



**REGIONAL COUNCIL 9  
TASK FORCE (GROW EXISTING BUSINESS) + STRIKE FORCE MEETING**

**JANUARY 22, 2021**

**11 am to Noon**

**Zoom Link or Call-In**

Due to the COVID crisis this meeting was held via electronic means details included with this agenda.

**MINUTES**

**Attending: Grow Existing Businesses Task Force:** Alicia Pitorri, Ed Scott, Jim Crozier, Ray Knott; **Strike Force:** Ed Dalrymple, Tom Click, Jim Cheng

**Absent: Grow Existing Businesses Task Force:** Brian Cole, Felix Sarfo-Kantanka; **Strike Force:** Pace Lochte

**Other Council Members:** None

**Staff:** Helen Cauthen, Shannon Holland

**Guests:** None

**1. Welcome**

**Ed Scott, Chair**

Ed Scott opened the meeting at 11:06 am stating that the meeting was being held electronically via Zoom video and call-in due to the State of Emergency declared by the Governor.

**2. Roll Call**

**Shannon Holland, Director**

Shannon Holland performed roll call. Attendance is noted above.

**3. Public Comment**

**Ed Scott**

Ed Scott stated the meeting had been publicly noticed and a public comment form was made available. All public comments were to be emailed by 7 am today. Shannon Holland stated that no public comments had been received.

**4. Approve Prior Meeting Minutes, as needed**

**Ed Scott**

*Ray Knott made a motion to approve the Meeting Minutes as presented. Tom Click seconded the motion. The motion carried.*

**5. Project Review and Vote**

**Ed Scott**

**ERR Proposal – Business Resiliency:** Ed Scott stated that the task at this meeting was to prepare a recommendation for the Region 9 Council to discuss at the January 28 Council Meeting in regards to the ERR Proposal from CIC. Ed Scott added that all of the Region 9 Council has access to this proposal as well as an invitation to participate at this meeting though it falls to the Grow Existing Business Task Force to lead the conversation. The Strike Force was also invited due to their experience in working with the ERR program. He asked Shannon Holland to summarize the proposal.

Shannon Holland summarized the proposal, including:

- The proposal is for an ERR proposal is submitted by Community Investment Collaborative and is titled the CV SBDC Business Resiliency proposal.
- The project requests \$131,500 in GO Virginia funds and meet the ERR match requirements of fifty cents on the dollar.
- The project will support expansion of the business recovery and resiliency services that the SBDC has been providing since March 2020 and will emphasize rural locality service expansion and serving under resourced communities. The target is to help 240 existing businesses and

- new ventures with businesses services and / or new websites.
- The program will target all counties in the CV SBDC footprint including all Region 9 localities with the exception of Fauquier County – though some services such as webinars will be available to all commonwealth localities per SBDC.
  - Letters of Support were provided from Regional Economic Development Directors and the applicant has addressed engagement with higher education. For example, that SBDC works with UVA on several Propel projects and they are regularly engaged with community colleges.
  - All Letters of Financial Commitment required have been received, including a letter received yesterday from LISC.
  - The projects supports two of the four priorities set by the Region 9 Council for ERR projects. That is, ecommerce expansion and helping main street businesses.
  - Staff recommends this proposal for approval.

Ed Scott opened the floor for discussion or questions on the proposal. Discussion ensued regarding the “Business Resiliency” ERR proposal, including:

- Though Fauquier County is not listed as benefitting from the proposal, SBDC has indicated that their SBDC is aware of the program and that both SBDCs work well together. Additionally, this applicant met with stakeholders in Fauquier County that are working on another initiative to ensure they were communicating.
- Though the applicant has not indicated they have an individual ready to hire for the web development role, they have the expertise and connections to make that hire quickly.
- The proposal leveraged federal dollars to help rural localities.
- Ed Dalrymple volunteered to lead the discussion at the Council Meeting.

Ed Scott asked for further questions or discussion. Hearing none he asked for a motion.

***Ed Dalrymple made a motion to recommend the Council approve the proposal. Alicia Pitorri seconded the motion. A roll call vote was completed. The motion carried.***

**6. Other Business**

No new business was presented.

**Ed Scott**

**7. Adjourn**

***Jim Crozier made a motion to adjourn the meeting at 11:28 am. Ray Knott seconded the motion. The motion carried.***

**Ed Scott**