 774.64 | 10,000.00 | 7.75% | 965.11 | 10,000.00 | 9.65% |
| 54453 · Salaries | 16,870.50 | 240,000.00 | 7.03% | 13,755.20 | 144,300.00 | 9.53% |
| 54455 · Fringe Benefits | 3,125.56 | 55,200.00 | 5.66% | 4,271.13 | 31,500.00 | 13.56% |
| 54462 · Legal Expenses | | | | | | |
| 54463 · Other - Outreach and Promotion | | | | 5,203.16 | 33,500.00 | 15.53% |
| 54465 · Other - Collaboration | | | | | 27,500.00 | 0.0% |
| 54466 · Other - Management & General | 1,859.15 | 17,712.00 | 10.5% | 1,895.13 | 15,000.00 | 12.63% |
| Total 54400 · Project related expenses | <u>22,629.85</u> | <u>367,912.00</u> | <u>6.15%</u> | <u>28,823.88</u> | <u>285,000.00</u> | <u>10.11%</u> |
| Total 54000 · Program expenses | <u>22,629.85</u> | <u>367,912.00</u> | <u>6.15%</u> | <u>28,823.88</u> | <u>285,000.00</u> | <u>10.11%</u> |
| Total Expense | <u>24,628.16</u> | <u>391,528.00</u> | <u>6.29%</u> | <u>30,702.62</u> | <u>307,800.00</u> | <u>9.98%</u> |
| Net Income | <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 November 30, 2022**

| | Total Projects | | |
|---|--------------------|---------------------|--------------------|
| | Sept 21 - Nov 22 | Budget | % of Budget |
| Income | | | |
| 41520 · State Grants | 496,033.05 | 2,725,152.00 | 18.2% |
| Total Income | <u>496,033.05</u> | <u>2,725,152.00</u> | <u>18.2%</u> |
| Gross Profit | 496,033.05 | 2,725,152.00 | 18.2% |
| Expense | | | |
| 01250 · General Administration | 33,289.01 | 148,230.00 | 22.46% |
| 54000 · Program expenses | | | |
| 54400 · Project related expenses | | | |
| 54425 · Architectural and Engineering | 175,633.00 | 776,333.00 | 22.62% |
| 54430 · Contract Services | 85,765.36 | 319,434.59 | 26.85% |
| 54440 · Equipment | 5,382.43 | 601,489.99 | 0.9% |
| 54447 · Other - Programming | 17,559.79 | 36,000.00 | 48.78% |
| 54451 · Travel | 6,268.13 | 15,604.68 | 40.17% |
| 54452 · Rent/Lease | 1,739.75 | 32,000.00 | 5.44% |
| 54453 · Salaries | 125,754.33 | 557,360.64 | 22.56% |
| 54455 · Fringe Benefits | 35,683.81 | 134,987.10 | 26.44% |
| 54462 · Legal Expenses | 0.00 | 10,000.00 | 0.0% |
| 54463 · Other - Outreach and Promotion | 5,203.16 | 33,500.00 | 15.53% |
| 54465 · Other - Collaboration | 0.00 | 27,500.00 | 0.0% |
| 54466 · Other - Management & General | 3,754.28 | 32,712.00 | 11.48% |
| Total 54400 · Project related expenses | <u>462,744.04</u> | <u>2,576,922.00</u> | <u>17.96%</u> |
| Total 54000 · Program expenses | <u>462,744.04</u> | <u>2,576,922.00</u> | <u>17.96%</u> |
| Total Expense | <u>496,033.05</u> | <u>2,725,152.00</u> | <u>18.2%</u> |
| Net Income | <u><u>0.00</u></u> | <u><u>0.00</u></u> | <u><u>0.0%</u></u> |



MEMORANDUM

Date: January 27, 2023

To: GO Virginia Region 9 Council for January 27, 2023 Council Meeting

From: Shannon Holland, Director GO Virginia Region 9
Helen Cauthen, President, Central Virginia Partnership
Rahul Maitra, Finance Director, Central Virginia Partnership

Re: FY 2022 Capacity Building Budget – adjustment request

This is a request for approval from the Region 9 Council to make a slight adjustment to the FY 2022 Capacity Building budget, as follows:

Move \$1,000 from Taxes and Insurance and add \$500 to Supplies and \$500 to Contract Services.

Staff unexpectedly needed to replace a computer from the Supplies category and the Contract Services amount was under budgeted based on the current expense rates.

This revision has been discussed with the Partnership Finance Director and President.

FUNDING DASHBOARD
Region 9 - Piedmont Opportunity Corridor
As of April 19, 2021

PER CAPITA FUNDING (Regional)

| FY July 1- June 30 | Per Capita/ECB Allocation | Added from Capacity Building | Rollover from prior year | Total Available for Projects | YTD Total Awarded | Returned after Project Closeouts | Funds Available (if not used carried forward to next FY) |
|--------------------------|------------------------------|------------------------------------|-----------------------------|---------------------------------|-------------------|--|--|
| FY2018 | 546,301 | 250,000 | | 796,301 | 727,447 | | 0 |
| FY2019 | 1,000,000 | 0 | 68,854 | 1,168,204 | 1,159,550 | | 0 |
| FY2020 | 1,000,000 | 0 | 8,654 | 1,008,654 | 647,500 | | 0 |
| FY2021 | 1,000,000 | 0 | 361,154 | 1,594,698 | 399,500* | 233,544** | 1,195,198 |

*FY21: Business Driven Workforce Recovery \$99,500 (ECB); Venture Central \$300,000 (Implementation)

**Returned: Higher Paying Jobs and Adult Beverage Exports - \$220,127.97; Youth Entrepreneurs Program Resource (ECB) - \$10,241.49; Central VA Site Readiness (ECB) - \$3,174.74; CvilleBioHub (ECB) - \$0.09

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

| FY | ERR Allocation* | Rollover from prior year | Total Available for Projects | YTD Total Awarded | Returned after Project Closeouts | Funds Remaining |
|--------|--------------------|-----------------------------|------------------------------|-------------------|-------------------------------------|-----------------|
| FY2021 | 1,000,000, | 0 | 1,000,000 | 431,500 | | 568,500 |

FY 21 ERR-FAST ACCESS: Project Rebound \$80,000; Project Reconnect \$99,500; Crafting a New Normal \$44,000; Connector Platform \$76,500

FY 21 ERR: \$131,500 for Business Digital Resiliency



DIRECTOR UPDATE
REGIONAL COUNCIL 9 MEETING
UPDATED: JANUARY 20, 2023
MEETING: JANUARY 27, 2023

Project Performance Monitoring:

GO Virginia Quarterly Progress Reports for Q4 2022 due on January 20, 2023:

- Accelerating Regionally Significant Sites | Central Virginia Partnership
- BEACON's Kitchen | New Hill Development
- Carver Food Business Incubator | Culpeper County
- Talent Supply Connector | Virginia Career Works – Piedmont Region
- Tech Talent Retention | Central Virginia Partnership
- Technology Academies | Laurel Ridge Community College Foundation
- Venture Central | Charlottesville Regional Chamber of Commerce

Project Updates:

Budget Changes

- Future of Workforce: revised approved local match categories to include Contract Services and Equipment to ensure subgrantees ability to meet revised \$8,500 match requirement

Contract Changes

- Extensions: Venture Central extended from 2/28/2023 to 8/31/2023
- Outcomes/Deliverables Changes: n/a
- Milestones: Venture Central milestones recast for project extension

Project Closeouts

- Completed: Future of Work (Fiscal and Performance)
- In Progress: n/a
- Funds Not Spent at Closeout: n/a
- Upcoming Contract End Dates: n/a

Key Staff Activity:

- Promote and hire Grant Program Coordinator
- Convene Entrepreneurship Task Force on 11/15/2022
- Score CEDs RFPs
- Participate at Let's Get Connected – Talent Supply Connector kickoff meeting, October 24
- Participate at UVA Foundation Strategic Planning Session
- Project pipeline development
- Participate at regional economic development monthly meetings hosted by Partnership
- Track statewide projects
- Finalized Capacity Building Contract
- Participated with Central Virginia Talent Collaborative
- Participate on SCHEV funded Region 9 Internship Collaborative Quarterly Meeting
- Present at Leadership Academy for Charlottesville Area Association of Realtor's'

LinkedIn:

- Followers: 331 (+5.8%)

Upcoming Dates

- **GO Virginia Board Meetings:** March 14, 2023
- **Region 9 Council Meetings:** April 21, 2023
- **Next Region 9 Project Application Deadline:** March 21, 2023

ATTACHMENTS:

- n/a



Retooling Virginia Manufacturers for Strategic Industries:Regional Snapshot – PHASE 2 & PHASE 3

Current as of January 2, 2023

Applications are no longer being accepted

Advisory Committee Meetings: 2nd Monday of even months from 2:00-3:00pm; GENEDGE Richmond, VA Remote participation available for GoVA regional advisors and all non-voting attendees

Phase 2 Summary

Client Showcase: https://genedge.org/go-virginia-retooling-virginia-manufacturers-strategic-industries-program#client_showcase

- Application Count: 49
- Assessments Complete: 42
- Approved Companies: 40
- Total Companies participating: 34 (six self-removed due to supply chain, company reorganization, or management changes)
- Total Funding Amounts: Not to Exceed of \$75K for each approved company (90/10 grant/company split).
- All Commercialization Plans complete (1 company self-selected to drop out during this phase)
- Not all companies will use the full NTE funding amount; funds will continue to be allocated as allowed based on Advisory Committee and GO Virginia approval

Phase 3 Summary

- Seven companies were approved for additional funding during a special called meeting in November. The companies were selected based on a competitive proposal process.

Program question or comment? Contact Cheryl Carrico, Program Manager at ccarrico@genedge.org or 276.525.0088

Region 8

Contracts in work: 0
Number fully under contract: 1
Number closed: 1
Total: 2

Region 7

Contracts in work: 1
Number fully under contract: 2
Number closed: 0
Total: 3

Region 2

Contracts in work: 1
Number fully under contract: 1
Number closed: 0
Total: 2

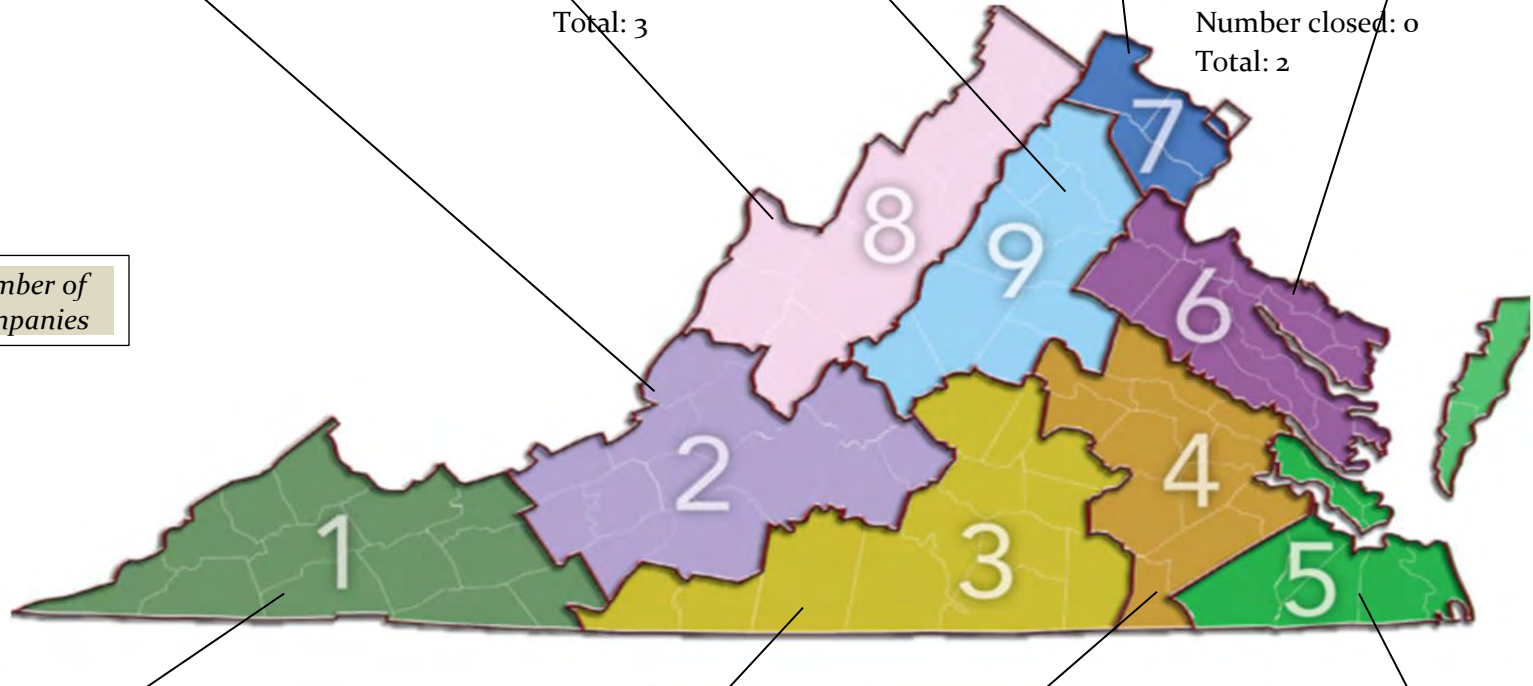
Region 9

Contracts in work: 0
Number fully under contract: 2
Number closed: 1
Total: 3

Region 6

Contracts in work: 0
Number fully under contract: 2
Number closed: 0
Total: 2

Number of Companies



Region 1

Contracts in work: 1
Number fully under contract: 7
Number closed: 0
Total: 8

Region 3

Contracts in work: 0
Number fully under contract: 3
Number closed: 1
Total: 4

Region 4

Contracts in work: 0
Number fully under contract: 3
Number closed: 0
Total: 3

Region 5

Contracts in work: 3
Number fully under contract: 3
Number closed: 0
Total: 6

*Process flow is from Approved → contracts in work → fully under contract → closed. Data are from Phase 2 & Phase 3



CvilleBioLab Proposal Review Summary

Project Name: CvilleBioLab

Applicant: CvilleBioHub

Contact Name: Nikki Hastings, PhD

Grant Amount Requested: \$100,000 for 9 months

Match Amount Proposed: \$50,000

Localities Engaged: Counties of Albemarle and Louisa; City of Charlottesville

Match Verification Form: Quantitative Foundation

***Letters of Support:** AgroSpheres, Rivanna, South Duvall, Quantitative Foundation, UVA Economic Development; UVA Licensing & Ventures Group; UVA Engineering & Applied Science

*** Additional Letters of Support** have been received from: UVA Biomedical Engineering; City of Charlottesville, County of Albemarle; Central Virginia Partnership

PROPOSAL: CvilleBioHub is requesting \$100,000 of GO Virginia funds for a nine-month period leveraged by \$50,000 in cash match from Quantitative Foundation. This planning grant will enable CvilleBioHub to prepare internal processes, fiscal systems, and tenant outreach and recruiting plans to commence wet lab incubator/accelerator operations for up to eight companies as soon as space is available for occupancy (anticipated in early 2024). The requested funds will partially support Salaries/Fringe (\$52,000), Fiscal Services (\$5,000), Indirect Costs (\$9,000), Rent/Lease (\$9,000), Impact Study Update (\$9,000), and Contract Services (\$4,000). The remaining \$12,000 is for Grant Management by CVPED. Matching funds will be used for Legal Expenses, Website updates, Contract Services and Salaries. An Advisory Board for this project will include local economic development and other key partners. A two-year implementation grant is expected to follow this planning grant.

REVIEWERS: 7

Reviewers identified project as meeting the following goals:

| State Goals: | # of reviewers that selected attribute |
|---|--|
| Higher Paying Jobs | ✓✓✓✓✓ |
| Out of State Investment | ✓✓✓✓ |
| Transformative Project | ✓✓✓✓✓✓✓ |
| Collaboration between government, business, education, etc. | ✓✓✓✓✓✓ |
| Region 9 Project Categories: | |
| Talent Development | ✓✓✓✓✓✓✓ |
| Innovation/Entrepreneurship | ✓✓✓✓✓✓✓ |
| Growing Existing Business | ✓✓✓✓✓ |
| Sites | |
| Region 9 Target Industries: | |
| Information Technology | |
| Food & Beverage Mfg | |
| Financial & Business Services | |
| Light Mfg | |
| Biotechnology | ✓✓✓✓✓✓✓ |
| Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget. | ✓✓✓✓ |

Average Score (rounded) / Total Points Available:

| | |
|------------------------|-----------------|
| ECONOMIC IMPACT | 33/35 |
| REGIONAL COLLABORATION | 26/30 |
| PROJECT READINESS | 20/20 |
| PROJECT SUSTAINABILITY | 14.6/15 |
| AVERAGE SCORE | 92.8/100 |

REVIEWER SUMMARY

Economic Impact

- It does not have a specific ROI. Application indicates the expected ROI is not as tangible for a planning grant.
- Need for wet lab space has been identified in Growth & Development Plan Update.
- The project brings together new groups of individuals and companies ..making it larger and more inclusive.
- Strong proposal on all economic impact requirements but would have liked to see a little more detail around the broader project plan and target dates for when team expects to be cash flow positive (in addition to how the requested funds will be spent, which is well-outlined). To be fair, maybe it's still too early for details there.
- Crucial for the success of Region 9 biotechnology start-ups and to bring new entrepreneurs to the region.
- Lack of a wet lab incubator is cited as a barrier to growth, the existence of which could lead to the growth of ventures that will yield creation of higher paying jobs.
- Tangible results = updated economic impact study, and business model for lab. Behavioral results are not as clear but could be business retention and attraction once the lab is implemented.

Regional Collaboration

- Relevant local government and UVA are collaborating with other wet lab incubators in VA.
- Robust collaboration between government, private sector, and education illustrated throughout proposal. While locality participation limited, applicants make a strong case that benefits will extend well beyond those two jurisdictions with ample opportunity for additional locality involvement in the future.
- Does not involve all counties in Region 9 that would benefit from this venture.
- Cost efficiencies are met and outlined.
- The involvement of businesses, universities, community colleges and private entities are outlined.
- South Duvall has determined there is sufficient demand to develop space, UVA has entered in an MOU with CvilleBioHub and has agreed to donate surplus lab equipment in support of the effort.
- The amount, timing, and form of the proposed match are outlined well especially with one group doing the whole match. It shows a real dedication to what we are trying to do.
- 50% cash match represents strong commitment; however, it is a match provided by one private entity.

Readiness

- Significant due diligence has occurred for lab development.
- Active participation in regional boards, MOU w/ UVA and involvement with biotech institute indicate preparation
- Project timeline is brief and positive indication that progress will occur quickly.
- Very strong team with extensive track record of delivering on project goals.
- Partnering with a developer reduces risk of many aspects of the project. Application acknowledges that demonstrating positive cash flow is a requirement for moving forward.
- The project is not the traditional project ... However, it supports and compliments the growth of other projects.
- It brings new people into our programs that are ready to go.

Sustainability

- Commitment by developer to upfit space for lab and incubation space is very positive.
- This is a planning grant, but it mentions the desire to pursue an additional implementation grant. One outcome of the planning grant is a business model that can demonstrate positive cash flow which would contribute to sustainability.
- Demonstrated leverage, e.g., MOU with UVA that will enable surplus lab equipment to be used for startup labs.
- Some possibility that the project will not be successful.



Rural Entrepreneur Ecosystem Proposal Review Summary

Project Name: Rural Entrepreneur Ecosystem Building (Connection Project)

Applicant: Community Investment Collaborative (CIC)

Contact Name: Stephen Davis

Grant Amount Requested: \$200,000 for 2 years

Match Amount Proposed: \$100,820

Localities Engaged: Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock

Match Verification Form: CIC, Counties of Culpeper, Fluvanna, Greene, Orange, Town of Culpeper; GovSmart

Letters of Support: Counties of Louisa, Madison, Nelson, Rappahannock, SCORE; Culpeper Chamber; Louisa Chamber

PROPOSAL: The Rural Entrepreneur Ecosystem Building - Connection Project is a two-year implementation grant that will generate 40 new jobs in 3 years and help 250 rural Region 9 existing businesses and new ventures by advancing opportunities from the Region 9 Rural Entrepreneurship Report(2020) and the Growth Plan (2021). The project will focus on the Counties of Culpeper, Orange, Fauquier, Madison, Rappahannock, Greene, Fluvanna, Louisa, and Nelson. The grant team will hire an ecosystem builder along with part time or contract ecosystem navigators or business advisors to identify target sector entrepreneurs for connection, convening, and services. Specifically, the project will engage and build rural entrepreneurial networks in the region, expand offerings of its 16-week entrepreneur workshop 2-4 times, lead target sector business circles and provide support programs to target sector businesses.

REVIEWERS: 7

Reviewers identified project as meeting the following goals:

| State Goals: | # of reviewers that selected attribute |
|---|--|
| Higher Paying Jobs | ✓✓✓✓ |
| Out of State Investment | |
| Transformative Project | ✓✓ |
| Collaboration between government, business, education, etc. | |
| Region 9 Project Categories: | |
| Talent Development | ✓ |
| Innovation/Entrepreneurship | ✓✓✓✓✓✓ |
| Growing Existing Business | ✓✓✓✓ |
| Sites | |
| Region 9 Target Industries: | |
| Information Technology | ✓✓✓✓✓✓ |
| Food & Beverage Mfg | ✓✓✓✓✓✓ |
| Financial & Business Services | ✓✓✓✓✓✓ |
| Light Mfg | ✓✓✓✓✓✓ |
| Biotechnology | |
| Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget. | ✓✓✓✓ |

Average Score (rounded) / Total Points Available:



| | |
|------------------------|---------------|
| ECONOMIC IMPACT | 29/35 |
| REGIONAL COLLABORATION | 27/30 |
| PROJECT READINESS | 16.7/20 |
| PROJECT SUSTAINABILITY | 11/15 |
| AVERAGE SCORE | 84/100 |

REVIEWER SUMMARY

Economic Impact

- Job target is reasonable.
- Will be interesting to see how successful it is targeting four industries, if successful project creates a lot of potential for ongoing collaboration.
- Some overlap with other programs that provide support in the marketplace.
- Detailed ROI and anticipated results outline with 40 jobs over 3 years with assistance to 250 businesses
- The ROI is a concern do in part with the number of businesses included.
- Unsure if expected results are attainable.
- Application underscores importance of sustained relationship building through navigator roles.
- Direct rural tie to entrepreneurship plan recommendations.
- The project outlines goals and tangible results from collaboration.
- Wanted to see a little more detailed data regarding potential in target localities, something beyond the general trends/percentages v population size included. Or at least past actuals with other projects from CIC. Without it, the target performance metrics seem like guesses. But the overall value proposition is strong despite that, and applicant outlines the potential broadly.

Regional Collaboration

- All rural localities planning to participate, All localities except Charlottesville and Albemarle.
- Strong support letters from localities.
- Unclear of participating localities outside of Region 9.
- Leveraging SBDC assets (digital resources) and extending the reach of existing services and the CIC Workshop.
- Additive: Requests funding to implement recommendation from two Region-9 funded reports and appears to extend the reach of programs in place, leveraging but not duplicating resources.
- No specific business involvement – lacking letter of support from businesses.
- Consulted with similar outfit in Shenandoah Valley.
- The matches make sense.

Readiness

- Rural Entrepreneurship report provides good framework for execution.
- Project partners already successfully deliver programs to smaller footprint; scaling outreach seems reasonable
- Application reserves some funding for outsourcing business navigation if sufficient businesses are not identified.
- Rural Entrepreneurship and Venture Hub reports analyzed and recommended next steps that include navigation services to broader areas.
- Application has activities starting this spring.
- Limited risk analysis.
- No regional coordination outline – maybe there is no such other networking project.
- Can number of partners all be coordinated appropriately for the project need?

Sustainability

- If successful, potential for USDA grants and local government support would also seem possible.
- Is there plan to obtain more grant funding based on success of project?
- The project will sustain itself just with the number of people, businesses, and government agencies involved.
- Clear delineation of 24-month plan and target metrics that will define success.

Community Investment Collaborative - Rural Entrepreneur Ecosystem Building (Connection Project)

Responses to Go Virginia Questions/Feedback

1. Additive not Duplicative: Clarify how this is additive and not duplicative of what is currently happening

This grant will specifically work to implement portions of the Rural Entrepreneurship Report, most significantly hiring navigators/concierge type role, a “Rural Ecosystem Builder,” who will thoughtfully and systematically engage and organize entrepreneurs in partners throughout the region. Think of the Rural Ecosystem Builder as a lead navigator. The grant then also provides funding for some additional part time/contract navigators to help reach or engage communities where there is not early success. None of these roles currently exist and no one is dedicated specifically to this work at the current time.

The Town of Culpeper and Orange are collaborating with CIC to bring CIC’s 16-week workshop to the northern part of region 9 for the first time. CIC has built a robust ecosystem of entrepreneurs, mentors, volunteers and supporters centered in Charlottesville/Albemarle over the last 10 years. CIC, the Town of Culpeper and Orange are committed to the workshop happening this fall. Without Go Virginia grant, the work will stay focused on executing the workshop because of limited capacity. If this grant is awarded, we will have the capacity for long term engagement, know that we will host the 16-week program more than once, and that will accelerate our impact and ensure that the outreach has a focus on target sectors.

2. Ecosystem Partners: Provide details on who partners would be in each rural locality

3. How: Details of how (specific activities) ecosystem partners would be engaged

Every community in our region is unique; therefore, approaches vary by municipality. For example, Culpeper has Town and County economic development teams, Germanna Community College, CATEC, a small incubator space, a robust Chamber of Commerce, Rotary, Culpeper Downtown Renaissance Inc., and more. Rappahannock is not oriented toward business growth, preferring a business support model with community-focused connectors via organizations like Sperryville Community Alliance and Business of Rappahannock. A few of the groups that we’ve had some connection to in the past provide examples of who will be engaged: economic development offices (8), Chambers of Commerce (6), Main Street/Downtown groups (4), Rotary (3), Leadshare/other referral Groups (4), Community Colleges (2), banks and service providers such as lawn firms, accountants, etc.. (15+).

For Fauquier County, there is more relationship building on our part to engage partners since our organization has not served them directly. CIC partnered with Fauquier in 2020 to administer its CARES Act grants. The Central VA SBDC does not serve Fauquier as it’s part of the Laurel Ridge SBD territory. Our commitment is to do the same work outlined throughout the grant in Fauquier and work with their Economic Development Office, the Mason Enterprise Center-Fauquier, the Fauquier Chamber and others to ensure connectivity to existing services and support local ecosystem development.

The connections that we have built with other ESOs over the last three years are strong because we demonstrate two things: 1) our tools and programs are available to everyone and 2) we conduct regional triage to get entrepreneurs to the most appropriate, qualified resources. Part of

our job is to know what tools and resources exist beyond our own organization and get entrepreneurs connected to them. While we've done a reasonable job of this, we've lacked manpower to go deeper to establish a well entrenched connected network within and among the rural counties. How does this happen: county by county, connection by connection. We're not starting from zero in any community, but certainly some communities have more pieces together. We'll start by being present, having follow up meetings with those we meet, asking for connections and introductions connected to target sectors, and following up with them. Along the way, we identify who are the connectors in the communities we don't know and enlist their help as champions/navigators for their community. We make sure they consistently have the most relevant/recent information so they can help us make those connections. And when they make them, we follow up. Parallel to this activity, the 16-week workshops happen, new small business circles are formed and additional triage/assessment happens with each entrepreneur and group we encounter. The difference is that we're intentionally going out into communities to do this work with a focus on target sector businesses as opposed to waiting to see who is seeking us out.

4. How will service in localities be prioritized over 2 years?

The goal is to begin doing the build systematically in all counties being served by this project. All communities will have initial engagement in the first 6 months.

The 16-week entrepreneur workshop in Culpeper/Orange will certainly lead to earlier activity in those communities. Other existing services not being funded by this project will also help move other communities faster: a business plan pitch competition in Nelson County, ongoing engagement in Fluvanna, etc.

As we do initial engagement, the communities where local champions are identified and engaged will also see faster growth in their ecosystem. Where we struggle to identify those local champions within existing structures, that's where we will utilize the part time/contract navigator roles to further invest.



REQUEST FOR LETTERS OF INTEREST -DRAFT

The GO Virginia Region 9 Council is now accepting **Letters of Interest (Letters)** from organizations with a presence in the Region 9 footprint that are interested in developing a **Regional Entrepreneurial Investment (REI) Strategy for GO Virginia Region 9**, as described in the GO Virginia Regional Entrepreneurship Initiative (REI) Guidance [here](#) and as described below. **Letters are to be submitted, along with required attachments, via email, to sholland@centralvirginia.org by MONTH DD, YYYY at 11:59 p.m.**

The Letters will be evaluated by the Region 9 Council. If an organization is selected, they will be invited to work with Region 9 staff to submit a full proposal to the GO Virginia Board of Directors (Board). If approved by the Board, the selected entity would be considered the Region 9 entrepreneurial ecosystem coordinator. Please note that receipt of any Letter does not commit the Region 9 Council to further action.

The selected organization, with the oversight of the Region 9 Council, would use REI funds to develop a regional entrepreneurial ecosystem strategy report, including a three to five year action plan, based upon the *Region 9 Entrepreneurial Assessment Project and Quantitative Profile* (2018) and subsequent *Updates* (2021) by TEconomy along with other relevant regional reports and data. The region's entrepreneurial ecosystem and entrepreneurship support organizations (ESOs) should be engaged in this process. The selected organization would also coordinate with ESOs in the region and the Region 9 Council to develop future Region 9 grant proposals that will advance the newly identified strategies and opportunities.

The action plan would include prioritized strategies, committed strategy leaders, potential funders, potential match sources, sustainability, and strategy time frames. The Council will expect Council staff to be actively engaged in an advisory role and for the Council to be updated on activities, as well as engaged. Consultants may be engaged in this process and other regional assets can be leveraged, as well. Other funding sources for strategies may be identified in this report, however, a clear pathway for future GO Virginia Region 9 grant investments must be a major part of the plan. It is expected that future grant proposals for driving the new priorities would be a partnership with other ESOs and funds would be appropriately disbursed, so as not to duplicate efforts.

This award can be for a grant of up to a two-year duration and for no more than \$300,000. (A 2:1 match is required. That is, for every \$1 of GO Virginia funds requested, 50 cents of non-state funds must be committed.) The report development phase of the grant should be **completed within the first 9-12 months of funding or earlier.** It would be up to the applicant team to justify desirable ecosystem building deliverables that could occur after the report is generated to justify the two-year grant period, if requested. When submitting a Letter, applicants must demonstrate collaboration with ecosystem partners and ESOs.

Eligible organizations are (or will be) based in Region 9 and are nonprofit or governmental entities eligible to receive GO Virginia funds. Ideal applicants will have entrepreneurship ecosystem building experience, a proven track record in our region, experience and knowledge of GO Virginia program goals, and can demonstrate the ability to collaborate with other partners with the intent to develop overall strategies that strengthen many partners in the ecosystem.



Interested organizations should submit a letter that is no more than two pages along with the required attachments. The letter should include:

- Organization name and contact details
- Primary contact name and contact details
- Describe the proposed approach, including:
 - how the entire region of eleven localities would be impacted
 - qualifications and experience of the organization to develop entrepreneurial ecosystems
 - examples, if any, of how the entity has engaged in previous entrepreneurship coordination efforts (or had oversight of other entrepreneurship efforts) where goals of multiple organizations align or were advanced
 - clarification of how existing staff and assets will be leveraged and/or, if applicable, will new staff be hired for this effort
 - how the organization expects to financially sustain this effort beyond REI funding
 - how the organization proposes to engage and collaborate with the Region 9 Council
 - how the organization expects to align strategy development with Region 9’s target sectors identified in the most recent Region 9 Growth & Diversification Plan Update)
 - how the entity intends to build on the Region 9 TEconomy recommendations, as well as the relevant sections of the Region 9 Growth and Diversification Plan, the Venture Hub Report, and the Region 9 Rural Entrepreneurship Report. Reports available at www.govirginia9.org.

ATTACHMENTS:

Submit the following attachments with your letter:

1. List of committed partners and roles and other partners and how they will be engaged
2. Project Timeline and Milestones – Template included
3. Project Deliverables – Template included
4. Budget Overview – Template available here: <https://www.govirginia9.org/apply/>

Tentative REI Timeline: This timeline is for planning purposes and is subject to change.

| Date | Activity |
|-------------|--|
| October 20 | Council requests Entrepreneurship Task Force to discuss REI and recommendation |
| November 14 | Entrepreneurship Task Force Meeting |
| January 27 | Council Meeting - Discuss action on Region 9 REI opportunity |
| February 10 | Release Request for Letters of Interest |
| February 15 | Tentative - Virtual with Q & A with interested organizations |
| March 21 | Letter of Interest Deadline (same as Region 9 grant deadline) |
| TBD | Task Force reviews and prepares recommendation for Council |
| April 21 | Council Meeting – Discuss action on Letters of Interest |
| May 5 | Deadline to submit full proposal to DHCD |
| June 13 | GO Virginia Board Meeting – possible award date |
| July 1 | Contract Start Date - Tentative |
| June 2024 | Report Due - Tentative |



VIRGINIA INITIATIVE FOR
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IN EACH REGION
REGIONAL COUNCIL 9

TIMELINE and MILESTONES - ATTACHMENT:

Provide a Monthly Project Timeline with Milestones (add additional months, as needed)

Month: _____

Milestones

-
-
-
-

Month: _____

Milestones

-
-
-
-

Month: _____

Milestones

-
-
-
-

Month: _____

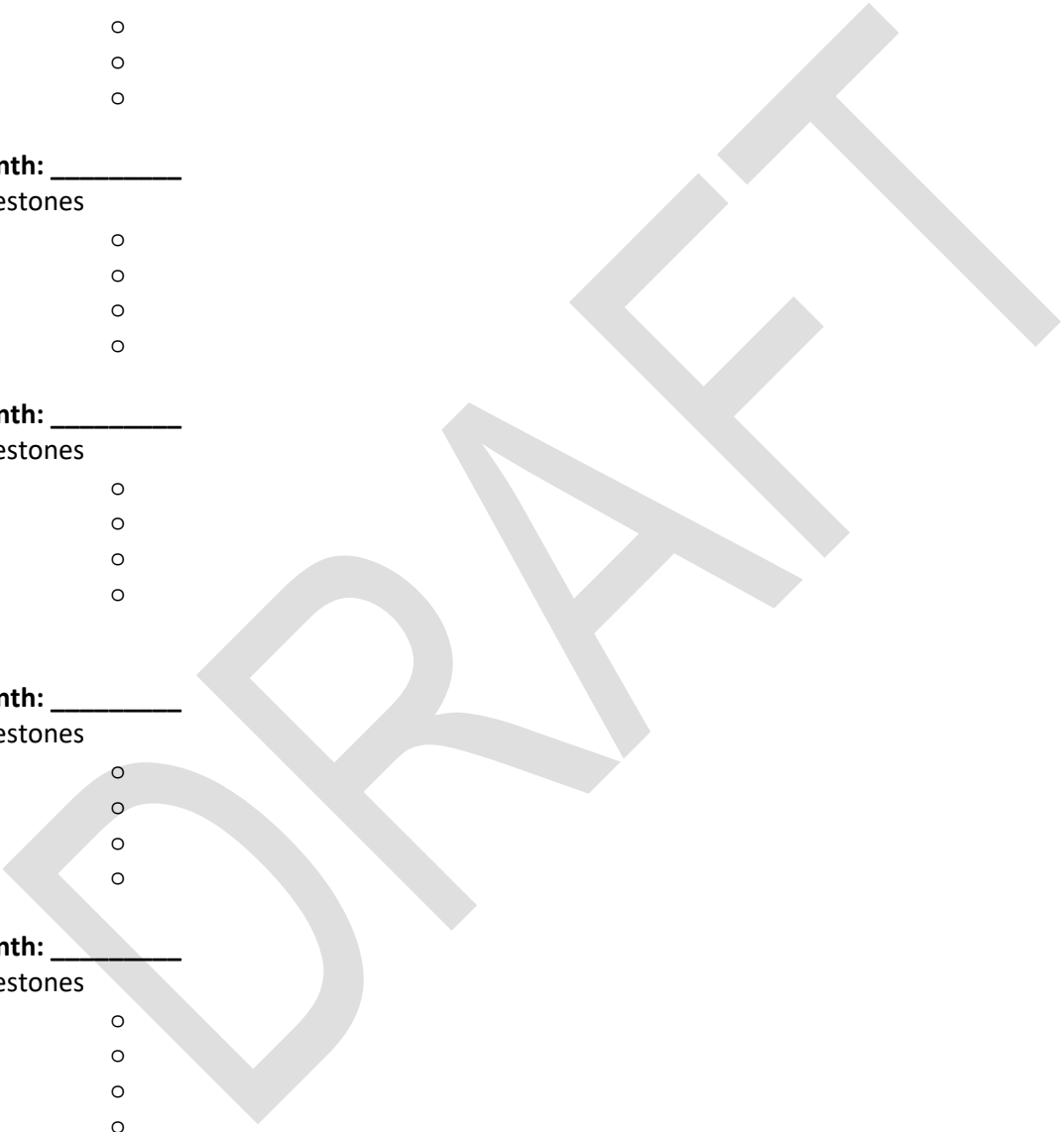
Milestones

-
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Month: _____

Milestones

-
-
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-





VIRGINIA INITIATIVE FOR
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PROJECT DELIVERABLES – ATTACHMENT:

| Deliverable | Responsible Partner | Due Date |
|--------------------|----------------------------|-----------------|
| | | |
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