



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.