



REGION 9 COUNCIL

APRIL 21, 2023

9:30 am to 11:30 am

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

This meeting is in-person and a virtual link is provided in this packet for public access.

AGENDA

- 1. Welcome** **Ray Knott, Chair**
- 2. Pledge of Allegiance** **Ray Knott**
- 3. Roll Call** **Shannon Holland, Director**
- 4. Public Comment** **Ray Knott**
- 5. Approve Council Business – Action Item** **Ray Knott**
 - a. Meeting Minutes, January 27, 2023
 - b. Treasurer’s Report - Financials
 - c. Memo: Request Approval for Capacity Building Budget Revisions
 - d. Dashboard
 - e. Director Report
 - f. Talent Pathways Initiative (TPI) - Request for Letters of Interest
- 6. Updates from Committees, Task Forces, etc.** **Ray Knott**
 - a. Executive Committee
 - b. Nominating Committee
 - c. Statewide Grants
 - d. Other
- 7. Letter of Interest for Regional Entrepreneurship Initiative (REI) – Action Item** **Ray Knott**
- 8. Bylaws Review or Update - Discussion** **Ray Knott**
- 9. Comprehensive Economic Development Strategy (CEDS) Update** **Patrick Mauney
Exec. Director, RRRC;
Christine Jacobs,
Exec. Director, TJPDC**
- 10. 2023 Growth Plan Update – Template and Timeline** **Ray Knott**
- 11. Project Pipeline** **Ray Knott**



12. Chair Update

Ray Knott

- a. Nominating Committee Appointments
 - Jim Cheng, Brian Cole, Christine Jacobs, Patrick Mauney
- b. Board Match Easement
- c. Other

13. Other Business

Ray Knott

14. Adjourn

Ray Knott

Upcoming Dates

Region 9 Project Application Deadline - May 31, 2023

GO Virginia Board Meetings - June 13, 2023, Richmond

Region 9 Council Meeting – Annual Meeting, June 29, 2023, PATH Foundation, Warrenton



Join Zoom Meeting

<https://us06web.zoom.us/j/87933631311>

Meeting ID: 879 3363 1311

Topic: GO Virginia Region 9 Council Meeting

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Time: Apr 21, 2023 09:30 AM Eastern Time (US and Canada)

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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	

DRAFT

GO Virginia
Statement of Financial Position
As of February 28, 2023

	Feb 28, 2023
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	246.30
Total Checking/Savings	246.30
Accounts Receivable	
11000 · Accounts Receivable	131,146.40
Total Accounts Receivable	131,146.40
Other Current Assets	
11100 · Accrued Receivable	5,967.69
12000 · Undeposited Funds	-
Total Other Current Assets	5,967.69
Total Current Assets	137,360.39
TOTAL ASSETS	137,360.39
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	3,685.08
20004 · Due to CVPED	127,535.41
Total Accounts Payable	131,220.49
Other Current Liabilities	
25060 · Accrued Expenses - Other	5,967.69
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	6,135.20
Total Current Liabilities	137,355.69
Total Liabilities	137,355.69
Equity	
32000 · Unrestricted Net Assets	4.70
Net Income	-
Total Equity	4.70
TOTAL LIABILITIES & EQUITY	137,360.39

GO Virginia
Statement of Financial Position
As of April 6, 2023

	Apr 6, 2023
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	246.30
Total Checking/Savings	246.30
Accounts Receivable	
11000 · Accounts Receivable	53,633.17
Total Accounts Receivable	53,633.17
Other Current Assets	
11100 · Accrued Receivable	5,967.69
12000 · Undeposited Funds	-
Total Other Current Assets	5,967.69
Total Current Assets	59,847.16
TOTAL ASSETS	59,847.16
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	-
20004 · Due to CVPED	53,707.26
Total Accounts Payable	53,707.26
Other Current Liabilities	
25060 · Accrued Expenses - Other	5,967.69
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	6,135.20
Total Current Liabilities	59,842.46
Total Liabilities	59,842.46
Equity	
32000 · Unrestricted Net Assets	4.70
Net Income	0.00
Total Equity	4.70
TOTAL LIABILITIES & EQUITY	59,847.16

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)
TOTAL FY2022 SPENDING: June 2022 through February 2023

	Capacity Building			
	June '22 - Feb '23	Budget	% of Budget	Remaining
Income				
41520 · State Grants	190,383.58	250,000.00	76.15%	59,616.42
Total Income	190,383.58	250,000.00	76.15%	59,616.42
Gross Profit	190,383.58	250,000.00	76.15%	59,616.42
Expense				
01250 · General Administration	19,896.18	25,000.00	79.59%	5,103.82
54400 · Project Support expenses				
54426 · Audit	4,400.00	7,000.00	62.86%	2,600.00
54430 · Contract Services	391.41	500.00	78.28%	108.59
54449 · Meetings and Facilitation	997.58	5,000.00	19.95%	4,002.42
54450 · Supplies	1,482.18	1,500.00	98.81%	17.82
54451 · Travel	1,384.35	2,500.00	55.37%	1,115.65
54452 · Rent/Lease	8,786.13	11,500.00	76.4%	2,713.87
54453 · Salaries	151,559.41	175,000.00	86.61%	23,440.59
54457 · Marketing/Advertising/Promotion	1,486.34	5,000.00	29.73%	3,513.66
54462 · Legal Expenses		250.00	0.0%	250.00
54464 · Taxes & Insurance		1,000.00	0.0%	0.00
Total 54400 · Project Support expenses	170,487.40	209,250.00	81.48%	38,762.60
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	190,383.58	250,000.00	76.15%	59,616.42
Net Income	0.00	0.00	0.0%	0.00

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through February 28, 2023**

	Accelerating Sites			Venture Central		
	(Projects)			(Projects)		
	Feb 22 - Mar 23	Budget	% of Budget	Mar 21 - Feb 23	Budget	% of Budget
Income						
41520 · State Grants	238,304.90	786,333.00	30.31%	116,419.40	300,000.00	38.81%
Total Income	<u>238,304.90</u>	<u>786,333.00</u>	<u>30.31%</u>	<u>116,419.40</u>	<u>300,000.00</u>	<u>38.81%</u>
Gross Profit	238,304.90	786,333.00	30.31%	116,419.40	300,000.00	38.81%
Expense						
01250 · General Administration	7,971.90	10,000.00	79.72%	13,696.31	22,222.00	61.63%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	230,333.00	776,333.00	29.67%			
54430 · Contract Services				80,600.00	203,778.00	39.55%
54440 · Equipment				0.00	6,000.00	0.0%
54447 · Other - Programming				21,244.87	36,000.00	59.01%
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	<u>230,333.00</u>	<u>776,333.00</u>	<u>29.67%</u>	<u>102,723.09</u>	<u>277,778.00</u>	<u>36.98%</u>
Total 54000 · Program expenses	<u>230,333.00</u>	<u>776,333.00</u>	<u>29.67%</u>	<u>102,723.09</u>	<u>277,778.00</u>	<u>36.98%</u>
Total Expense	<u>238,304.90</u>	<u>786,333.00</u>	<u>30.31%</u>	<u>116,419.40</u>	<u>300,000.00</u>	<u>38.81%</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 February 28, 2023**

	Carver Food			Tech Academies		
	(Projects)			(Projects)		
	<u>Nov 22 - Feb 23</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Jul 22 - Feb 23</u>	<u>Budget</u>	<u>% of Budget</u>
Income						
41520 · State Grants	2,008.61	199,727.00	1.01%	44,759.88	402,075.00	11.13%
Total Income	<u>2,008.61</u>	<u>199,727.00</u>	<u>1.01%</u>	<u>44,759.88</u>	<u>402,075.00</u>	<u>11.13%</u>
Gross Profit	2,008.61	199,727.00	1.01%	44,759.88	402,075.00	11.13%
Expense						
01250 · General Administration	2,008.61	14,795.00	13.58%	2,898.48	29,783.00	9.73%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering						
54430 · Contract Services						
54440 · Equipment	0.00	184,932.00	0.0%	41,861.40	329,360.00	12.71%
54447 · Other - Programming						
54451 · Travel						
54452 · Rent/Lease						
54453 · Salaries				0.00	42,932.00	0.0%
54455 · Fringe Benefits						
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>184,932.00</u>	<u>0.0%</u>	<u>41,861.40</u>	<u>372,292.00</u>	<u>11.24%</u>
Total 54000 · Program expenses	<u>0.00</u>	<u>184,932.00</u>	<u>0.0%</u>	<u>41,861.40</u>	<u>372,292.00</u>	<u>11.24%</u>
Total Expense	<u>2,008.61</u>	<u>199,727.00</u>	<u>1.01%</u>	<u>44,759.88</u>	<u>402,075.00</u>	<u>11.13%</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 February 28, 2023**

	BEACON's Kitchen			Talent Supply Connector		
	(Projects)			(Projects)		
	Oct '22 - Feb 23	Budget	% of Budget	Sep '22 - Feb 23	Budget	% of Budget
Income						
41520 · State Grants	2,630.20	189,000.00	1.39%	47,229.97	391,528.00	12.06%
Total Income	<u>2,630.20</u>	<u>189,000.00</u>	<u>1.39%</u>	<u>47,229.97</u>	<u>391,528.00</u>	<u>12.06%</u>
Gross Profit	2,630.20	189,000.00	1.39%	47,229.97	391,528.00	12.06%
Expense						
01250 · General Administration	2,630.20	14,000.00	18.79%	5,566.46	23,616.00	23.57%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering						
54430 · Contract Services	0.00	48,000.00	0.0%	0.00	45,000.00	0.0%
54440 · Equipment	0.00	75,000.00	0.0%			
54447 · Other - Programming						
54451 · Travel	0.00	2,000.00	0.0%			
54452 · Rent/Lease				1,720.36	10,000.00	17.2%
54453 · Salaries	0.00	35,000.00	0.0%	31,167.33	240,000.00	12.99%
54455 · Fringe Benefits	0.00	15,000.00	0.0%	4,613.56	55,200.00	8.36%
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion						
54465 · Other - Collaboration						
54466 · Other - Management & General				4,162.26	17,712.00	23.5%
Total 54400 · Project related expenses	<u>0.00</u>	<u>175,000.00</u>	<u>0.0%</u>	<u>41,663.51</u>	<u>367,912.00</u>	<u>11.32%</u>
Total 54000 · Program expenses	<u>0.00</u>	<u>175,000.00</u>	<u>0.0%</u>	<u>41,663.51</u>	<u>367,912.00</u>	<u>11.32%</u>
Total Expense	<u>2,630.20</u>	<u>189,000.00</u>	<u>1.39%</u>	<u>47,229.97</u>	<u>391,528.00</u>	<u>12.06%</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 February 28, 2023**

	Tech Talent Retention			Total Projects		
	(Projects)					
	Sep '22 - Feb 23	Budget	% of Budget	Sept 21 - Feb 23	Budget	% of Budget
Income						
41520 · State Grants	63,807.48	307,800.00	20.73%	662,793.66	2,725,152.00	24.32%
Total Income	63,807.48	307,800.00	20.73%	662,793.66	2,725,152.00	24.32%
Gross Profit	63,807.48	307,800.00	20.73%	662,793.66	2,725,152.00	24.32%
Expense						
01250 · General Administration	5,079.40	22,800.00	22.28%	50,865.28	148,230.00	34.32%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering				230,333.00	776,333.00	29.67%
54430 · Contract Services	3,851.67	20,000.00	19.26%	87,108.26	319,434.59	27.27%
54440 · Equipment				47,243.83	601,489.99	7.85%
54447 · Other - Programming				21,244.87	36,000.00	59.01%
54451 · Travel	268.61	3,200.00	8.39%	6,311.36	15,604.68	40.45%
54452 · Rent/Lease	2,254.00	10,000.00	22.54%	3,974.36	32,000.00	12.42%
54453 · Salaries	30,477.04	144,300.00	21.12%	156,773.00	557,360.64	28.13%
54455 · Fringe Benefits	8,005.90	31,500.00	25.42%	40,906.58	134,987.10	30.3%
54462 · Legal Expenses				0.00	10,000.00	0.0%
54463 · Other - Outreach and Promotion	4,770.23	33,500.00	14.24%	4,770.23	33,500.00	14.24%
54465 · Other - Collaboration	5,000.00	27,500.00	18.18%	5,000.00	27,500.00	18.18%
54466 · Other - Management & General	4,100.63	15,000.00	27.34%	8,262.89	32,712.00	25.26%
Total 54400 · Project related expenses	58,728.08	285,000.00	20.61%	611,928.38	2,576,922.00	23.75%
Total 54000 · Program expenses	58,728.08	285,000.00	20.61%	611,928.38	2,576,922.00	23.75%
Total Expense	63,807.48	307,800.00	20.73%	662,793.66	2,725,152.00	24.32%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

MEMORANDUM

Date: April 21, 2023

To: GO Virginia Region 9 Council

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

Re: Request Approval for Capacity Building Budget Revisions – FY 2022 Closeout and FY 2023 Adjustment

This is a request for approval of the following Capacity Building Budget Revisions. See attached budget worksheets for detail.

1. FY 2022 – Approval to revise the budget in anticipation of closing the fiscal year fund and to allow staff to make further adjustments that may be needed to comply with DHCD requirements. Final Budget Expenses will be reported to the Council at the meeting following the closeout. It is expected that the FY 2022 budget will be spent down in mid-May 2023.
2. FY 2023 – Approval to adjust the budget to ensure known commitments are included, including:
 - a. Add \$5,000 in Planning for 2nd and final payment for the “Super Regional CEDS” Report
 - b. Increase Audit line from \$2,500 to \$5,000
 - c. Adjust Rent from \$8,320 to \$10,000
 - d. Adjust Salaries to offset for above changes

FY 2022 Capacity Building GO Virginia Region 9	Budget Revision Approved on February 9, 2023	Expenses through February 2023	Closeout Projected for May 2023
Program Operations:			
Administration (Management & General)	25,000.00	19,896.18	25,896.00
Audit	7,000.00	4,400.00	4,400.00
Contract Service	1,000.00	391.41	392.00
Legal Expenses	250.00	-	
Marketing	5,000.00	1,486.34	1,981.00
Meetings and Facilitation	5,000.00	997.58	1,198.00
Rent	11,500.00	8,786.13	11,715.00
Salaries	175,000.00	151,559.41	191,026.00
Taxes & Insurance	-	-	
Supplies	2,000.00	1,482.18	1,557.00
Travel	2,500.00	1,384.35	1,835.00
Total Program Operations:	234,250.00	190,383.58	240,000.00
Planning:			
Contract Services	250.00	-	
Technical Assistance	15,500.00	-	10,000.00
Growth & Diversification Plan Development	-	-	
Planning Grant Activities	-	-	
Total Planning:	15,750.00	-	10,000.00
Project Reserves:			
Project Reserves	-	-	
Total Project Preserves:	-	-	-
Total Capacity Building FY2022:	250,000.00	190,383.58	250,000.00

FY 2023 Capacity Building GO Virginia Region 9	Budget Approved by Council April 25, 2022	Proposed Budget Revision on April 21, 2023
Program Operations:		
Administration (Management & General)	20,800.00	20,800.00
Audit	2,500.00	5,000.00
Contract Service	8,000.00	8,000.00
Legal Expenses	-	
Marketing	2,600.00	2,600.00
Meetings and Facilitation	2,530.00	2,530.00
Rent	8,320.00	10,000.00
Salaries	202,000.00	192,820.00
Taxes & Insurance	-	
Supplies	1,250.00	1,250.00
Travel	2,000.00	2,000.00
Total Program Operations:	250,000.00	245,000.00
Planning:		
Contract Services	-	
Technical Assistance	-	5,000.00
Growth & Diversification Plan Development	-	
Planning Grant Activities	-	
Total Planning:	-	5,000.00
Project Reserves:		
Project Reserves	-	
Total Project Preserves:	-	-
Total Capacity Building FY2022:	250,000.00	250,000.00

DASHBOARD
Region 9 - Piedmont Opportunity Corridor
Projected for May 1, 2023*

PER CAPITA FUNDING (Regional)

FY July 1- June 30	Per Capita/ECB Allocation	Moved from Capacity Building	Rollover from prior FY*	Project Balances Released Back to Per Capita Funds at Project Closeout	Total Available	Total Awarded	Recaptured by General Assembly	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	999,055		945
FY2023	1,000,000	0	0	295,004	1,295,004	602,075		692,929

*Includes two projects going under contract effective 5/1/2023: CvilleBioLab and Rural Entrepreneur Ecosystem Building

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
25	\$6.0 million	\$9.16 million	858



DIRECTOR UPDATE
REGIONAL COUNCIL 9 MEETING
UPDATED: APRIL 12, 2023
MEETING: APRIL 21, 2023

Project Performance Monitoring:

GO Virginia Quarterly Progress Reports for Q1 2023 due on April 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

- n/a

Contract Changes

- Extensions: n/a
- Outcomes/Deliverables Changes: n/a
- Milestones: n/a

Project Closeouts

- Completed: n/a
- In Progress: n/a
- Funds Not Spent at Closeout: n/a

Key Staff Activity:

- Participate at PVCC tour for David Dore, VCCS Chancellor, April 6
- Convene Executive Committee, March 24, 2023
- Convene Nominating Committee, March 2, 2023
- Promote Nominations Opportunity
- Participate at CEDs kick-off meeting, PD-9
- Develop MOA for Region 9 support for "Super Regional" Report
- Participate at State of the Community hosted by Charlottesville Chamber at UVA
- Manage REI Request for Letters of Interest process
- Advance two council approved projects through pitch call to Board award
- Attend Central Virginia Talent Collaborative meetings
- Attend GO Virginia Board Meeting

LinkedIn:

- Followers: 350 (+5.6%)

Upcoming Dates

- **GO Virginia Board Meetings:** June 13, 2023, 1PM
- **Region 9 Council Meetings:** ANNUAL MEETING on June 29, 2023
- **Next Region 9 Project Application Deadline:** May 31, 2023



REQUEST FOR LETTERS OF INTEREST Region 9 Talent Pathways Initiative (TPI) - Planning Grant Opportunity

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 Talent Pathways Strategy** for specific sectors in GO Virginia Region 9. Details on this initiative can be found in the GO Virginia Talent Pathways Initiative (TPI) Planning Guidance [here](#) and below.

Region 9 includes localities in Planning District 9 (Counties of Culpeper, Fauquier, Madison, Orange and Rappahannock) as well as Planning District 10 (City of Charlottesville and Counties of Albemarle, Fluvanna, Greene, Louisa and Nelson). Letters will be evaluated by the Region 9 Council. If selected, organization(s) will be invited to work with Region 9 staff to develop and submit a grant proposal to the GO Virginia Board of Directors (Board) for consideration.

ISSUE:

The grant opportunity was developed to foster collaboration between business and education to support sustained economic growth and talent development and retention in the Commonwealth. The focus is to develop a strategy that will meet the workforce needs of Virginia businesses – and in this case, the businesses in Region 9.

To that end, each GO Virginia region may award grants to support a situational analysis that will drive development of a regional talent pathway strategy for priority targeted industry clusters as identified by each region.

GRANT:

This is a one-year reimbursable grant for up to \$250,000. A 2:1 match of non-state funds is required. That is, for every \$1 of GO Virginia funds requested, 50 cents of non-state funds must be committed. Match may be cash or in-kind.

GO VIRGINIA REGION 9 PRIORITY CLUSTERS:

The Region 9 Council has identified three priority industry clusters: *Biotechnology & Biomedical, Financial & Business Services, and/or IT & Communications*. Organizations must address at least one priority cluster but could address a combination of two or three with the appropriate justification.

DELIVERABLES:

Required activities, noted below, will be included while developing a TPI Strategy and Action Plan for identified sectors. The activities, strategy and action plan are expected to demonstrate existing and future collaboration among stakeholders that may include primary and secondary education, higher education, businesses, local workforce boards, nonprofits, and local governments. The selected organization(s) would also coordinate with those organizations along with the Region 9 Council to develop future Region 9 grant proposals that will advance the newly identified strategies.

The action plan deliverable should include prioritized strategies, committed strategy leaders, potential funders, potential match sources, sustainability, and strategy timelines. GO Virginia Region 9 Council and staff



expect to be actively engaged in an advisory role and to be updated on activities. 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 stakeholders and funds would be appropriately disbursed, so as not to duplicate efforts.

ELIGIBLE ORGANIZATIONS:

Eligible organizations have (or will have) a presence in Region 9 and are nonprofit or governmental entities eligible to receive GO Virginia funds. Ideal applicants will have workforce experience, a proven track record in the region, knowledge of the GO Virginia program, and a demonstrated ability to collaborate.

REQUIRED ACTIVITIES:

Grant activities must include:

1. Development of industry coalitions directed by industry leaders and engaging workforce system partners to guide and advise on activities 2 through 6:
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. Development of strategies and a 3-5 year action plan to support highest-impact pathway projects for future implementation grants.

LETTER REQUIREMENTS:

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

- Organization name and contact details
- Primary contact name and contact details
- If organizations are collaborating, clarify roles of each organization
- Describe the proposed approach, including:
 - Which industry cluster(s) will be addressed and rationale for selecting
 - Which localities in the region will be engaged and rationale for selection; describe the region or subregion with understanding that a minimum of two localities must be engaged
 - Qualifications and experience of the organization in talent pathways development and/or workforce system planning efforts
 - How the organization will address each of the six required activities, listed above, in its plan
 - How the organization proposes to engage and collaborate with the Region 9 Council

ATTACHMENTS:

Complete and submit the following attachments with your letter. Tentative information is acceptable because



details would be finalized if a Letter is accepted. Simply notate on the attachment.

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

TIMELINE:

The Council will begin accepting Letters by the May 31, 2023 grant application deadline. If an organization is not selected the Council expects to continue accepting Letters at subsequent Region 9 application deadlines until a grant is awarded or until the Region 9 application deadline published for September 2024. The Council will review Letters received at the scheduled meeting following the deadline.

Deadlines and Council Meeting dates can be confirmed at <https://www.govirginia9.org/calendar/> .

HOW TO SUBMIT:

Letters are to be submitted, along with required attachments, by email, to sholland@centralvirginia.org.

QUESTIONS:

FAQ is available [here](#).

Interested organizations are highly encouraged to reach out to Shannon Holland Director, GO Virginia Region 9 at sholland@centralvirginia.org to discuss this opportunity.

NOTICE: Receipt of any letter does not commit the Region 9 Council to further action.

###



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
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

-
-
-
-

Month: _____

Milestones

-
-
-
-

DRAFT

PROJECT DELIVERABLES – ATTACHMENT:

Deliverable	Responsible Partner	Due Date

DRAFT

Please complete the following questions by **January 13**. Please include only data from October, November, and December.

Please provide a description of project work completed or in progress this quarter.

1. Please describe work performed specifically (with dates if applicable) to the milestones due this quarter per the contract.

Over the course of this quarter, Virginia Bio-Connect successfully held four Young Professional Networking events within **Region 2** ([Oct. 19, 2022](#) and [Nov. 16, 2022](#)) and **Region 7** ([Oct. 18, 2022](#) and [Nov. 16, 2022](#).) respectively and hosted its first hybrid Career Fair on Oct. 5, 2022. Held at the Omni Richmond Hotel, the "[Virginia Life Science Career Fair](#)" attracted over 110 job seekers and 8 hiring companies. VA Bio-Connect sponsored and attended both CvilleBioHub in Charlottesville, VA 2022 BioDiversity Summit (Oct 13, 2022) and VCU Innovation Gateway in Richmond, VA 2022 VCU Innovates Annual Reception (Nov.17, 2022). Additionally, VERN Mentor (Elizabeth Pyle) hosted and led a hybrid workshop on "Navigating the FDA Regulatory Process" on Nov. 30, 2022. Part 1 of the workshop series that is to cover the on navigation of the FDA regulatory process. Elizabeth Pyle also co-spoke at the Oct 18, 2022 Region 7 Biotech & Beer YPN that allowed registrants to learn about the value of CEO and life science business mentor relationships, and ways this support can help further advance start-up and early stage companies.

Monthly Regional Co-Directors meetings were held Oct. 12, 2022 and Nov. 10, 2022, and Dec. 14, 2022 to discuss, plan, and implement programmatic AIMS, specifically regarding the **1)** STEM2VA internship program extension into the Fall/Spring term and Summer 2023, **2)** upcoming VERN Mentors workshop topics and agendas for 2023 program year, **3)** funding opportunities to sustain program efforts, **4)** continuous promotion and branding of VBC and regional biohub projects, and **5)** expansion of regional Young Professional Networking events in all supporting regions. VA Bio-Connect completed and participated in number of additional activities that include;

Activities:

- STEM2VA hosted 6 Fall 2022 interns of which 4 where STEM2VA Summer 2022 interns.
- Catalyst Life Science conference, Richmond, VA: John Newby spoke on the panel "Establishing and Building Ecosystems" (Oct. 6-7, 2022)
- Accelerate 2023 Technology Conference, Arlington, VA: John Newby spoke on the panel "Pandemic Preparedness and Biotech Innovation" (Nov. 2-3, 2022)
- BisNow Richmond Economic Update, Richmond, VA: John Newby spoke on the panel "Life Science in Richmond Region" (Nov. 9, 2022)

In the upcoming quarter (Jan.-Mar. 2023) VBC will support several STEM2VA Interns for the Spring 2023 term and continue its efforts in marketing to both life science companies and students of the Summer 2023 STEM2VA program set to begin June 5, 2023. VA Bio-Connect, Innovation Commercialization Assistance Program (ICAP)/Small Business Development Center, and the VERN Mentors will collaborate and determine 2023 workshop topics and dates to

continue to meet programmatic deliverables. Dates, times and locations for VERN workshops will be announced at a later date. VBC's marketing and branding to occur into and throughout quarter 1.

Please describe any outcomes/products that have been achieved.

2. Please speak to any that were achieved in October, November, and December:

Please note this section information is gathered by our collaborative partners (ICAP). Requested grant materials will be added via an addendum once all necessary information has been received by VA Bio-Connect.

Please describe any barriers to the project at this time.

3. VA Bio-Connect barriers include retrieval of invoices and supporting documentation for submission of remittances to the GoVA program management team. Additional barriers include completeness of YPN events within designated regions and communications of upcoming events related to the VA Bio-Connect grant. No other barriers to report for quarter 4.



March 21, 2023

Mr. Ray Knott
Chair, GO Virginia Region 9 Council
North Fork – Town Center Two
1001 Research Park Boulevard, Suite 301
Charlottesville, VA 22911

Dear Mr. Knott:

The Community Investment Collaborative (CIC) is interested in leading the development of the Regional Entrepreneurship Investment (REI) Strategy for GO Virginia Region 9. CIC will be the applicant and will co-lead this initiative with Venture Central (VC) while engaging entrepreneurial support organizations (ESOs) regionwide. We expect to engage a consultant for part of this work.

Our intent is to 1) inventory existing assets and recommendations from previous reports¹ and strategies to verify assumptions and current needs, 2) survey and convene regional stakeholders to test updated assumptions and identify new needs, 3) develop and prioritize recommendations in the REI assessment, 4) develop benchmarks and timelines to track performance against the strategy, 5) develop a plan for sustainable ecosystem funding to execute the new REI Strategy, and 6) use the REI Strategy to create a county/city level assessment that allows each locality in our region to evaluate its readiness to take advantage of regional resources. Deliverables will include a regional entrepreneurship **assessment** report with recommendations, a 3-5 year **actionable strategies plan** that advance recommendations (including committed strategy leaders, potential funders, potential match sources, sustainability, and strategy time frames, etc.), and, a **list of prioritized GO Virginia implementation grants** from the actionable strategies list. The focus of this effort will be on Region 9 target traded sectors.

The Community Investment Collaborative (CIC) is a Community Development Finance Institution (CDFI) that hosts the Central Virginia Small Business Development Center (CV SBDC). In 2022 alone, we provided direct one on one assistance to over 700 entrepreneurs, providing training and educational opportunities to over 1100 individuals, and supported them in accessing nearly \$12 million in capital.

Our growth in recent years has led to us an entry point for entrepreneurs seeking to start and grow their businesses in the region. While CIC's focus has always been on under-resourced populations, our CV SBDC's growth and impact has created opportunities to leverage resources in the broader entrepreneurial ecosystem. Since 2020, CIC and CVSBDC has been able to secure \$2.8 million in funding from sources outside of our region to support the growth of entrepreneurs and businesses in the region, but does not include the \$13 million in CARES Act Grants that CIC managed in

partnership with municipalities throughout the region and beyond. This includes managing federal and state grants from SBA, USDA, Treasury, and the Commonwealth of Virginia.

CIC will partner with Venture Central to complete this work. Venture Central is a nonprofit entrepreneurial support organization (ESO) that is dedicated to enhancing the entrepreneurial ecosystem in Central Virginia. Venture Central was founded in 2021 as a joint initiative of the economic development offices of the City of Charlottesville, Albemarle County and the University of Virginia and is dedicated to helping founders with connections, programs, funding, and spaces. The organization was first conceived in the October 2019 GO Virginia “Venture Hub” Business Plan. To date, Venture Central is still in the early stages of defining and fulfilling its intended role as the ESO for Central Virginia, but it has secured more than \$750,000 in grants and matching funds, including from the Commonwealth of Virginia (GO Virginia) and from a U.S. Economic Development Administration (EDA) Build to Scale grant.

New and existing staff will be leveraged to complete the work. CIC will hire a qualified consultant to assist in the data gathering, analysis and report writing for the new REI Assessment. Venture Central will support the consultant and coordinate the survey and convening of regional stakeholders to gather the input required to fully inform the new strategy. The focus of this effort is to convene entrepreneurs and partners that work within Region 9’s target sectors. CIC will work to develop the follow up local ecosystem integration plans following the creation of the assessment and completion of the regional strategy. The team will explore working with existing CEDS planning teams to identify possible collaboration of efforts, as appropriate. Contact information for CIC and Venture Central are at the conclusion of this letter.

CIC and Venture Central will actively engage the GO Virginia Region 9 Council, Economic Development Partners, and other entrepreneur support organizations throughout the project. An advisory group composed of GO Virginia Region 9 staff, council members and partners will be assembled at the outset of the work. A draft of the new strategy will be circulated amongst all partners for alignment in addition to being presented to the GO Virginia Region 9 Council for validation.

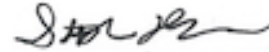
CIC’s recently approved Rural Entrepreneurship Ecosystem Building Grant is more directly focused on building pipelines of entrepreneurs and connecting them to services. A tangential benefit of that work will provide additional entrepreneur perspectives throughout Region 9 that can both be incorporated into the findings for the new REI Strategy and be ready to begin implementation.

Developing a strategy for sustainable ecosystem funding is core to this project. We will work to collect needs and sources of funding for organizations performing this work across the ecosystem to identify gaps and opportunities for growth. Ultimately, the REI Strategy will strengthen the regional entrepreneur ecosystem by focusing its work over the next 3-5 years and establishing a clear pathway for future GO Virginia Region 9 grant investments. The regional system will provide the larger infrastructure necessary for the local systems to plug into, creating opportunities for focused local growth based on the needs of each community in Region 9. We understand that future GO Virginia grant proposals for advancing new priorities are expected to be collaborative amongst ESOs

and supportive of the regional ecosystem.

Thank you for the opportunity to express our interest in developing the REI for our entrepreneurial ecosystem. We look forward to further conversations on how best to proceed with this work.

Sincerely,



Stephen Davis
President

Attachments

Contact information for partners:

Community Investment Collaborative
300 Preston Ave #206
Charlottesville, VA 22902
cicville.org
Stephen Davis, President
stephen@cicville.org
(434) 227-5679

Venture Central, Inc.
% Charlottesville Regional Chamber of Commerce
209 5th St NE
Charlottesville, VA 22902
venturecentralva.com
Rahul Keshap, Executive Director
rahul@venturecentralva.com
(434) 226-0683



April 14, 2023

Mr. Ray Knott
Chair, GO Virginia Region 9 Council
North Fork – Town Center Two
1001 Research Park Boulevard, Suite 301
Charlottesville, VA 22911

Dear Mr. Knott:

On behalf of Venture Central, I'm writing to express the organization's support for and commitment to work with the Community Investment Collaborative (CIC) in the development of the Regional Entrepreneurship Investment (REI) Strategy for GO Virginia Region 9. CIC will be the applicant and will co-lead this initiative with Venture Central (VC) while engaging entrepreneurial support organizations (ESOs) regionwide.

Venture Central, Inc. is a nonprofit entrepreneurial support organization (ESO) that is dedicated to enhancing the entrepreneurial ecosystem in Central Virginia. Venture Central was founded in 2021 as a joint initiative of the economic development offices of the City of Charlottesville, Albemarle County and the University of Virginia. The organization was first conceived in the October 2019 GO Virginia "Venture Hub" Business Plan. To date, Venture Central is still in the early stages of defining and fulfilling its intended role as the ESO for Central Virginia, but it has secured more than \$750,000 in grants and matching funds, including from the Commonwealth of Virginia (GO Virginia) and from a U.S. Economic Development Administration (EDA) Build to Scale grant.

The vision of Venture Central is to make Central Virginia an internationally respected entrepreneurial community. To achieve that vision, the organization's mission is to serve and strengthen our entrepreneurial community by building and bridging connections, programs, funding, and spaces. This work connects directly with the development of the REI Strategy for GO Virginia Region 9, and the organization, its executive director and its board of directors are dedicated to achieving an effective, insightful and impactful REI Strategy and a successful outcome for the region.

Thank you for the opportunity to express our interest in co-leading the development of the REI for our entrepreneurial ecosystem with CIC. We look forward to further conversations on how best to proceed.

Sincerely,

A handwritten signature in black ink, appearing to read "Rahul Keshap".

Rahul Keshap
Executive Director

Attachment One

1. Committed partners
 - a. Community Investment Collaborative
 - b. Venture Central

2. Other partners
 - a. CvilleBioHub
 - b. Central Virginia SBDC (hosted at CIC)
 - c. Laurel Ridge SBDC
 - d. Catalyst
 - e. George Mason Enterprise Center
 - f. Charlottesville Business Innovation Council
 - g. University of Virginia (multiple departments)
 - h. Central VA Partnership for Economic Development
 - i. Albemarle County
 - j. City of Charlottesville
 - k. Fauquier County
 - l. Culpeper County
 - m. Orange County
 - n. Fluvanna County
 - o. Louisa County
 - p. Greene County
 - q. Madison County
 - r. Rappahannock County
 - s. Nelson County
 - t. Chambers of Commerce (multiple)
 - u. Central Virginia SCORE
 - v. VIPC (Virginia Innovation Partnership Ecosystem Development)

PROJECT DELIVERABLES – ATTACHMENT:

Deliverable	Responsible Party	Due Date
1. List of entrepreneurs and stakeholders throughout GO Virginia Region 9, by city/county and target sector	CIC / Venture Central	September 2023
2. Survey of stakeholders	CIC / Venture Central / Consultant	September 2023
3. Inventory of funding needs & sources	CIC / Venture Central / Consultant	December 2023
4. Best practices from other regions	CIC / Venture Central / Consultant	December 2023
5. Findings from data collection	CIC / Venture Central / Consultant	March 2024
6. Initial recommendations & priorities	CIC / Venture Central / Consultant	March 2024
7. Funding needs for new strategies	CIC / Venture Central / Consultant	March 2024
8. County/City assessments	CIC / Venture Central / Consultant	June 2024
9. List of priorities for initial funding	CIC / Venture Central / Consultant	June 2024
10. REI Strategy & Report	CIC / Venture Central / Consultant	June 2024
11. Actionable Strategies Plan prioritized for next 3-5 years including: Committed strategy leaders, potential funders including GO Virginia, potential match sources, sustainability, timeframes, etc.	CIC / Venture Central / Consultant	September 2024
12. List of GO Virginia Implementation Grants from the above list with the first grant proposal to be delivered within 3 months of deliverable	CIC / Venture Central / Consultant	October 2024

TIMELINE and MILESTONES - ATTACHMENT:

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

Quarter: July to September 2023

Milestones

- Kick-off meeting with entrepreneurial support organizations (ESOs) and stakeholders
- Identify and hire consultant for strategy development
- Develop lists of entrepreneurs and stakeholders for each GO Virginia Region 9 Target sector and in each GO Virginia city/county to include in survey and convening
- Develop and begin survey of stakeholders
- Convene stakeholders, ESOs and partners
- Determine cadence of advisory board meetings

Quarter: October to December 2023

Milestones

- Inventory funding needs and sources for all existing ESOs
- Complete data collection through survey(s) and stakeholder convening
- Research other region's REI strategies and progress to date to identify best practices and lessons learned
- Deliver Region 9 Council Meeting update (October)

Quarter: January to March 2024

Milestones

- Compile and analyze findings of data collection
- Identify initial recommendations and priorities
- Identify funding needs for new strategies identified in recommendations
- Draft recommendations and report
- Share report with stakeholders for feedback and alignment
- Develop county/city level assessment and guide for local ecosystem collaboration
- Deliver Region 9 Council Meeting update (January, March)

Quarter: April to June 2024

Milestones

- Begin executing county/city level assessment and guide for local ecosystem collaboration
- Gather feedback
- Finalize report including recommendations
- Validate Region 9 Entrepreneurship Assessment Recommendations with Region 9 Council (June)

Quarter: July to September 2024

Milestones

- Publish final Region 9 Entrepreneurship Assessment Recommendations (July)
- Host event(s) to promote the assessment recommendations and encourage input into actionable strategies plan
- Continue county/city level entrepreneur ecosystem collaboration assessments

- Engage with Region 9 staff to understand GO Virginia goals and grant requirements
- Convene stakeholders to develop 3-5 year actionable strategies plan
- Validate Actionable Strategies Plan with Region 9 Council (August)
- Publish Actionable Strategies Plan (September)
- Engage stakeholders to promote next steps of Actionable Strategies Plan

Quarter: October to December 2024

Milestones

- Validate prioritized list of GO Virginia grants to Council (October 2024) including target Region 9 application deadlines
- Deliver final prioritized list of GO Virginia grants to GO Virginia staff (November 2024)
- Convene stakeholders to ensure next steps are on track (December)
- Finish grant activity (December)
- Complete county/city level entrepreneur ecosystem collaboration assessments



2023 Growth & Diversification Plan Update – Timeline

January	Council reviews regional economic data – Chmura Snapshot for Region 9
April	Council review DHCD Template and Version 1 Draft
May	Pull additional data to evaluate Life Sciences cluster, Ag-tech sector, etc. Draft Plan vetted with subject matter experts, stakeholders, CEDS committee, etc.
June	Council reviews Version 2 Draft
September	Draft Plan vetted with subject matter experts, stakeholders, CEDS committee, etc.
October	Council reviews and approves Final Growth Plan Update



Virginia Growth and Opportunity Fund (GO Virginia) Growth & Diversification Plan - 2023 Review Template

INSTRUCTIONS: Please use the following template to guide the plan review. Please attach the Review Template to the front of the 2021 Growth and Diversification Plan as a cover sheet or to a revised plan or revised section, if changes are made.

TITLE PAGE:

Include Region, 2023 Growth & Diversification Plan Review, Support Organization contact information. **INSERT cover sheet DRAFT**

PRIORITY INDUSTRY CLUSTERS:

Please summarize the region's priority industry clusters identified in the Growth and Diversification Plan using the below table format.

Consistent with data pulled from Chmura JOBS EQ for the 2021 Update, the top five industries in Region 9 are still non-traded industries. The top industry clusters in terms of employment growth forecast and with the highest average wages continue to be the clusters identified in the original growth plan (2017) and verified with subsequent updates in 2019 and 2021.

There have been discussions at Council Meetings about expanding the Biomedical & Biotechnology Cluster to Life Sciences as well as adding Ag-Tech. Currently there are eight 4-digit NAICS codes industries identified in the Region 9 cluster, one of which, Medical and Diagnostic Laboratories (6215) is currently included in the Region 9 cluster. The UVA Manning of Biotechnology To Transform Health Care currently in development portends the need to expand this focus. An updated review of this sector is recommended.

As technology continues spawn innovation in more sectors, the question has arisen if Ag-tech is should be a new sector. Currently, new projects announced in our area area including controlled environment agriculture or internally contained all fall within in the 11 NAICS code of Agriculture, Forestry, Fishing and Hunting with almost 4,500 employed. However, the average annual wages of that sector in region 9 as of 2020 Q3 is \$25,801. Again, a planning grant could be developed to investigate this sector for high wage jobs.

Therefore, cluster assessments should be done to address these clusters to map the cluster in the region or subregions and identify gaps in talent, sites, and entrepreneurship that are barriers to

scaling and expanding competitive advantages. (See Grant Opportunities)

Priority Industry Cluster
Biomedical & Biotechnology (Life Sciences ?)
Financial & Business Services
Food & Beverage Manufacturing
IT & Communications
Light Manufacturing

(If a NEW cluster is added, please describe the process and research that led to the decision in the narrative and include a definition of the cluster including NAICS codes)

WHERE WE ARE - STATE OF THE REGIONAL ECONOMY:

Please summarize the state of the regional economy as presented in the 2021 plan, and reflect on any major trends, shifts, or developments that impact the picture, if any.

The benchmark for GO Virginia program is average Annual Wages as measured in the first quarter (Q1) of each calendar year as sourced from Chmura JOBS EQ. As noted in the table below,

Average Annual Wages have risen by 16.9% since Q1 2018 in Region 9 as compared to 20.4% for the entire Commonwealth. Average Annual Wages have increased 8.8 % since Q1 2020 through Q1 2022 in Region 9.

Q1	2018	2019	2020	2022
Region 9	\$48,154	\$49,130	\$51,750	\$56,326
Virginia	\$55,526	\$56,993	\$59,107	\$66,863

The trend of increasing Average Annual Wages continues. As of Q3 2022, Average Annual Wages in Region 9 are \$57,124 and \$67,587 in Virginia.

As of Q3 2022, all economic sectors (2 digit NAICS) cumulatively grew .4% over a five-year, four-quarter moving average and are projected to grow over a two years at .6%. This industry growth remains in line with the same data measured as of Q3 2020 of .4% and .5% respectively.

The top five industry sectors in Region 9 are still non-traded sectors of Health Care, Education Services, Retail Trade, Accommodation and Food Services and Construction. These remain critical to our region; however, non-traded sectors are not the focus of the GO Virginia program. Region 9’s target industries demonstrated positive growth in employment over the past five years a captured

as of Q3 2022.

Cluster	Employment	Average Annual Wages	Ann%	2 year annual forecast growth
Biomedical & Biotechnology	3,206	\$94,807	2.2	.5%
Food & Beverage Manufacturing	2,593	\$35,128	4.8	.2%
Financial & Business Services	18,904	\$92,578	1.6	.6
IT Communications	12,920	\$95,028	1.8	.8
Light Manufacturing	9,132	58,297	9	0

SKILLS GAP ANALYSIS AND TALENT PATHWAYS - TARGETED INDUSTRY SECTOR PATHWAYS:

*Please discuss the **skills gap analysis for targeted industry sectors** as presented in the 2021 plan and in the context of the new Talent Pathways Initiative Planning funding opportunity. What existing goals and strategies in the plan could be addressed through the new TPI Planning funding?*

The Council has funded and is supporting continuing efforts to better understand the skills gap for targeted industries. In 2021, the Target Sector Labor Strategies Report was published. The project as funded through a planning grant and the initiative was led by the Central Virginia Partnership with Virginia Career Works Piedmont Region and validated with sector led business circles. Several of the recommendations in these grants are being advanced through two implementation grants: Tech Talent Retention led by the Central Virginia Partnership and Talent Supply connector led by Virginia Career Works Piedmont Region. The sector strategies identified skills gaps while Virginia Career Works Piedmont Region 9 is working to collect real time data on available community college and high school programming available to address those gaps. That said, Specific Talent Pathways Planning for sectors would accelerate next step activities. The Council has identified Biotech, IT, and/or Financial & Business Services as the sectors that will be prioritized for this grant opportunity and is developing a Request for Letters of Interest for organization(s) interested in leading the initiatives.

GOALS, STRATEGIES, AND HOW TO ACHIEVE THEM:

Please as succinctly as possible summarize the identified goals and strategies as presented in the 2021 plan, using a table format. You should have at least one row for each targeted industry but



could have multiple rows and repeated industry sectors listed, if a goal and/or strategy applies to multiple industries. If strategies or goals are updated in this process, please highlight any new goals or strategies and explain these changes from the previous plan version

SEE TABLE ATTACHED AT END OF DRAFT REPORT

PROJECT DEVELOPMENT

Please discuss how this 2023 Growth and Diversification Plan Review will impact project development. Please discuss current projects and how they relate to the Review.

This review has identified new opportunities for grant projects now. The need for some grant opportunities has been reinforced or carried over from prior plan updates. (See Grant Opportunities). It should be noted that the Council has reviewed activities related to advancing growth plan opportunities each year at its annual meeting in the Review of Growth Plan Implementation (aka Annual Report). How the Growth Plan is being advanced by active projects is assessed in the report and such updates are considered in the last Grant Opportunities list.

That said, there are two Comprehensive Economic Development Strategies (CEDs) in development in Region 9. Virginia Planning Districts 9 and 10 encompass all of Region 9 and they are working in parallel to create their reports. Additionally, the Region 9 Council is supporting the development of a Super Regional Report that will identify commonalities for larger regional efforts that are expected to inform new or expanded opportunities. As such, opportunities identified in this growth plan may be revisited as new data or reports come out of these CEDs planning efforts. CEDs planning efforts will be on the Region 9 Council Agenda to facilitate this process. The Super Regional Report is expected to be published in Q1 2024, while this report must be approved at the October 2023 Council Meeting. Therefore, updates are expected to be made through Q3 2024.

FUTURE PLANNING/G&D PLAN EFFORTS:

Please describe how this 2023 Growth and Diversification Plan Review was facilitated. Please detail how Regional Council members and whether stakeholders were involved in the process.

This growth plan effort was initiated at the March 2023 Council Meeting when key economic data was shared with Council Members for discussion. Council staff shared a plan development timeline and engagement strategy at the April 2023 Council Meeting for discussion. This effort was greatly influenced by the CEDs planning efforts underway.

Goal of the Region 9 Growth & Diversification Plan - Drive growth in higher paying jobs in high growth traded sector jobs through grants that incentivize collaboration between business, higher education and local government.

2021 GRANT OPPORTUNITIES	PROJECTS ADDRESSING OPPORTUNITIES	STATUS/ SECTORS	2023 GRANT OPPORTUNITIES	OUTCOMES / IMPACT MEASURES
Talent Development Strategies				
Drive the development of a regional and comprehensive workforce coalition or initiative to support collaboration and efficiency in the Region 9 talent development ecosystem	Talent Supply Connector (8/2022 to 8/2024)	In Process for two sectors: Food & Beverage Manufacturing, and Light Manufacturing	1. Drive the development of a regional and comprehensive workforce coalition or initiative to support collaboration and efficiency in the Region 9 talent development ecosystem Potential Partners: Community Colleges University of Virginia Virginia Career Works – Piedmont Region Central Virginia Partnership	- Established regional workforce coalition
Accomplish a regionally focused implementation grant to execute labor sector strategies identified for Financial & Business Services, Food & Beverage Manufacturing, Information Technology, and Light Manufacturing in the Labor Sector Strategies Report for GO Virginia Region 9 (2021). Report recommendations include: O Establish sector led coalitions comprised of business, workforce, and education stakeholders to identify and drive solutions for industry O Promote VCW - Piedmont Region and community college workforce services more broadly across sectors to enhance awareness of business-focused programs offered by these groups O Create a career readiness program to help employees understand workplace courtesies and protocols associated with softs skills	Talent Supply Connector for Food & Beverage Manufacturing and Light Manufacturing ----- Tech Talent Retention for targeting recruitment efforts for internal talent pools for IT, Light Manufacturing, Financial & Business Services, and Biotech (9/2022 to 9/2024)	In Process for four sectors	2. Identify organization(s) to drive Talent Pathways Initiative – Planning grants for sectors prioritized by the Region 9 Council: Biotech, Financial & Business Services, and/or IT Potential Partners: Community Colleges University of Virginia Virginia Career Works – Piedmont Region Central Virginia Partnership CvilleBioHub VA Bio	- Delivery of a Talent Pathway Plan for Biotech, IT, and/or Financial & Business Services that includes identified future funding opportunities. - Awarded Implementation grants to advance the TPI Plans - # jobs created/filled - # of businesses served
Drive development of Biotech labor sector strategies			See #2 above	

Develop sector driven credentialing, apprenticeship, and internship programs for target industries	Talent Supply Connector for Food & Beverage Manufacturing, and, Light Manufacturing	In Process for two sectors	See #2 above	
Evaluate or drive strategies to address regional demand for Software Developers (SOC 15-1256) across IT, Biotech, and Financial & Business Services sector	Tech Talent Retention for IT, Light Manufacturing, Business & Financial Services, and Biotech	In Process for four sectors	3. Evaluate or drive strategies to address regional demand for Software Developers (SOC 15-1256) across IT, Biotech, and Financial & Business Services sector Potential Partners: Central Virginia Partnership University of Virginia CvilleBioHub CBIC	- # jobs created/filled - # of businesses served
Growing Existing Businesses Strategies				
Evaluate challenges to each or all regional target sectors to identify gaps that inhibit regional sectors from scaling to attain a critical mass of enterprises, talent, and intellectual property			1. Support Planning grant(s) for each target sectors to re-evaluate clusters as defined in 2017, map cluster(s) and identify gaps in growth for future implementation grants. Potential Partners: Consultants University of Virginia VOEE Virginia Career Works -Piedmont Region Central Virginia Partnerships Community Colleges Sector led verticals, i.e. CvilleBioHub, Wine/Craft Beverage organizations, etc.	- Cluster Strategies for target sectors - Implementation Grants for Target Sectors
Implement solutions to identified gaps or barriers to scaling and expanding regional target clusters			2. See above. Implementation grants to follow planning grants	
Support sector led verticals, i.e., CvilleBioHub, to address business-identified sector gaps to traded sector growth			3. Support sector led verticals, i.e., to address business-identified sector gaps to traded sector growth	- # new jobs created - # businesses expanded
Support development of a large amount of new square footage, including wet and/or dry labs, to serve Biotech industry growth	CvilleBioLab (Date TBD)	In process for Biotech	4. Support implementation of a biotech wet lab accelerator/incubator to support expansion in the sector (following current planning grant) Potential Partners: CvilleBioHub	- # of new jobs created - # of existing businesses expanded



			VIPC Regional Entrepreneurship Investment Plan identified partners Private Sector	
Startups/Innovation/Commercialization Strategies				
Support advancement of opportunities identified to serve the regional entrepreneurship ecosystem in the Region 9 Rural Entrepreneurship Report (2020) and the Venture Hub Report (2019) including: O Strategically integrate “conciierge” or “business navigator” roles to connect entrepreneurs to resources, etc. O Promote existing resources throughout the region and drive regional collaboration between entrepreneurship support organizations, stakeholders, and entrepreneurs	Venture Central (3/2021 to 8/2023) ----- Rural Entrepreneurship Ecosystem Building (5/2023 to 4/2025)	In process for all sectors	1. Support development of a Regional Entrepreneurship Investment (REI) Plan 2. Support recommended implementation grants that catalyze growth in target sector entrepreneurship as prioritized in the REI Plan Potential Partners: As identified in the REI to be published in 2024	- Regional Entrepreneurship Investment Plan - List of validated Implementation grants - Approved implementation grants - # jobs created - # of businesses expanded - # of new businesses created - \$ total capital raised
Develop stronger ideation programming and support strategic expansion of existing programming targeting traded sector startups			See 1. And 2. above	
Support advancement of integrated accelerators, incubators, entrepreneurial hubs, etc. to serve the region	Rural Entrepreneurs Ecosystem Building ----- CvilleBioLab (Date TBD)	In process for all sectors	See 1. And 2. above	
Catalyze wider range of risk capital in the region	Rural Entrepreneurs Ecosystem Building ----- Federal grant leveraged by Venture Central GO Virginia funds	In process for all sectors	See 1. And 2. above	
Strengthen networking of traded sector industry clusters to engage startups more actively	Rural Entrepreneurs Ecosystem Building	In process for all sectors	See 1. And 2. above	



Sites Strategies				
Advance further development of sites and seek opportunities for regional collaboration on new sites	Accelerating Regionally Significant Sites (Ending 6/2023)		<ol style="list-style-type: none"> 1. Support planning grant(s) to evaluate regional site inventory, create a plan for region 9 site advancement, including other funding sources – including metrics for identifying sites and pipeline projects- establish methodology for advancing regional sites in a systematic metric driven approach including which funding sources should be invested in which sites; in particular address how to bring private sector landowners. 2. Support implementation projects identified in the Site plan 	<ul style="list-style-type: none"> - Regional Site investment plan - List of prioritized implementation plans - # acres advanced to higher tier on VBRSP - # sites assessed - # acres characterized
Evaluate regional strategic advantages for potential sites and/or sites under development in regional target sectors, i.e., data centers, light manufacturing			See 1. And 2. above	
Support and encourage the continued development of regionally prioritized sites			See 1. And 2. above	
Advance the creation of a Regional Industrial Facilities Authority (RIFA) or equivalent regional collaborative partnerships, as appropriate, to support regional site development			3. Planning grant to evaluate optimal RIFA	- RIFA agreement
Other Strategies				
Explore opportunities to assess and support the development of emerging industries that could help the region grow high paying jobs and expand traded sectors (i.e., Hemp Industry, Renewable Energy Industry, and Environmental Sustainability Industry)			<ol style="list-style-type: none"> 1. Support planning grants to assess, map, and support the development of emerging industries for which this region may have a competitive advantage. 2. Support implementation grants identified in the above report <p>Potential Partners:</p>	<ul style="list-style-type: none"> - # jobs created/filled - New sectors identified
Drive programming for regional economic recovery and resiliency from the economic impact of the COVID-19 pandemic through the ERR grant program				