

GO VIRGINIA REGION 9 COUNCIL

JANUARY 27, 2023

COUNCIL MEETING

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

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

Virtual meeting details were provided in the agenda

MINUTES

Attending In-person: Ray Knott, Atlantic Union Bank (Chair); Ethan Dunstan, UVA Community Credit Union (Vice Chair); Kim Blosser, Laurel Ridge Community College; Jim Cheng, CAV Angels; Brian Cole, LexisNexis Reed Tech; Ed Dalrymple, Jr., Cedar Mountain Stone; Christian Goodwin, Louisa County; Yolunda Harrell, Taste of Home; Paige Read, Town of Culpeper; Ed Scott, EcoSeptix Alliance; Francoise Seillier-Moiseiwitsch, Revalation Vineyards; Jonathon Weakley, Madison County

Attending Virtually*: Kenny Allison, The Coleman Group; Rob Archer, Codebase Coworking; Jean Runyon, Piedmont Virginia Community College; Andy Wade, Louisa County

Absent: Patrick Mauney, Rappahannock-Rapidan Regional Commission (Treasurer); Tom Click, Patriot Industries; Jim Crozier, Orange County; Christine Jacobs, Thomas Jefferson Planning District Commission; Pace Lochte, UVA Economic Development; Felix Sarfo-Kantanka, Jr., Dominion Energy; Tony O'Brien, Fluvanna County

Staff: Helen Cauthen, Shannon Holland, Christie Taylor

Guests

In-person: Stephen Davis, Community Investment Collaborative; Annie Conte, Department of Housing and Community Development; Andrea Devening, Department of Housing and Community Development; Doug Parsons, Fauquier County; Bryan Rothamel, Culpeper County; Dr. Craig Santicola, Laurel Ridge Community College
Virtual: Rebecca Haydock, Central Virginia Small Business Development Center; Denise Herndon, UVA Economic Development, Nikki Hastings, CvilleBioHub; Candance Spence, Central Virginia Partnership; Rahul Keshap, Venture Central

I. Welcome

Ray Knott called the meeting to order at 9:50 when a quorum of 12 was present.

II. Pledge of Allegiance

The Pledge of Allegiance was performed.

III. Roll Call

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

IV. Public Comment

Ray Knott asked if there was any public comment. Shannon Holland stated that nobody had signed up in-person for public comment nor had electronic requests for public comment been received.

V. Council Business

Ray Knott asked if there was a motion to discuss any business items separately. No motion was made.

a. Meeting Minutes

There was no discussion about the Minutes.

b. Treasurer Report

Shannon Holland provided the financial report in Patrick Mauney's absence. Highlights included:

- Region 9's Statement of Financial Position through January 13 shows that the Council has \$246.30 in checking and \$53,903.71 in accounts receivable. Accounts payable to the Partnership are \$53,977.80.
- The Capacity Building Budget reflects 40.27% of spending through five months. The largest expenditure is salaries at 48% of budget. New staff is expected to be charged primarily to project budgets instead of capacity building.
- Two expense items may need an adjustment. The amount in Supplies is low because staff needed a computer unexpectedly and Contract Services was under-budgeted.
- There will probably be another budget revision requested to close the fiscal year out as has been done in the past.

Ethan Dunstan asked to verify there wasn't a liability with Insurance funding being moved. Shannon Holland clarified it was a data entry error and should have been allocated in the line item above.

c. MEMO: FY 2022 Capacity Building Budget – adjustment request

There was no discussion on the memo.

d. Dashboard

An updated Dashboard document was provided at the meeting and posted on the website for reference. Ray Knott noted that there are funds remaining in both FY 22 and FY 23 but if the planning grant under consideration is awarded then there will be \$945 remaining in FY22 that would roll into FY 23.

Ed Dalrymple and Francoise Seillier-Moiseiwitsch asked about whether funds had been recaptured. Shannon Holland confirmed that they had been.

e. Director Report

There was no discussion about the report.

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

VI. Updates from Committees, Task Forces, Council Members

a. Entrepreneurship Task Force Meeting, November 15, 2022

Jim Cheng stated that as directed at the October 2022 meeting, the Entrepreneurship Task Force met and discussed the Regional Entrepreneurship Initiative (REI) opportunity. At that meeting, staff was asked to prepare the DRAFT that was on the agenda for discussion. Jim Cheng reminded the Council that entrepreneurship is a priority coming from the current administration.

b. Nominating Committee

Brian Cole stated that the Region 9 Council membership is maturing to the point where inaugural members Ed Scott and Ed Dalrymple will have reached term limits. The Nominating Committee will meet in March to prepare but Council Members were asked to think about potential new members.

c. Legislative Update

Ed Scott stated that Governor's priorities are sites, taxes, talent. Talent Pathways seems to be a key focus area in front of the General Assembly, with \$4.5M for planning in pathways that translates to

about a half million for each region. There is a proposed pool of \$20M for competitive grant applications from each region. It is a testament to the program that the Governor selected GO Virginia as the way to accomplish budget priorities.

d. Statewide Grants

- GENEDGE - Tom Click
On behalf of Tom Click, Shannon Holland shared that the GENEDGE statewide grant received an extension through 2023 and added a Phase III pitch-style competition for investing the remaining grant funds. There were no Region 9 companies participating therefore this update would be the last expected grant update Three Region 9 companies will have been served in Phase II as noted in the summary in the meeting packet.
- VA BioConnect – Ray Knott
Ray Knott shared that staff has been working with Region 4 to get a better understanding of this project. Several regional council staff members will be participating in a project call in February to learn more.

VII. Proposal Review – Action Item

a. CvilleBioLab

Ray Knott referenced the project summary in the meeting materials and noted that the planning grant proposal was requesting \$100,000 for 9 months to develop a business model for a Biotech wet lab incubator. Discussion highlights included:

- Ed Dalrymple said that he would have liked for more of the region to be included. Ray Knott agreed and added that other regions have had success with wet lab space.
- Paige Read suggested collecting letters from the intended end users would strengthen the proposal.
- Jim Cheng commented that Nikki Hastings, as the project lead, carries a lot of credibility to take this to capacity and that part of the ROI is the many world class researches coming to this region for the UVA Biotech facility.
- Ed Scott commented that the proposal has been a conversation point for six years and that moving from concept to this point where partners are at the table was impressive.
- Ethan Dunstan pointed out the announcement for the \$100M UVA biotech award, evidencing the need for this space.

Ed Scott made a motion to approve the proposal. Paige Read seconded the motion. The motion carried.

b. Rural Entrepreneur Ecosystem Building (Connection Project)

Ray Knott referenced the summary noting that this a request for a 2-year implementation project for \$200,000 to advance opportunities in both the Growth Plan and the Rural Entrepreneurship Report. Discussion highlights included:

- Ed Dalrymple was pleased to see the proposal target most of the region but has some concern it could be too much to serve.
- Ray Knott wanted details on the strategies that will be used to engage the whole region and specifically he wondered if connections had been made with stakeholders in the northern part of the region that is outside of CIC's typical coverage area.
- Paige Read commented that CIC helped move \$4.4M of CARES related funding in 2 years, proving its capacity.
- Yolanda Harrell added that CIC and SBDC carry a lot of recognition in the community and it is exciting to think of the innovation that can be accelerated in rural areas.

- Ethan Dunstan suggested that the grant team might consider rebranding for this effort.
- In response to Council Member questions, Stephen Davis added that the only community that he doesn't serve right now is Fauquier. This grant would provide the outreach capacity, along with existing infrastructure, to go through one community at a time. Each community is in a different place on the continuum. The "how" is setting up initial meetings, connections, and from there identify entrepreneurs who can be plugged in right away while the next connection is made.

Kenny Allison made a motion to approve the proposal as presented. Jim Cheng seconded the motion. The motion carried. Paige Read abstained.

VIII. Regional Entrepreneurship Initiative (REI) – Action Item

Ray Knott noted that the Task Force had asked staff to develop a draft "Request for Letters of Interest" that stated clearly the expectations to develop an action plan for regional entrepreneurship. Discussion highlights included:

- Jim Cheng commented that the Administration is focused on entrepreneurship and many regions are conducting activities in this space already.
- Ray Knott added that there is a desire for development of a strategy for regional entrepreneurship.
- Ethan Dunstan added that the clock is ticking as a lot of dates on the timeline have passed. He urged members to connect with potential organizations that could lead the REI and bring them to the table.
- Francoise Seillier-Moiseiwitsch expressed concern for ensuring rural regions and agriculture are involved.

Christian Goodwin made a motion to approve the draft Request for Letters of Support. Jonathon Weakley seconded the motion. The motion carried.

8. Project Updates

a. Technology Academies

Dr. Craig Santicola, Dean of Professional Programs, Laurel Ridge Community College gave an update on the Technology Academies grant. Dr. Santicola noted that the Rappahannock and Fauquier County high school students will first come to classes in Fall of 2023 instead of Spring of 2023 as previously proposed. Dr. Santicola added that two career study certificates have been developed and curriculums have been mapped to industry credentials. The grant team has held information sessions for local businesses and are working on internship experiences. One internship has been secured with Naked Mountain Winery. Supply chain and construction challenges resulted in delays.

Ed Dalrymple asked about the cost of the course for students. A discussion ensued around different types of funding including, G3, state, and school discounts for dual credit. Francoise Seillier-Moiseiwitsch asked if the class is only available at Laurel Ridge. Craig answered that VCCS has drone curriculum at 6 out of 23 schools and this is the only program in Region 9.

b. Venture Central

Rahul Keshap, Interim Director, Venture Central stated that their mission is to make Central Virginia an internationally recognized entrepreneurship community. Key activities undertaken thus far include establishing a board, hiring a director, and develop a fundraising plan. Progress was going well with 248 separate connections with founders and 48 referrals to partner agencies but the

director left in October and that has slowed progress.

Ethan Dunstan asked if the organization is looking for a full-time Executive Director. Rahul Keshap answered that he is pitching to the Venture Central Board the possibility of staying on in ¾ position.

c. Region 9 Talent Collaborative

Candace Spence with the Central Virginia Partnership stated that the Talent Director for the Tech Talent Retention grant had left at end of the year and a new hire is imminent. There are four interns moving the project forward. Near term activities include a February career fair and a new summer intern to be hired.

Ray Knott commented that Secretary Merrick had reached out to regional council Chairs and that in his conversation with her she voiced concerns over the talent that was leaving Virginia upon graduation, and she expressed interest in the Tech Talent Retention project activities.

IX. Project Pipeline - Discussions

a. Talent Pathways Initiatives (TPI)

Ray Knott reminded the Council that at the last meeting Biotech, Financial & Business Services, and/or IT were identified as priority talent pathway areas. At this point an organization that has capacity or match to do this work has not been identified.

b. Site Readiness

The Partnership and Region 9 staff have been developing a site readiness project however with staff turnover and other issues a project is not fully baked, at this time.

Jonathan Weakley asked about whether lots under 100 acres would be considered. Shannon Holland clarified that that GO Virginia can advance sites that are 25 acres or more whereas the Virginia Business Ready Sites program is for sites 100 acres are more.

c. Entrepreneurship

No update was provided.

d. Cluster Scale Up

Jim Cheng suggested that perhaps the Council might consider adding Ag-tech as a target sector. Ed Dalrymple mentioned the Ag-tech greenhouses in Danville as a model and that the hemp industry has some potential. Francoise Seillier-Moiseiwitsch suggested that Value-Added Agriculture may be another approach to consider.

X. Chair Update

Ray Knott shared he had a meeting with Secretary Merrick on December 14. Her plan is to have a quarterly call with regional council leadership. There were two focus areas: 1) development of an entrepreneur ecosystem within each county, backed with some state funding coming for development; 2) advancing site development, especially in rural counties.

Annie Conte and Andrea Devening with Virginia Department of Housing and Community Development gave an update on the Talent Pathways Initiative (TPI), Joint Legislative Audit and Review Commission (JLARC) and the next Growth Plan Update requirements. Their presentation is posted at www.GOVirginia9.org

X. Other Business

There was no other business.

XI. Adjourn

Brian Cole made a motion to adjourn the meeting at 11:27. The motion carried.

*Council Member Virtual Participation - To comply with law and policy, the following is reported:

| Member | Joined from: | Reason | Detail |
|------------|--------------|-------------------------------|---------------|
| K. Allison | Cape Cod | Personal matter | Away for work |
| R. Archer | Home | Temporary medical condition | |
| J. Runyon | St. Louis | Personal matter | Family |
| A. Wade | Home | Residence > 60 miles from mtg | |

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