



**REGION 9 COUNCIL
JUNE 29, 2023
ANNUAL MEETING
9:30 am to 11:30 am**

PATH Foundation, 321 Walker Drive, Warrenton, VA

This meeting is in-person. This virtual link (details in agenda) is provided for public access.

<https://us06web.zoom.us/j/89016900991>

For virtual connection questions, call 434-979-5610 ext. 106.

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, April 21, 2023 | |
| b. Treasurer’s Report – Financials | |
| c. FY 2024 Capacity Building Budget and Contract | |
| d. FY 2024 Meeting Schedule | |
| e. Dashboard | |
| f. Director Report | |
| g. Annual Report FY 2023 | |
| | Ray Knott |
| 6. Slate – Action Item | |
| | Ray Knott |
| 7. Updates from Committees, Task Forces, etc. | |
| a. Executive Committee | |
| b. Nominating Committee | |
| c. Statewide Grants | |
| d. Other | |
| | Ethan Dunstan |
| 8. Bylaws Review - Update | Brian Cole |
| | Ray Knott |
| 9. 2023 Growth Plan Update – Presentation/Discussion | |



10. Comprehensive Economic Development Strategy (CEDS)

Discussing Regional Economic Opportunities & Collaboration

Camoin Associates

**Dan Gundersen, FM, HLM,
Senior Vice President;
Alex Tranmer,
Director Strategic Planning**

11. Project Pipeline

Ray Knott

12. Chair Update

Ray Knott

13. Other Business

Ray Knott

14. Adjourn

Ray Knott

Upcoming Dates

Region 9 Project Application Deadline – September 20, 2023

GO Virginia Board Meetings – September 12, 2023

Region 9 Council Meeting – August 8, 2023



GO Virginia Region 9 Council ANNUAL MEETING (In-person)
Time: Jun 29, 2023 09:30 AM Eastern Time (US and Canada)

Join Zoom Meeting
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- +1 386 347 5053 US
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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

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.)

GO Virginia
Statement of Financial Position
As of April 30, 2023

	Apr 30, 2023
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	246.30
Total Checking/Savings	246.30
Accounts Receivable	
11000 · Accounts Receivable	124,125.83
Total Accounts Receivable	124,125.83
Other Current Assets	
11100 · Accrued Receivable	8,340.69
12000 · Undeposited Funds	-
Total Other Current Assets	8,340.69
Total Current Assets	132,712.82
TOTAL ASSETS	132,712.82
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	
20004 · Due to CVPED	124,199.92
Total Accounts Payable	124,199.92
Other Current Liabilities	
25060 · Accrued Expenses - Other	8,340.69
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	8,508.20
Total Current Liabilities	132,708.12
Total Liabilities	132,708.12
Equity	
32000 · Unrestricted Net Assets	4.70
Net Income	-
Total Equity	4.70
TOTAL LIABILITIES & EQUITY	132,712.82

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)

TOTAL FY2022 SPENDING: June 2022 through April 2023

Capacity Building				
	June '22 - Apr '23	Budget	% of Budget	Remaining
Income				
41520 · State Grants	238,647.89	250,000.00	95.46%	11,352.11
Total Income	238,647.89	250,000.00	95.46%	11,352.11
Gross Profit	238,647.89	250,000.00	95.46%	11,352.11
Expense				
01250 · General Administration	21,685.09	22,685.09	95.59%	1,000.00
54400 · Project Support expenses				
54426 · Audit	4,400.00	4,400.00	100.0%	0.00
54430 · Contract Services	391.41	391.41	100.0%	0.00
54449 · Meetings and Facilitation	1,279.19	1,279.19	100.0%	0.00
54450 · Supplies	1,482.18	1,482.18	100.0%	0.00
54451 · Travel	1,620.29	1,620.29	100.0%	0.00
54452 · Rent/Lease	10,451.23	10,451.23	100.0%	0.00
54453 · Salaries	185,610.88	195,962.99	94.72%	10,352.11
54457 · Marketing/Advertising/Promotion	1,727.62	1,727.62	100.0%	0.00
54462 · Legal Expenses	0.00	0.00	0.0%	0.00
54464 · Taxes & Insurance	0.00	0.00	0.0%	0.00
Total 54400 · Project Support expenses	206,962.80	217,314.91	95.24%	10,352.11
54500 · Planning expenses				
54501 · Contract Services	0.00	0.00	0.0%	0.00
54502 · Technical Assistance	10,000.00	10,000.00	100.0%	0.00
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	10,000.00	10,000.00	100.0%	0.00
Total Expense	238,647.89	250,000.00	95.46%	11,352.11
Net Income	0.00	0.00	0.0%	0.00

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through April 30, 2023**

	Accelerating Sites (Projects)			Venture Central (Projects)		
	Feb '22 - Apr '23	Budget	% of Budget	Mar '21 - Apr '23	Budget	% of Budget
	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>
Income						
41520 · State Grants	311,916.44	786,333.00	39.67%	117,535.81	300,000.00	39.18%
Total Income	<u>311,916.44</u>	<u>786,333.00</u>	<u>39.67%</u>	<u>117,535.81</u>	<u>300,000.00</u>	<u>39.18%</u>
Gross Profit	311,916.44	786,333.00	39.67%	117,535.81	300,000.00	39.18%
Expense						
01250 · General Administration	8,533.44	10,000.00	85.33%	14,812.72	22,222.00	66.66%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	303,383.00	776,333.00	39.08%			
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>303,383.00</u>	<u>776,333.00</u>	<u>39.08%</u>	<u>102,723.09</u>	<u>277,778.00</u>	<u>36.98%</u>
Total 54000 · Program expenses	<u>303,383.00</u>	<u>776,333.00</u>	<u>39.08%</u>	<u>102,723.09</u>	<u>277,778.00</u>	<u>36.98%</u>
Total Expense	<u>311,916.44</u>	<u>786,333.00</u>	<u>39.67%</u>	<u>117,535.81</u>	<u>300,000.00</u>	<u>39.18%</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 April 30, 2023**

	Carver Food (Projects)			Tech Academies (Projects)		
	Nov '22 - Apr '23	Budget	% of Budget	Jul '22 - Apr '23	Budget	% of Budget
Income						
41520 · State Grants	2,480.28	199,727.00	1.24%	45,247.30	402,075.00	11.25%
Total Income	<u>2,480.28</u>	<u>199,727.00</u>	<u>1.24%</u>	<u>45,247.30</u>	<u>402,075.00</u>	<u>11.25%</u>
Gross Profit	2,480.28	199,727.00	1.24%	45,247.30	402,075.00	11.25%
Expense						
01250 · General Administration	2,480.28	14,795.00	16.76%	3,385.90	29,783.00	11.37%
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>2,480.28</u>	<u>199,727.00</u>	<u>1.24%</u>	<u>45,247.30</u>	<u>402,075.00</u>	<u>11.25%</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 April 30, 2023**

	BEACON's Kitchen			Talent Supply Connector		
	(Projects)			(Projects)		
	<u>Oct '22 - Apr '23</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Sep '22 - Apr '23</u>	<u>Budget</u>	<u>% of Budget</u>
Income						
41520 · State Grants	3,065.65	189,000.00	1.62%	67,628.58	391,528.00	17.27%
Total Income	<u>3,065.65</u>	<u>189,000.00</u>	<u>1.62%</u>	<u>67,628.58</u>	<u>391,528.00</u>	<u>17.27%</u>
Gross Profit	3,065.65	189,000.00	1.62%	67,628.58	391,528.00	17.27%
Expense						
01250 · General Administration	3,065.65	14,000.00	21.9%	7,094.84	23,616.00	30.04%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering						
54430 · Contract Services	0.00	48,000.00	0.0%	749.50	45,000.00	1.67%
54440 · Equipment	0.00	75,000.00	0.0%			
54447 · Other - Programming						
54451 · Travel	0.00	2,000.00	0.0%			
54452 · Rent/Lease				2,372.61	10,000.00	23.73%
54453 · Salaries	0.00	35,000.00	0.0%	44,298.75	240,000.00	18.46%
54455 · Fringe Benefits	0.00	15,000.00	0.0%	7,973.49	55,200.00	14.45%
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion						
54465 · Other - Collaboration						
54466 · Other - Management & General				5,139.39	17,712.00	29.02%
Total 54400 · Project related expenses	<u>0.00</u>	<u>175,000.00</u>	<u>0.0%</u>	<u>60,533.74</u>	<u>367,912.00</u>	<u>16.45%</u>
Total 54000 · Program expenses	<u>0.00</u>	<u>175,000.00</u>	<u>0.0%</u>	<u>60,533.74</u>	<u>367,912.00</u>	<u>16.45%</u>
Total Expense	<u>3,065.65</u>	<u>189,000.00</u>	<u>1.62%</u>	<u>67,628.58</u>	<u>391,528.00</u>	<u>17.27%</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 April 30, 2023**

	Tech Talent Retention			Total Projects		
	(Projects)					
	Sep '22 - Apr '23	Budget	% of Budget	Sept '21 - Apr '23	Budget	% of Budget
Income						
41520 · State Grants	91,315.86	307,800.00	29.67%	786,823.14	2,725,152.00	28.87%
Total Income	91,315.86	307,800.00	29.67%	786,823.14	2,725,152.00	28.87%
Gross Profit	91,315.86	307,800.00	29.67%	786,823.14	2,725,152.00	28.87%
Expense						
01250 · General Administration	6,685.06	22,800.00	29.32%	57,071.81	148,230.00	38.5%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering				303,383.00	776,333.00	39.08%
54430 · Contract Services	3,851.67	20,000.00	19.26%	87,857.76	319,434.59	27.5%
54440 · Equipment				47,243.83	601,489.99	7.85%
54447 · Other - Programming				21,244.87	36,000.00	59.01%
54451 · Travel	396.77	3,200.00	12.4%	6,439.52	15,604.68	41.27%
54452 · Rent/Lease	3,099.20	10,000.00	30.99%	5,471.81	32,000.00	17.1%
54453 · Salaries	42,950.58	144,300.00	29.77%	182,377.96	557,360.64	32.72%
54455 · Fringe Benefits	10,919.64	31,500.00	34.67%	47,180.25	134,987.10	34.95%
54462 · Legal Expenses				0.00	10,000.00	0.0%
54463 · Other - Outreach and Promotion	13,533.93	33,500.00	40.4%	13,533.93	33,500.00	40.4%
54465 · Other - Collaboration	5,000.00	27,500.00	18.18%	5,000.00	27,500.00	18.18%
54466 · Other - Management & General	4,879.01	15,000.00	32.53%	10,018.40	32,712.00	30.63%
Total 54400 · Project related expenses	84,630.80	285,000.00	29.7%	729,751.33	2,576,922.00	28.32%
Total 54000 · Program expenses	84,630.80	285,000.00	29.7%	729,751.33	2,576,922.00	28.32%
Total Expense	91,315.86	307,800.00	29.67%	786,823.14	2,725,152.00	28.87%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

ATTACHMENT 1: FY24 Capacity Building Funds Budget

Date: 4/21/2023		Region:	9
Agency Name: Department of Housing & Community Development			
Agency Address: 600 East Main Street Suite 300 Richmond, VA 23219			

Budget Period:
From: 07/01/23 **Through:** 06/30/24

Budget Item	Amount
A Administration	
Admin (General)	\$20,000.00
Audit	\$7,000.00
Contract Services	\$5,000.00
Fiscal /Accounting Services	\$0.00
Legal Expenses	\$100.00
Marketing, Outreach, and Websites	\$5,000.00
Meetings and Workshops	\$2,500.00
Rent	\$12,000.00
Salaries (Fringe if applicable)	\$188,650.00
Supplies & Equipment	\$2,000.00
Taxes and Insurance	\$0.00
Travel	\$2,500.00

Total Administration Budget:	\$244,750.00
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B Planning Services:	
Contract Services	\$250.00
Planning Grants	\$5,000.00

Total Planning Services Budget:	\$5,250.00
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TOTAL Expense Budget:	\$ 250,000.00
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Narrative:
 Please provide narrative describing and itemizing all planned activities under each budget category.
 See attached budget narrative.

**COMMONWEALTH OF VIRGINIA
CAPACITY BUILDING CONTRACT
NUMBER 10RC9-24**

July 1, 2023 to June 30, 2024

THIS AGREEMENT by and between the COMMONWEALTH OF VIRGINIA, DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (herein called the "Department"), Regional 9 Council (herein called "Regional Council") and the CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT (herein called the "Support Organization"), WITNESSETH THAT:

WHEREAS, the Support Organization has been selected by The Regional Council pursuant to the Virginia Growth and Opportunity Act for the purpose of promoting collaborative planning, economic development, or workforce activities within the region through data analysis, review of best practices, review and analysis of project proposals, and other duties as determined by the Regional Council; and

WHEREAS, the Support Organization desires to secure financial support from the Department on behalf of the Regional Council under the terms of the Virginia Growth and Opportunity Act; and

WHEREAS, the Support Organization has entered into a Memorandum of Understanding (MOU) with The Regional Council outlining their role to act as the fiduciary for the Regional Council; and

WHEREAS, the Department is empowered to provide state financial support to the Support Organization on behalf of the Regional Council to help them achieve the aforementioned objectives;

NOW, THEREFORE, the parties hereto mutually agree as follows:

COMPENSATION

1. Based upon the Virginia Growth and Opportunity Act and the Appropriation Act of the Commonwealth of Virginia for the **2022-2024** Biennium, as amended, the Department agrees to pay to the Support Organization for the Regional Council for the fiscal year beginning July 1, 2023, and ending June 30, 2024, two hundred and fifty thousand dollars (\$250,000) in capacity building funds, subject to the approval of the budget submitted by the Regional Council to the GO Virginia Board and provided that the Support Organization shall meet the requirements in the GO Virginia financial manual, financial reporting documents, and those listed below.

METHOD OF PAYMENT

2. The Department shall obligate funds after receipt of the MOU with the Regional Council, and any other entities contracted with. Payments will require financial reports to be submitted on time and with proper documentation.

The Organization agrees to draw cash only as needed for its disbursement on a reimbursable basis.

SCOPE OF SERVICES

3. The Support Organization shall furnish to the Department the following items during the term of this Contract, or as specified below no later than October 31, 2023:
 - a. An MOU, including, at a minimum, the following information:
 1. A description of each entity included in the MOU
 2. The purpose of the MOU
 3. The agreed upon roles and responsibilities each organization will be providing to ensure project success. The roles and responsibilities should align with project goals, objectives and outputs;
 4. Describe the resources each partner would contribute to the project. This can be a time commitment, in-kind contributions, or grant funds
 5. A statement that the MOU is in compliance with the Virginia Growth and Opportunity Act.
 6. The MOU must be signed by all partners. Signatories must be officially authorized to sign on behalf of the entity and include title and entity name.
 - b. A current list of authorized signatories of the Support Organization, including their full name and title.
 - c. An Annual Report describing the activities conducted by the Regional Council during the preceding fiscal year, describing how they met the provision of the Growth and Opportunity Act. This report should be submitted through DHCD's Centralized Application and Management System (CAMS) under the Reports and Communication tab.

FINANCIAL REQUIREMENTS

4. The Support Organization must adhere to the GO Virginia Financial Manual and any updates that may occur. Updated manuals will be sent to recipients within five business days.
5. Recording and Documentation of Receipts and Expenditures
 - a. Funds awarded are to be expended only for the purposes and activities covered by the Regional Council's approved project plan and budget. The Support Organization is required to have accounting procedures that provide for accurate and timely recording of receipt of funds by source of expenditures made from such funds and unexpended balances. These records must contain information pertaining to this award, obligations, unobligated balances, assets, liabilities, receipts and expenditures. Controls must be established which are adequate to

ensure that expenditures charged to this award are for allowable purposes. Accounting records must be supported by such source documentation as bank statements, cancelled checks, invoices, paid bills, payrolls, etc.

COMMUNICATIONS

6. Upon request of the Department, the Support Organization will promptly, and in all cases within 30 days, provide any information and/or documentation related to the Organization's use of GO Virginia funds.
7. The Regional Council agrees to recognize GO Virginia's support for its programs in all communications with the media and its marketing publications. The following statement is suggested: *"This project was funded in part by GO Virginia, a state-funded initiative administered by the Virginia Department of Housing and Community Development (DHCD) that strengthens and diversifies Virginia's economy and fosters the creation of higher wage jobs in strategic industries."*

AUDIT REQUIREMENTS

8. The Support Organization shall submit an annual audit report to the Department. Financial statements to be audited shall include a Balance Sheet, Income Statement, and a Statement of Cash Flows. Financial statements shall be in conformance with generally accepted accounting principles (GAAP) and audits are to be conducted by an Independent Certified Public Accountant (CPA). Audit reports shall be submitted to the Department no later than six months from the close of the Organization's fiscal year end.

COMMONWEALTH OF VIRGINIA
Department of Housing and
Community Development

By: _____
Bryan Horn, Director

Date: _____

THE REGIONAL COUNCIL

By: _____
~~Ray Knott~~XXXXXXXXXXXXXXXX, Chair

Date: _____

SUPPORT ORGANIZATION

By: _____
Helen Cauthen, Chief Executive
Officer/President

Date: _____

REGION 9 COUNCIL MEETINGS AND IMPORTANT DATES

Always confirm dates, deadlines, and all meeting details at www.GOVirginia9.org/calendar

Region 9 Proposal Deadline	Region 9 Council Meeting	DHCD Application Deadline	GO Virginia Board Meeting
2023			
Wednesday, June 28	Tuesday, August 8 9:30 a.m. to 11:30 a.m. All-Virtual	Friday, November 3	Tuesday, December 12
Wednesday, September 20	Friday, October 20 9:30 a.m. To 11:30 a.m. Tentative PD-9 location	Friday, November 3	Tuesday, December 12
2024			
Wednesday, December 20	Friday, January 26 9:30 a.m. to 11:30 a.m. Tentative: North Fork Meeting Center 994 Research Park Blvd., Charlottesville	Friday, February 2	Tuesday, March 12
Friday, March 22	Thursday, April 25 9:30 a.m. to 11:30 a.m. Tentative PD -10 location	Friday, May 3	Tuesday, June 11
Monday, May 27	Thursday, June 27 9:30 a.m. to 11:30 a.m. Tentative: North Fork Meeting Center, 994 Research Park Blvd., Charlottesville	Friday, August 2	Tuesday, September 10
Friday, July 19	Tuesday, August 20 9:30 a.m. to 11:30 a.m. All-Virtual	Friday, November 1	Tuesday, December 10
Wednesday, September 25	Friday, October 25 9:30 a.m. to 11:30 a.m. Tentative PD-9 location	Friday, November 1	Tuesday, December 10

**2024 DHCD Application Deadlines and GO Virginia Board Meeting dates are estimates based on prior years*

DASHBOARD
Region 9 - Piedmont Opportunity Corridor
Projected for June 30, 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	902,075		392,929

*Includes Regional Entrepreneurship Investment (REI) Planning grant approved at June 13, 2023 Board (\$300,000) (FY 2023) Meeting

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
26	\$6.3 million	\$9.3 million	1,290



DIRECTOR UPDATE
REGIONAL COUNCIL 9 MEETING
UPDATED: JUNE 16, 2023
MEETING: JUNE 29, 2023

Project Performance Monitoring:

GO Virginia Quarterly Progress Reports for Q2 2023 due on July 20, 2023 for active projects

Project Updates:

Budget Changes

- n/a

Contract Changes

- Extensions: Accelerating Sites | extend from June 14, 2023, to December 31, 2023
- Outcomes/Deliverables Changes: n/a
- Milestones: Accelerating Sites | updated to validate requested extension
- Modification: Talent Supply Connector | (in-process) to modify Subgrantee from Central Virginia Partnership to Virginia Career Works – Piedmont

Project Closeouts

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

Key Staff Activity:

- Participate at Support Organization Retreat with DHCD, April 17-18
- Participate TomTom Festival, April 20-21
- Join CEDS Strategy Committee Meeting, TJPDC, April 27
- Present to PVCC Strategic Plan Team, April 28
- Convene Nominating Committee, May 31, 2023
- Attend Central Virginia Talent Collaborative meetings
- Attend GO Virginia Board Meeting
- Develop Annual Report for Annual Meeting
- Advance Growth & Diversification Plan Update – 2023
- Collaborate with CVPED team to streamline operational processes during organization transition

LinkedIn:

- Followers: 363 (+3%)

Upcoming Dates

- **GO Virginia Board Meetings:** September 12, 2023
- **Region 9 Council Meetings:** August 8, 2023
- **Next Region 9 Project Application Deadline:** September 20, 2023



**SLATE OF NOMINEES
GO VIRGINIA REGIONAL COUNCIL 9
JUNE 29, 2023 ANNUAL MEETING**

VOTE FOR ACCEPTANCE

Terms begin July 1, 2023, unless otherwise noted.

PUBLIC SECTOR APPOINTMENTS

Organization	Name	Term
University of Virginia	Pace Lochte	3 years
Community Colleges	Kim Blosser	3 years

PRIVATE SECTOR APPOINTMENTS

Organization	Name	Term
Central Virginia Partnership	Ethan Dunstan	3 years
Virginia Career Works – Piedmont Region, Chair	Kenny Allison	Ex-Officio



**SLATE OF NOMINEES
 GO VIRGINIA REGIONAL COUNCIL 9
 JUNE 29, 2023 ANNUAL MEETING**

VOTE FOR APPROVAL

Terms begin July 1, 2023 unless otherwise noted.

**PRIVATE SECTOR MEMBER SLATE
 Chamber of Commerce & At-Large**

Nomination	Name	Term
Chamber of Commerce	Roque Castro	3 Years
Chamber of Commerce	Ray Knott	3 Years
At-Large	Brandon Payne	3 Years
At-Large	Tina Weaver	3 Years

OFFICERS AND EXECUTIVE COMMITTEE

Role*	Name
Chair	Ethan Dunstan
Vice Chair	Jim Cheng
Treasurer/Secretary	Francoise Seillier-Moiseiwitsch
At-Large	Ray Knott
At-Large	Jean Runyon
At-Large	Roque Castro
At-Large	TBD, if any

***Service:** Chair and Vice Chair serve from immediately after the Annual Meeting until immediately after the following Annual Meeting or until their successors are subsequently elected. Annual Meetings are held yearly in June. All other Executive Committee Members serve annually.