



**REGION 9 COUNCIL MEETING  
AUGUST 8, 2023  
9:30 am to 11:30 am  
ALL-VIRTUAL**

Virtual attendance details are within this agenda.  
For virtual connection questions, call 434-979-5610 ext. 106.  
<https://us06web.zoom.us/j/89233972911>

**AGENDA**

- |   |   |
|---|---|
| <b>1. Welcome</b>   | <b>Ethan Dunstan, Chair</b>   |
| <b>2. Roll Call</b>   | <b>Shannon Holland, Director</b>  |
| <b>3. Public Comment</b>                                    | <b>Ethan Dunstan</b>  |
| <b>4. Approve Council Business – Action Item</b>            | <b>Ethan Dunstan</b>  |
| a. Meeting Minutes, June 29, 2023                           |   |
| b. Treasurer’s Report – Financials                          |   |
| c. Dashboard  |   |
| d. Director Report  |   |
| <b>5. Updates from Committees, Task Forces, etc.</b>        | <b>Ethan Dunstan</b>  |
| a. Executive Committee                                      |   |
| b. Nominating Committee                                     |   |
| c. Statewide Grants   |   |
| d. Chair  |   |
| e. Other  |   |
| <b>6. Bylaws Review Update</b>                              | <b>Brian Cole</b>   |
| <b>7. INNOVATIVE Framework Presentation</b>                 | <b>Jason El Koubi</b><br><b>CEO</b><br><b>Virginia Economic Development Partnership</b>   |
| <b>8. GO Virginia Program – Match Update</b>                | <b>Joseph Dennie</b><br><b>GO Virginia Program Administrator</b><br><b>Department of Housing and</b><br><b>Community Development (DHCD)</b> |
| <b>9. 2023 Growth Plan Update – Presentation/Discussion</b> | <b>Ethan Dunstan</b>  |



- |   |                       |
|---|-----------------------|
| <b>10. Comprehensive Economic Development Strategy (CEDS)</b> | <b>Patrick Mauney</b> |
| <b>11. Project Pipeline</b>                                   | <b>Ethan Dunstan</b>  |
| <b>12. Other Business</b>                                     | <b>Ethan Dunstan</b>  |
| <b>13. Adjourn</b>  | <b>Ethan Dunstan</b>  |

**Upcoming Dates**

Region 9 Project Application Deadline – September 20, 2023

GO Virginia Board Meetings – September 12, 2023

Region 9 Council Meeting – August 8, 2023



**Topic: GO Virginia Region 9 Council Mtg - ALL-VIRTUAL**  
Time: Aug 8, 2023 09:30 AM Eastern Time (US and Canada)

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**GO VIRGINIA REGION 9 COUNCIL**  
**JUNE 29, 2023**  
**COUNCIL MEETING**  
**9:30 am to 11:30 am**  
**PATH Foundation, 321 Walker Dr. 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); Patrick Mauney, Rappahannock-Rapidan Regional Commission (Treasurer); Kenny Allison, The Coleman Group; Rob Archer, Codebase Coworking; Brian Cole, LexisNexis Reed Tech; Gizelle Curtis, Dominion Energy; Ed Dalrymple, Jr., Cedar Mountain Stone; Christian Goodwin, Louisa County; Christine Jacobs, Thomas Jefferson Planning District Commission; Pace Lochte, UVA Economic Development; Jean Runyon, Piedmont Virginia Community College; Ed Scott, EcoSeptix Alliance; Francoise Seillier-Moiseiwitsch, Revalation Vineyards; Jonathon Weakley, Madison County

**Attending Virtually\*:** Kim Blosser, Laurel Ridge Community College; Jim Cheng, CAV Angels; Yolunda Harrell, Taste of Home; Tony O'Brien, Fluvanna County; Andy Wade, Louisa County

**Absent:** Tom Click, Patriot Industries; Jim Crozier, Orange County; Paige Read, Town of Culpeper

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

**Guests:**

In-person: Christie Connolly, PATH Foundation; Joseph Dennie, DHCD; Dan Gundersen, FM, HLM, Senior Vice President Camoin Associates; John McCarthy, PATH Foundation Board; Doug Parsons, Fauquier County; Bryan Rothamel, Culpeper County; Alex Tranmer, Director Strategic Planning Camoin Associates  
Virtual: Jordan Boege, Camoin Associates; Christine Costello, Dewberry; Ruth Emerick, TJPDC; Rachel Hobbs; Ellen Miller, JLARC; Roque Castro; Tina Weaver; [guest bxx89492]

**1. Welcome**

Ray Knott called the meeting to order at 9:33 a.m. Christy Connolly, President/CEO of the PATH Foundation also welcomed the Council to the facility and gave an overview of PATH Foundation mission and activities.

**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**

Opportunities for public comment were made available for the meeting, however, no comments were received electronically, nor did anyone register for comments in-person.

## 5. Approve Council Business – Action Item

Ray Knott noted that the 7 business items listed on the agenda had been grouped together with the intention that the Council would discuss and take action with one vote unless a motion was made to remove any item from the discussion. No such motion was made.

a. Meeting Minutes, April 21, 2023

There was no discussion about the Minutes.

b. Treasurer’s Report

Referring to the financials in the Agenda, Patrick Mauney noted that through April there was \$246.30 in the bank account and Accounts Receivable were at \$124,125.83 and that 95% of the FY 2022 budget has been expended. Patrick Mauney also stated that the FY 2022 budget should be expended with the final May reimbursement request to DHCD.

c. FY 2024 Capacity Building Budget and Contract

Ray Knott noted that the 2024 Capacity Building Budget was approved by the Executive Committee in March and that it was included for the Council’s acceptance. Ray Knott also noted that the included contract was included for approval.

d. FY 2024 Meeting Schedule

Ray Knott noted that the meeting calendar is included for approval as required by the Bylaws.

e. Dashboard

Ray Knott noted that the Dashboard documents that there is \$392,929 remaining in the regional FY 2023 Per Capita Funds and that the \$945 listed as remaining in the FY 2022 funds would roll into FY 2023. Pace Lochte asked if there was any chance of the state recapturing any remaining per capita funds. Shannon Holland confirmed there are no FY22 funds remaining to be recaptured.

f. Director Report

There was no discussion or questions on the Director Report.

g. Annual Report FY 2023

Referring to the Annual Report document, Ray Knott stated that the regional report would be submitted to DHCD and compiled with other regions to report out to the GO Virginia Board.

Pace Lochte asked if there were any concerns not expressed in the Annual Report. Shannon Holland indicated that there is a challenge with parsing the data we have collected to share in a way that is meaningful. Shannon Holland asked for the Council to provide input in identifying future projects or grant applicants. Patrick Mauney asked about the report template. Shannon Holland noted that Region 9 created this template



several years ago and DHCD has used it as a model for all regional annual reports beginning this year.

***Brian Cole made a motion to approve Council Business. Ed Scott seconded the motion. The motion carried.***

#### **6. Slate – Action Item**

Ray Knott thanked the Nominating Committee for developing the Slate. Ray Knott asked for discussion of the Slate. None was offered. Ray Knott asked if there were any nominations from the floor. None were made.

***Brian Cole made a motion to approve the Slate. Kenny Allison seconded the motion. The motion carried.***

#### **7. Updates from Committees, Task Forces, etc.**

- a. Executive Committee – There were no updates.
- b. Nominating Committee – There were no updates.
- c. Statewide Grants – Ray Knott shared that the inter-regional Life Science Workforce project that was approved at the April Council Meeting for \$20,000 has not advanced with Region 9 funds for several reasons including that the regional match wasn't obtained.
- d. Other – Ethan Dunstan participated on the GO Virginia Board call and updated the Council on two major decision made including:
  - The eased match requirements were extended through October 1. He clarified that means the match will return to 1:1 match including a 20% minimum from localities, however, there will no longer be a \$50,000 minimum locality requirements.
  - DHCD will develop a possible 1:1 match waiver process for projects that might consider 1) "fiscal distress", or 2) "extraordinary economic opportunity" when aligned with GO Virginia overarching goals, VEDP's new INNOVATIVE framework, or leveraging federal funds, for example.

Ethan Dunstan also shared that the Board is enacting a policy that will support the legislation that allows the Board to recapture un-used Per Capita funds. It is unclear how it will be done at this point – but Region 9 does not have any funds that will be recaptured. Shannon Holland added that June 28 was likely the final Region 9 deadline that would have allowed a proposal to advance with an eased match.

Jean Runyon announced that the Virginia Community College system welcomed its new Chancellor in May and he is interested in a regional approach to addressing talent pipeline issues regionally.

#### **8. Bylaws Review - Update**

Brian Cole gave an update on the Bylaws Review process underway. Brian Cole shared that Ethan Dunstan and Brian Cole met with David Pettit this week to kick off the Bylaws Review Process.

Brian Cole offered appreciation for David Pettit, a founding Council Member, offering his services pro-bono for these services.

#### **9. 2023 Growth Plan Update – Presentation/Discussion**

Shannon Holland presented an update on the 2023 Growth Plan Update process with a specific and high-level overview of how the Council might consider reframing the Council’s approach to grant funding by considering target sectors first instead of the four program frameworks. Shannon Holland suggested the Council prioritize developing and awarding planning grants over the next year to drive this shift in planning focus.

Ray Knott expressed the importance of mapping out the vertical structures and being able to support those related industries in Region 9, as well as increasing collaboration, relevance, leverage, and opportunity for each county in the region. Rob Archer asked about resources for switching to this industry-cluster approach as requested by the state and Shannon Holland clarified there is no funding support from the state for this shift. Pace Lochte suggested that VEDP may have data to support regional activities since they are also refocusing their efforts on ecosystems. (The presentation is posted with these Minutes <https://www.govirginia9.org/calendar/2023-events/>)

#### **10. Comprehensive Economic Development Strategy (CEDS)**

*Discussing Regional Economic Opportunities & Collaboration*

Patrick Mauney introduced the Camoin and Associates representatives. Dan Gundersen, FM, HLM, Senior Vice President and Alex Tranmer, Director Strategic Planning shared regional economic development data and led a discussion. The final CEDS plans and “super regional” report are to be published in February 2024. (The presentation is posted with these Minutes <https://www.govirginia9.org/calendar/2023-events/>)

#### **11. Pipeline Update**

Shannon Holland provided the following project pipeline updates:

- \$250k of the remaining FY 2023 funds could still be used for planning grants
- The TPI Request for Letters of Interest as approved by the Council has been posted on the GO Virginia website. Conversations continue around this important planning grant opportunity, but a grant leader has not yet been identified.
- A regional sites planning grant is still under discussion.
- A planning grant for the Food & Beverage sector is in development.

#### **12. Chair Update**

Ray Knott thanked all the Council Member for their service over the past year and specifically acknowledged outgoing members Jim Crozier, Ed Dalrymple, Jr., Yolunda Harrell and Ed Scott for their service.

#### **13. Other Business**

There was no other business.

**14. Adjourn**

***Kenny Allison made a motion to adjourn. Rob Archer seconded the motion. The motion carried. The meeting adjourned at 10:58 AM.***

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

Board Member	Joined From	Reason
Kim Blosser	Home	Medical – Care of family member
Jim Cheng	Charlottesville	>60 miles from meeting location
Yolunda Harrell	Charlottesville	>60 miles from meeting location
Tony O'Brien	Fluvanna County	Personal matter
Andy Wade	Louisa County	>60 miles from meeting location

DRAFT



**GO Virginia**  
**Statement of Financial Position**  
As of May 31, 2023

	May 31, 2023
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
11200 · GO VA Operating Account - Union	246.30
<b>Total Checking/Savings</b>	246.30
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	159,663.91
<b>Total Accounts Receivable</b>	159,663.91
<b>Other Current Assets</b>	
11100 · Accrued Receivable	6,959.29
12000 · Undeposited Funds	-
<b>Total Other Current Assets</b>	6,959.29
<b>Total Current Assets</b>	166,869.50
<b>TOTAL ASSETS</b>	<b>166,869.50</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	
20004 · Due to CVPED	159,738.00
<b>Total Accounts Payable</b>	159,738.00
<b>Other Current Liabilities</b>	
25060 · Accrued Expenses - Other	6,959.29
25500 · Unearned Rev - Advanced Funds	167.51
<b>Total Other Current Liabilities</b>	7,126.80
<b>Total Current Liabilities</b>	166,864.80
<b>Total Liabilities</b>	166,864.80
<b>Equity</b>	
32000 · Unrestricted Net Assets	4.70
Net Income	-
<b>Total Equity</b>	4.70
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>166,869.50</b>

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

	Capacity Building			
	June '22 - May '23	Budget	% of Budget	Remaining
<b>Income</b>				
41520 · State Grants	250,000.00	250,000.00	100.0%	0.00
<b>Total Income</b>	250,000.00	250,000.00	100.0%	0.00
<b>Gross Profit</b>	250,000.00	250,000.00	100.0%	0.00
<b>Expense</b>				
01250 · General Administration	22,685.09	22,685.09	100.0%	0.00
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	195,962.99	195,962.99	100.0%	0.00
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
<b>Total 54400 · Project Support expenses</b>	217,314.91	217,314.91	100.0%	0.00
54500 · Planning expenses				
54501 · Contract Services	0.00	0.00	0.0%	0.00
54502 · Technical Assitance	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
<b>Total 54400 · Planning expenses</b>	10,000.00	10,000.00	100.0%	0.00
<b>Total Expense</b>	250,000.00	250,000.00	100.0%	0.00
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>

**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through May 31, 2023**

	Accelerating Sites (Projects)			Venture Central (Projects)		
	Feb '22 - May '23	Budget	% of Budget	Mar '21 - May '23	Budget	% of Budget
	<b>Income</b>					
41520 · State Grants	312,662.60	786,333.00	39.76%	119,387.58	300,000.00	39.8%
<b>Total Income</b>	<u>312,662.60</u>	<u>786,333.00</u>	<u>39.76%</u>	<u>119,387.58</u>	<u>300,000.00</u>	<u>39.8%</u>
<b>Gross Profit</b>	312,662.60	786,333.00	39.76%	119,387.58	300,000.00	39.8%
<b>Expense</b>						
01250 · General Administration	9,279.60	10,000.00	92.8%	16,664.49	22,222.00	74.99%
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						
<b>Total 54400 · Project related expenses</b>	<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>
<b>Total 54000 · Program expenses</b>	<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>
<b>Total Expense</b>	<u>312,662.60</u>	<u>786,333.00</u>	<u>39.76%</u>	<u>119,387.58</u>	<u>300,000.00</u>	<u>39.8%</u>
<b>Net Income</b>	<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 May 31, 2023**

	Carver Food			Tech Academies		
	(Projects)			(Projects)		
	<u>Nov '22 - May '23</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Jul '22 - May '23</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Income</b>						
41520 · State Grants	2,610.58	199,727.00	1.31%	45,371.38	402,075.00	11.28%
<b>Total Income</b>	<u>2,610.58</u>	<u>199,727.00</u>	<u>1.31%</u>	<u>45,371.38</u>	<u>402,075.00</u>	<u>11.28%</u>
<b>Gross Profit</b>	2,610.58	199,727.00	1.31%	45,371.38	402,075.00	11.28%
<b>Expense</b>						
01250 · General Administration	2,610.58	14,795.00	17.65%	3,509.98	29,783.00	11.79%
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						
<b>Total 54400 · Project related expenses</b>	<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>
<b>Total 54000 · Program expenses</b>	<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>
<b>Total Expense</b>	<u>2,610.58</u>	<u>199,727.00</u>	<u>1.31%</u>	<u>45,371.38</u>	<u>402,075.00</u>	<u>11.28%</u>
<b>Net Income</b>	<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 May 31, 2023**

	BEACON's Kitchen			Talent Supply Connector		
	(Projects)			(Projects)		
	Oct '22 - May '23	Budget	% of Budget	Sep '22 - May '23	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	3,208.38	189,000.00	1.7%	77,761.12	391,528.00	19.86%
<b>Total Income</b>	<u>3,208.38</u>	<u>189,000.00</u>	<u>1.7%</u>	<u>77,761.12</u>	<u>391,528.00</u>	<u>19.86%</u>
<b>Gross Profit</b>	3,208.38	189,000.00	1.7%	77,761.12	391,528.00	19.86%
<b>Expense</b>						
01250 · General Administration	3,208.38	14,000.00	22.92%	7,754.55	23,616.00	32.84%
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				2,850.13	10,000.00	28.5%
54453 · Salaries	0.00	35,000.00	0.0%	50,216.12	240,000.00	20.92%
54455 · Fringe Benefits	0.00	15,000.00	0.0%	9,933.42	55,200.00	18.0%
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion						
54465 · Other - Collaboration						
54466 · Other - Management & General				6,257.40	17,712.00	35.33%
<b>Total 54400 · Project related expenses</b>	<u>0.00</u>	<u>175,000.00</u>	<u>0.0%</u>	<u>70,006.57</u>	<u>367,912.00</u>	<u>19.03%</u>
<b>Total 54000 · Program expenses</b>	<u>0.00</u>	<u>175,000.00</u>	<u>0.0%</u>	<u>70,006.57</u>	<u>367,912.00</u>	<u>19.03%</u>
<b>Total Expense</b>	<u>3,208.38</u>	<u>189,000.00</u>	<u>1.7%</u>	<u>77,761.12</u>	<u>391,528.00</u>	<u>19.86%</u>
<b>Net Income</b>	<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 May 31, 2023**

	Tech Talent Retention			Total Projects		
	(Projects)					
	Sep '22 - May '23	Budget	% of Budget	Sept '21 - May '23	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	97,536.10	307,800.00	31.69%	806,170.96	2,725,152.00	29.58%
<b>Total Income</b>	<u>97,536.10</u>	<u>307,800.00</u>	<u>31.69%</u>	<u>806,170.96</u>	<u>2,725,152.00</u>	<u>29.58%</u>
<b>Gross Profit</b>	97,536.10	307,800.00	31.69%	806,170.96	2,725,152.00	29.58%
<b>Expense</b>						
01250 · General Administration	7,131.51	22,800.00	31.28%	61,173.01	148,230.00	41.27%
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	576.91	3,200.00	18.03%	6,619.66	15,604.68	42.42%
54452 · Rent/Lease	3,738.77	10,000.00	37.39%	6,588.90	32,000.00	20.59%
54453 · Salaries	47,175.25	144,300.00	32.69%	192,520.00	557,360.64	34.54%
54455 · Fringe Benefits	12,476.61	31,500.00	39.61%	50,697.15	134,987.10	37.56%
54462 · Legal Expenses				0.00	10,000.00	0.0%
54463 · Other - Outreach and Promotion	12,914.78	33,500.00	38.55%	12,914.78	33,500.00	38.55%
54465 · Other - Collaboration	3,300.00	27,500.00	12.0%	3,300.00	27,500.00	12.0%
54466 · Other - Management & General	6,370.60	15,000.00	42.47%	12,628.00	32,712.00	38.6%
<b>Total 54400 · Project related expenses</b>	<u>90,404.59</u>	<u>285,000.00</u>	<u>31.72%</u>	<u>744,997.95</u>	<u>2,576,922.00</u>	<u>28.91%</u>
<b>Total 54000 · Program expenses</b>	<u>90,404.59</u>	<u>285,000.00</u>	<u>31.72%</u>	<u>744,997.95</u>	<u>2,576,922.00</u>	<u>28.91%</u>
<b>Total Expense</b>	<u>97,536.10</u>	<u>307,800.00</u>	<u>31.69%</u>	<u>806,170.96</u>	<u>2,725,152.00</u>	<u>29.58%</u>
<b>Net Income</b>	<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>

**DASHBOARD**  
**Region 9 - Piedmont Opportunity Corridor**  
**As of August 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		0
FY2023	1,000,000	0	945	295,004	1,295,949	902,075		393,874
FY2024	1,000,000	0	0	0	1,000,000	0		1,000,000

**ECONOMIC RESILIENCY AND RECOVERY (ERR) FUNDING – April 18, 2020 to June 30, 2022 - CLOSED**

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: JULY 31, 2023**  
**MEETING: AUGUST 8, 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: Expecting request from Venture Central for 3-month extension to leverage federal dollars of \$300,000 EDA grant
- Budget Revision: Expecting request from Venture Central to move all unexpended funds to Contract Services to leverage federal grant and to drive to reportable grant outcomes
- Milestones: n/a
- Modification: n/a
- Outcomes/Deliverables Changes: n/a

Project Closeouts

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

**Key Staff Activity:**

- New Council Member Onboarding
- Disseminate COIA training requirement Council Members
- Participate with CIC and Venture Central for REI RFP interviews.
- Project Pipeline Development
- Meet with Camoin and CVPED to discuss CEDS
- Supported CVPED Finance Team by helping with Admin remittances
- Attend Central Virginia Talent Collaborative meetings
- Participate with DHCD for Match Waiver Process input
- Advance Growth & Diversification Plan Update – 2023
- Support Letters of Support for CvilleBioLaunch for federal grant
- Met with VEDP and CVPED to discuss Innovative Framework approach and available data

**LinkedIn:**

- Followers: 367 (+3)

**Upcoming Dates**

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



2023	
GRANT OPPORTUNITIES GO Virginia Region 9	OUTCOMES / IMPACT MEASURES
<b>Talent Development Strategies (Talent)</b>	
<p>1. Build a comprehensive regional workforce coalition or initiative to drive collaboration and efficiency in the Region 9 talent development ecosystem for target sectors.</p> <p>Sectors: All sectors or selected sectors</p> <p>Potential Partners: Community Colleges University of Virginia Virginia Career Works – Piedmont Region Central Virginia Partnership High Schools</p>	<ul style="list-style-type: none"> <li>- Established regional workforce coalition(s) or initiative(s)</li> </ul>
<p>2. Drive target sector talent pathways planning efforts as described in the Region 9 Request for Letters of Interest for the Talent Pathways Initiative (TPI) planning grants.</p> <p>Sectors: Biotech, Financial &amp; Business Services, IT</p> <p>Potential Partners: Community Colleges University of Virginia Virginia Career Works – Piedmont Region Central Virginia Partnership CvilleBioHub VA Bio</p>	<ul style="list-style-type: none"> <li>- Delivery of a Talent Pathway Plan for Biotech, IT, and/or Financial &amp; Business Services that includes identified future funding opportunities.</li> <li>- Awarded Implementation grants to advance the TPI Plans</li> <li>- # jobs created/filled</li> <li>- # of businesses served</li> </ul>
<p>3. Develop sector driven credentialing, apprenticeship, and internship programs for target industries.</p> <p>Sectors: All</p> <p>Potential Partners: TBD</p>	
<p>4. Evaluate and/or drive strategies to address regional demand for Software Developers (SOC 15-1252).</p> <p>Sectors: Biotech, Financial &amp; Business Services, IT</p> <p>Potential Partners: Central Virginia Partnership University of Virginia CvilleBioHub CBIC</p>	<ul style="list-style-type: none"> <li>- # jobs created/filled</li> <li>- # of businesses served</li> </ul>
<b>Growing Existing Businesses Strategies (Scale Up)</b>	
<p>1. For each target cluster, re-evaluate industries within each cluster as defined in 2017 and identify gaps in growth to develop recommendations for future implementation grants. (i.e. using Cluster Based Economic Development Model, DHCD, 2023)</p> <p>Sectors: All</p>	<ul style="list-style-type: none"> <li>- Cluster Strategies for target sectors</li> <li>- Implementation Grants for Target Sectors</li> </ul>

<p>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.</p>	
<p>2. Support implementation grants from gaps identified through planning grants or other regional reports such as the CEDS Plans to be published in 2024.</p> <p>Sectors:                  All</p> <p>Potential Partners:                  CVPED                  Planning District Commissions                  Local Economic Development</p>	<ul style="list-style-type: none"> <li>- # new jobs created</li> <li>- # businesses expanded</li> <li>- # businesses attracted</li> <li>- # businesses retained</li> <li>- # businesses served</li> </ul>
<p>3. Support sector led verticals to address business-identified and validated sector gaps to traded sector growth.</p> <p>Sectors:                  All</p> <p>Potential Partners:                  CvilleBioHub                  Venture Central                  CIC                  CV SBDC                  VIPC                  Local Economic Development</p>	<ul style="list-style-type: none"> <li>- # new jobs created</li> <li>- # businesses expanded</li> </ul>
<p>4. Support implementation of a biotech wet lab accelerator/incubator model to support expansion in the sector.</p> <p>Sectors:                  Biotech</p> <p>Potential Partners:                  CvilleBioHub                  VIPC                  Regional Entrepreneurship Investment Plan identified partners                  Private Sector</p>	<ul style="list-style-type: none"> <li>- # of new jobs created</li> <li>- # of existing businesses expanded</li> </ul>
<b>Startups/Innovation/Commercialization Strategies (Start Up)</b>	
<p>1. Support recommended implementation grants that catalyze growth in target sector entrepreneurship as prioritized in the Regional Entrepreneurship Investment (REI) Plan in development.</p> <p>Sectors:                  All</p> <p>Potential Partners:                  CIC                  CVSBDC                  Local Economic Development                  Venture Central                  CBIC                  CvilleBioHub</p>	<ul style="list-style-type: none"> <li>- List of validated Implementation grants</li> <li>- Approved implementation grants</li> <li>- # jobs created</li> <li>- # of businesses expanded</li> <li>- # of new businesses created</li> <li>- \$ total capital raised</li> </ul>

Etc.	
<b>Sites Strategies (Sites)</b>	
<p>1. Develop a plan for regional site development with a goal of identifying priority target sector sites in the region and a sustainable plan for advancing a portfolio of sites and a regular cadence for site projects.</p> <p>2. Support future planning and/or implementation projects identified in the regional sites plan.</p> <p>Sectors: All</p> <p>Potential Partners: CVPED Local Economic Development</p>	<ul style="list-style-type: none"> <li>- Regional Site investment plan</li> <li>- List of prioritized implementation plans</li> <li>- # acres advanced to higher tier on VBRSP</li> <li>- # sites assessed</li> <li>- # acres characterized</li> </ul>
3. Evaluate strategic advantages for site development collaboration	
4. Drive the continued development of regionally prioritized sites.	
<p>5. Evaluate RIFA development opportunity.</p> <p>Sectors: All</p> <p>Potential Partners: CVPED Local Economic Development</p>	<ul style="list-style-type: none"> <li>- RIFA agreement</li> </ul>
<b>Other Strategies (Other)</b>	
<p>1. Support planning grants to assess, map, and support the development of emerging industries for which this region may have a competitive advantage using Cluster Based Economic Development Model, DHCD, 2023) (i.e., Ag-Tech, Clean Energy, etc.)</p> <p>2. Support implementation grants identified in the above report.</p> <p>Sectors: TBD</p> <p>Potential Partners: TBD</p>	<ul style="list-style-type: none"> <li>- # jobs created/filled</li> <li>- New sectors identified</li> </ul>
<p>3. Evaluate grant opportunities that align with the Growth Plan that are identified through the Comprehensive Economic Development Strategies (CEDs) to be published in February 2024</p> <p>Sectors: All</p> <p>Potential Partners: Planning Districts Localities Central Virginia Partnership</p>	TBD