



**GO VIRGINIA REGION 9 COUNCIL**

**APRIL 21, 2023**

**COUNCIL MEETING**

**9:30 am to 11:30 am**

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

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); Patrick Mauney, Rappahannock-Rapidan Regional Commission (Treasurer); Jim Cheng, CAV Angels; Brian Cole, LexisNexis Reed Tech; Ed Dalrymple, Jr., Cedar Mountain Stone; Christian Goodwin, Louisa County; Yolunda Harrell, Taste of Home; Christine Jacobs, Thomas Jefferson Planning District Commission; Tony O'Brien, Fluvanna County; Ed Scott, EcoSeptix Alliance; Francoise Seillier-Moiseiwitsch, Revalation Vineyards; Andy Wade, Louisa County; Jonathon Weakley, Madison County

**Attending Virtually\*:** Kenny Allison, The Coleman Group

**Absent:** Rob Archer, Codebase Coworking; Kim Blosser, Laurel Ridge Community College; Tom Click, Patriot Industries; Jim Crozier, Orange County; Pace Lochte, UVA Economic Development; Paige Read, Town of Culpeper; Jean Runyon, Piedmont Virginia Community College; Felix Sarfo-Kantanka, Jr., Dominion Energy

**Staff:** Helen Cauthen, Shannon Holland, Christie Taylor

**Guests:**

In-person: Steve Dalton, GENEDGE; Stephen Davis, Community Investment Collaborative; Denise Herndon, UVA Economic Development; Rahul Keshap, Venture Central; J.T. Newberry, Albemarle County Economic Development

Virtual: Annie Conte, Department of Housing and Community Development; Tracey Gardner, Economic Development and Tourism Director Madison County; Ellen Miller, Joint Legislative Audit and Review Commission (JLARC); Kim Sarte, JLARC; Carolyn Howard, Dewberry

**1. Welcome**

Ray Knott called the meeting to order at 9:30 a.m.

**2. Pledge of Allegiance**

The Pledge of Allegiance was performed.

**3. Roll Call**

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

**4. 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.

**5. Approve Council Business – Action Item**

Ray Knott announced that some council members may leave early; Ray Knott asked for a motion to move Agenda Item 6 “Updates from Committee, Task Forces, Council Members” down the agenda to after item 9.

***Kenny Allison made a motion to move item 6 of the Agenda to after item 9. Brian Cole seconded the motion. The motion carried.***

- a. Meeting Minutes, January 27, 2023  
There was no discussion about the Minutes.

***Christian Goodwin made a motion to approve the Meeting Minutes. Kenny Allison seconded the motion. The motion carried.***

- b. Treasurer’s Report  
Patrick Mauney, Treasurer, gave a report. Highlights include:
- The financials are presented through February 2023.
  - Accounts Receivable are \$131,146.40 with \$127,535.41 due to the Partnership, as noted in the Statement of Financial Position.
  - Accounts Receivable and Payables through April 6 are both reduced to just under \$58,000 on the April 6 statement.
  - Through February, 76.15% of the FY 2022 budget has been spent as noted on the Statement of Income and Expense. The Salaries numbers reported to the council at the last meeting were underreported by \$39,000. This statement reflects corrected numbers.
  - The first column of each project budget now indicates the project start date. All projects except Accelerating Sites are reported through February. The Accelerating Sites project had a large reimbursement request that was reported in March.
  - Patrick recommended to staff and Council that only the Statement of Financial Position document for the reporting period needs to be included in future meeting packets.

***Ethan Dunstan made a motion to approve the Financials as presented. Jonathon Weakley seconded the motion. The motion carried.***

- c. Memo: Request Approval for Capacity Building Budget Revisions  
There was no discussion on the Memo.

***Jim Cheng made a motion to approve the Memo, as presented. Ed Scott seconded the motion. The motion carried.***

- d. Dashboard

Ray Knott noted that the included dashboard reflects the last two projects approved that will be under contract on May 1. As of May 1, there will be only \$945 remaining in the FY 2022 Per Capita and just over \$692,000 in FY 2023. If the REI application of \$300,000 is advanced by Council and approved by the Board, those funds would come out of the FY 2023 Per Capita funds.

- e. Director Report  
There was no discussion about the report.
- f. Talent Pathways Initiative (TPI) - Request for Letters of Interest  
There was no discussion about the Requests for Letters of Interest.

***Ethan Dunstan made a motion to approve the Dashboard, Director Report and Request for Letters of Interest, as presented. Tony O'Brien seconded the motion. The motion carried.***

#### **6. Letter of Interest for Regional Entrepreneurship Initiative (REI) – Action Item**

Shannon Holland reviewed the solicitation process for the letter, including Council approval in January, outreach via newsletter, website, and social, etc. One letter was received by the due date of March 21. The Innovation Task Force provided feedback and a revised letter was submitted. The revised material was shared with the task force and the council. The materials in the meeting packet include only the required materials though the full version included Letters of Support from localities, ecosystem partners including UVA, Culpeper Chamber, CvilleBioHub, CBIC, CAV Angels, Catalyst, and entrepreneurs at Ampel BioSolutions, Liquet, and Astrae. Match forms from localities throughout the region supporting this project were submitted but not included in the agenda. A few match forms were pending, making the budget tentative. If approved, staff is requesting the Council allow staff to work with the applicant team to develop the final proposal for DHCD by May 5th to advance to the June GO Virginia Board Meeting.

Jim Cheng, a member of the Innovation Task Force, commented that he believed the stakeholders involved in the project are the right ones to advance the grant objectives. Yolunda Harrell, member of the Innovation Task Force, said the work of CIC is effective, and enhancing the capacity and reach of this organization will help scale entrepreneurship throughout the region. Jonathan Weakley confirmed that Madison County is supportive, and a commitment form will be provided.

***Christian Goodwin made a motion to accept the REI Letter of Interest and allow staff to work with CIC and Venture Central to submit the REI application to DHCD by May 5. Tony O'Brien seconded the motion. The motion carried.***

#### **7. Bylaws Review or Update - Discussion**

Ray Knott shared that during the Executive Committee Meeting, it became clear an in-depth review of Bylaws was needed. Dave Pettit has graciously agreed to provide pro-bono legal services for the process and requested that 2 or 3 Council members work with him and staff to accomplish the process. Any Bylaw changes cannot be acted on until after 30 days of having been discussed as an agenda item at a council meeting, so the process is just beginning via this discussion. Ray Knott

stated that it was up to the Council whether to move forward and whether to do a brief review or a revision. Some of the issues are simple edits but others are bigger issues such as in-person quorum percentages, attendance requirements, alignment with GO Virginia legislation, term limits, etc.

Ethan Dunstan suggested that if David Pettit recommends the review and is willing to offer pro-bono services, that approach makes sense. Brian Cole and Ethan Dunstan volunteered to serve as reviewers. Yolunda Harrell commented on the need to review with mindfulness of the accessibility of zoom and the need to not overburden staff with quorum concerns. Ed Scott commented on the quality of discussion and participation that in-person meetings offer.

**8. Comprehensive Economic Development Strategy (CEDS) Update**

Patrick Mauney and Christine Jacobs shared updates on the CEDS planning process. In the summer they will conduct focus groups for the CEDS update and will ask GO Virginia Region 9 Council to provide feedback.

**9. Updates from Committees, Task Forces, etc.**

a. Executive Committee

Ray Knott shared that the Executive Committee met March 24. The committee reviewed the support organization MOU with the Partnership, brainstormed in-person quorum strategies, discussed financials, and whether to establish a finance committee. During the discussion, it became apparent that it may be time to either fully review or lightly update the Bylaws.

b. Nominating Committee

Ed Dalrymple gave the update that the committee met in early March to review the Nominating materials and discuss outreach. That process is underway now. Nominations are due May 10. Council members are asked to reach out if you have suggestions for Nominees.

c. Statewide Grants

There was no discussion on the VABioConnect quarterly report.

d. Other

There were no other updates.

**10. 2023 Growth Plan Update – Template and Timeline**

Referring to the working draft of the Growth Plan Update in the meeting packet, Shannon Holland asked for feedback on the timeline and content. Shannon Holland noted that the draft reflected the regional economic data shared at the January Council Meeting and that the template was created by DHCD. Shannon Holland added that she would be meeting with the Partnership to identify data that would validate changes in target sectors such as expanding Biotech to Life Sciences, and adding Ag-Tech or Controlled Environment Agriculture, as suggested at the January meeting.

Highlights of the discussion around the Growth Plan Development included:

- Council Members prefer to do this report in-house.

- One challenge with supporting Ag-tech or Controlled Environmental Agriculture is that average annual wages may not meet the high wage criteria.
- Other regions have lower average wages which allows them to target these sectors.
- An option is to create a grant opportunity for an organization to apply for a planning grant to evaluate the opportunities for new sectors.
- Patrick Mauney volunteered to ask about data at the next CEDs meeting, and Yolunda Harrell suggested contacting Siri Russel with UVA's Data Science School.

## 11. Project Pipeline

Shannon Holland gave the following updates related to project development:

- a. Talent Development – Identifying a Talent Pathway Initiative grant applicant is a challenge currently since the most logical organizations to lead already have GO Virginia grants or have capacity challenges.
- b. Site Readiness – Discussions are taking place with planning districts and the Partnership.
- c. Entrepreneurship – The REI LOI approved today should lay the groundwork for future grant opportunities.
- d. Cluster Scale Up – It may be possible in the future to identify organizations that can apply for planning grants to identify gaps to scale clusters.

## 12. Chair Update

Ray Knott gave the following updates:

- a. Nominating Committee Appointments  
Ray Knott appointed Jim Cheng, Brian Cole, Christine Jacobs, and Patrick Mauney to serve on the new Nominating Committee to develop the Slate for the Annual Meeting.
- b. Board Match Easement  
Ray Knott asked for additional input for a letter supporting regarding match easement. The Executive Committee had discussed sending a Letter to the Chair of the GO Virginia Board to support an extension of match easement that is set to expire June 30. Some of the justifications discussed included that localities are dealing with inflation and rising personnel payroll costs and may not be able to participate in grants; potential recession is still looming; etc. No other arguments for or against extending the match easement were presented.
- c. Other  
Ray Knott emphasized that though the new virtual meeting law does allow members to participate virtually, it is only on a limited basis and in most cases only for a limited number of times each calendar year.

## 13. Other Business

Ray Knott, referring to the memo provided (and included in these Minutes) opened a discussion about supporting the inter-regional enhanced capacity building (ECB) grant targeting Life Sciences (Biotech) as described.

Jim Cheng commented that Jim Powers, the grant contact, and founder of Hemoshear, is a well-respected Biotech leader for this type of project.

***Christian Goodwin made a motion to submit a Letter of Support subject to the conditions in the memo. Ed Dalrymple seconded the motion. The motion carried.***

Helen Cauthen shared that the Talent Supply Connector and Tech Talent Retention projects partnered to have a Tech Talent Hiring event as part of the Tom Tom Festival. The sessions were robust, and businesses seemed very happy to connect with job candidates.

Helen informed the Council that Felix Sarfo-Kantanka resigned as the Partnership appointed Region 9 Council member. The Partnership Executive Committee voted to appoint Gizelle Curtis, Economic Development Specialist for Dominion as the appointee to complete his two-year term and to reappoint Ethan Dunstan on July 1. The Partnership Board will consider the nominations on Friday, April 28.

***Tony O’Brien made a motion to accept the appointments as discussed subject to approval by the Partnership Board. Christine Jacobs seconded the motion. The motion carried. Ethan Dunstan abstained.***

**14. Adjourn**

**The meeting adjourned at 10:30 AM.**

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

Board Member	Joined From	Reason
Kenny Allison	Joined from Maine	>60 miles from meeting location



## MEMORANDUM

Date: April 21, 2023  
To: GO Virginia Region 9 Council  
From: Shannon Holland, Director GO Virginia Region 9  
Re: Request Region 9 Support for Life Science Virginia – An Inter-Regional Workforce Development ECB Grant Proposal

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A draft proposal for an inter-regional enhanced capacity building (ECB) grant opportunity targeting Life Sciences (Biotech) was received yesterday. **This is a summary of the project and a recommendation from staff for action.**

### **FUNDING REQUEST and MATCH:**

The request of Region 9 is for \$20,000 (est.) of ECB planning funds and a Letter of Support from the Region 9 Council. The proposal will be developed and submitted by Region 5. The match is being provided via VA Bio Foundation and/or private sector companies. Local government participation is demonstrated through the participation of local school systems.

### **PROGRAM:**

This is a pilot program that will be developed in the participating GO Virginia regions targeting middle school or high school students to introduce career opportunities in life science. Two biotech companies in each region have volunteered to lead the effort and will collaborate with the local school systems to develop programming. The goals and framework of the pilot program will be designed by Eric Rhoades, former Director of Science Education for the Commonwealth of Virginia, and Dr. Kipp Rogers, Chief Academic Officer of Virginia Beach City Public Schools.

### **TIMELINE:**

This project is expected to take 6 months. To be ready for a fall launch in the school systems in August the team needs to advance to DHCD for June approval. Since the Region 9 Council doesn't meet until June 29, today is the last meeting to consider.

### **COLLABORATION:**

The initiative is business led and is being driven by Jim Powers, Hemoshear (Charlottesville). The application will be submitted by Region 5 via Health Net, a non-profit. There are two companies in Region 9 interested in participating and the local school system will be engaged via the grant team.

### **GROWTH PLAN:**

This would be a Talent Development project targeting the Biotech Sector in Region 9. The project helps drive the Region 9 Growth Plan (2021) as follows:



- Talent Development: Establish sector led coalitions comprised of business, workforce, and education stakeholders to identify and drive solutions for industry
- The council has identified Biotech as a priority sector for the Talent Pathways Initiative. This work can inform and help drive any future efforts.

**STAFF RECOMMENDATION:**

Staff recommends the Council support this by writing a Letter of Support and committing \$20,000 of ECB funds from FY 2023 Per Capita Funds. Subject to:

1. A letter of support or confirmation of support from CvilleBioHub
2. Including a mechanism in the grant activities as to regions will be updated and engaged on grant activities (i.e., monthly status report to all regions, advisory team including staff or council members, etc.)