



REGION 9 COUNCIL MEETING

OCTOBER 20, 2023

9:30 am to 11:30 am

THE CENTER AT BELVEDERE, Classroom A, 540 Belvedere Blvd., Charlottesville, VA

Virtual meeting details were provided in the Agenda

MINUTES

Attending in-person: Ethan Dunstan, UVA Community Credit Union (Chair); Jim Cheng, CAV Angels (Vice Chair) Francoise Seillier-Moiseiwitsch, Revalation Vineyards (Treasurer/Secretary); Rob Archer, Codebase Coworking; Kim Blosser, Laurel Ridge Community College; Roque Castro, Elysium LD Technology, Inc.; Tom Click, Patriot Industries; Bob Coiner, Town of Gordonsville; Brian Cole, LexisNexis Reed Tech; Christine Jacobs, Thomas Jefferson Planning District Commission; Pace Lochte, UVA Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Brandon Payne, Ruckersville Self Storage; Jean Runyon, Piedmont Virginia Community College; Andy Wade, Louisa County; Jonathon Weakley, Madison County; Tina Weaver, Papa Weaver's Pork, Inc.

Attending virtually*: Kenny Allison, The Coleman Group; Ray Knott, Atlantic Union Bank

Absent: Gizelle Curtis, Dominion Energy; Christian Goodwin, Louisa County; Tony O'Brien, Fluvanna County; Paige Read, Town of Culpeper

Staff: Helen Cauthen, Shannon Holland, Christie Taylor

Guests:

In person: Stephen Davis, CIC; Joseph Dennie, DHCD; Maureen Kelley, Nelson County; Rahul Keshap, Venture Central; Sanda McCutcheon, Venture Central

Virtual: Cody Anderson, DHCD; Tracey Gardner, Madison County; Rebecca Haydock, CV SBDC; JT Newberry, Albemarle County;; Julie Perry, Orange County; Jennifer Schmack, Fluvanna County

1. Welcome

Ethan Dunstan called the meeting to order at 9:33 a.m.

Ethan Dunstan welcomed Bob Coiner as the new Council Member appointed by Rappahannock Rapidan Regional Commission to complete the term of Jim Crozier. He welcomed Tina Weaver, Brandon Payne, and Roque Castro to their first in-person meeting.

2. Roll Call

A roll call was performed. A quorum was established, as noted above.

3. Public Comment

Opportunities for public comment were made available for the meeting, however, no comments were received.

4. Approve Council Business – Action Item



Ethan Dunstan noted that the five business items listed on the agenda had been grouped together with the intention that the Council would discuss and act with one vote unless a motion was made to remove any item from the discussion. No such motion was made.

a. Meeting Minutes, August 8, 2023

Ethan Dunstan noted a correction, the meeting minutes for approval were for August 8, 2023, and not June as noted on the agenda. There was no discussion about the minutes.

b. Treasurer's Report – Financials

Francoise Seillier-Moiseiwitsch gave the financial report, beginning with the Statement of Financial Position. Through August 2023, Total Assets are \$133,991.17 including \$108,200.27 in Accounts Receivable. The Operating Account balance is higher than usual at \$18,026.65 due to pending reimbursement. The budget has been spent down by 22.62 % which is in-line for 3 months of spending. Accelerating Sites and Venture Central projects should be closing out by the end of the year.

c. Memo: Request for Approval of Contracts for Signature:

- FY 2024 Capacity Building Contract
- Trademark Licensing Agreement

Ethan Dunstan thanked Brian Craddock, Flora Pettit, for his time reviewing the contracts on behalf of the Partnership. Helen Cauthen explained that on the Capacity Building Contract, the Partnership requests edits:

- In the first and third paragraphs of the highlighted text - add "Support" before "Organization" since that is how CVPED is identified in the preamble;
- on page four (fourth paragraph) replace "it" with "the financial document"
- insert "by the Support Organization after ...Audit only)

d. Dashboard

Ethan Dunstan asked Shannon Holland to give an update on the Dashboard. She noted that DHCD had confirmed that the total unobligated balance of funds is about \$75,000 more than the \$1.39 million reflected on the Dashboard due funds having been returned at project closeout. Shannon reminded Council that if the grant under consideration today was approved it would reduce this amount by \$100,000. She also reminded the Council that the \$250,000 available for Talent Pathways Initiative (TPI) is a separate funding stream. Shannon added that to simplify the dashboard, going forward staff will report the unobligated grant balances.

e. Director Report

There were no questions about the Director's Report.

Tom Click made a motion to approve Council Business. Brian Cole seconded the motion. The motion carried.

5. Updates from Committees, Task Forces, etc.

- a. Executive Committee – There were no updates
- b. Nominating Committee – There were no updates
- c. Statewide Grants –



Ethan Dunstan reported that both the GENEDGE and VA BIO Connect statewide grants are winding down and will no longer have updates. He added that the Middle Mile Broadband grant led by Region 3 is now just getting underway since they have obtained the required federal dollars as match.

d. Chair

Ethan Dunstan reported that in September he attended the GO Virginia Board Retreat and the Board Meeting in Richmond. The retreat featured active GO Virginia grant leaders from around the state and presentations from the Chancellor of the Community College system and from Jason El Koubi on the Innovative Framework.

Region 9 had no projects up for discussion at the Board Meeting, but two projects before the Board generated lots of public comment. The Board approved the DHCD guidelines for requesting Reduced Match for proposals. However, the Board wants to approve reduced match waivers at their meetings so staff is unclear of the Board's appetite for waivers at this point. The metric for economic need for match waiver will not be met by our region. Alignment with VEDP and/or transformation project are other exceptions that are awaiting clarification from DHCD.

Patrick Mauney brought up the need to have a feedback loop to ensure regions like Region 9 are not disincentivized due to repeatedly lacking match. Shannon Holland pointed out recapture would be an indicator of this. Discussion ensued that noted that Region 9 lacks representation on the State Board, and that talking points on this topic may need to be drafted when doing outreach for reconsideration of the match requirements.

The Board had significant discussion on a Talent Pathways Grant (TPI) that was targeting the healthcare sector. The Board had a policy to not target healthcare; however, the Board approved the application, with a request for DHCD to set up a workgroup and define limitations for this sector.

The JLARC review of the GO Virginia program will be presented on December 11.

e. Other

There was no other business.

6. 2023 Growth Plan Update – ACTION ITEM

Ethan Dunstan noted that the draft plan was posted for public comments on the website, no comments were received. Shannon explained that this update can be further refined over the next two years, as needed. For example, if more details emerge from VEDP's Innovative framework for ecosystem building, the Council could consider expanding opportunities to support aligned initiatives; or when the CEDS plans are published in 2024 the plan can be adapted to support the reports.

a. Highlights:

- The top five industries (2-digit NAICS) in the region continue to be non-traded sector (page 3)
- The targets clusters for 2023 remain the same with one exception:
 1. Expansion of the Food & Beverage Manufacturing cluster to include NAICS codes from the VEDP definition of the AgTech sector.

- b. Average Annual Wages as of Q1 continue to rise in Region 9 however the chart on page 6 indicates a widening gap as compared to all of Virginia.



- c. The table demonstrates how the four grant strategies (TD, GEB, Eship, Sites) advanced the 2021 Growth Plan Update, and which strategies will carry forward. It also identifies new grant opportunities for 2023 and beyond. For example, future Entrepreneurship grant opportunities will likely be driven by the outcomes of the REI plan in development.

Tom Click expressed the need to have sites ready to have businesses move into. Roque Castro asked about an assessment for site readiness. Shannon Holland agreed and noted that staff has been working to develop a grant. Helen Cauthen added that match is currently a challenge to getting done. Pace Lochte questioned if the 23% of traded sector jobs is considered low. Shannon Holland will investigate the comparison of traded sector job percentage with other regions. This could also be a talking point recommended earlier.

Kim Blosser made a motion to approve the Growth Plan. Kenny Allison seconded the motion. The motion carried.

7. Project Review – ACTION ITEM

Ethan Dunstan thanked Gizelle Curtis, Ray Knott and Pace Lochte for scoring the Cluster Scale Up – Planning application. This project is led by Nelson County for a \$100,000 planning grant to create a plan to support the wine industry in Region 9. Match is provided by local government, education, and private sector. If approved, it can be submitted for administrative review by tonight’s deadline and that could lead to an administrative approval in Mid-November.

Shannon Holland shared that one In-kind form needs to be updated (Joy Ting), and letters of support are strong.

Pace Lochte commented that the project covered an important sector for the region and was well assembled. Ray Knott said he would like the team to be more clear on their path to implementation grants. Roque Castro added that the grant ties in with other projects such as the Carver Food Business Incubator and the AgTech sector.

Rob Archer made a motion to approve the Cluster Scale-Up grant. Bob Coiner seconded the motion. Francoise Seillier-Moiseiwitsch abstained. The motion carried.

8. Bylaws Review -Introduction of Revisions

Brian Cole explained that action on the bylaws cannot be taken until after they have been introduced to the Council at a prior meeting. He encouraged members to review the memo and the draft for discussion and action in January. He noted that David Pettit does not recommend reducing the quorum and there is no change to the in-person quorum requirements in the draft. Some concern was expressed over the in-person quorum requirement. It was clarified that our policy and bylaws must conform with Virginia law.

9. Project Update

Stephen Davis, President of the Community Investment Collaborative and Rahul Keshap, Executive Director of Venture Central shared updates on 3 grant projects: Venture Central, Rural Entrepreneurship, and the REI.

Ethan Dunstan asked about lessons learned from the Venture Central grant. Rahul Keshap answered: 1) Themes around collaboration, both positives and challenges. Cooperation can be challenging as



there's both a misconception and sometimes accuracy in ESO's competing for the same pot of money. 2) Sustainability, which the REI project aims to specifically address. Stephen Davis added that the REI grant empowers the user to guide the building process rather than a system being built without entrepreneur engagement. A USDA grant and the Piedmont Loan fund help to mitigate risk and foster sustainable investment.

Rob Archer asked about the need for physical space. Rahul Keshap answered that was an original vision for Venture Central, but it presented an opportunity cost and the price of space took away from other investment opportunities.

Tom Click asked for talking points for Council members to help with referrals in the REI process.

10. Comprehensive Economic Development Strategy (CEDS)

Patrick Mauney shared that both quantitative and qualitative data has been analyzed. There's overlap between TJPDC and RRRPC, as well as contradictions. The consultant, Camoin Associates, may be ready to engage with the Council at their January meeting to discuss overlapping themes for the report section funded by the Council.

11. Project Pipeline

Shannon Holland shared that she is continuing to have conversations with organizations that may be interested in doing either a Sites project or the TPI (Talent Pathways Initiative) project. Neither are at the point where a grant can be expected. She noted that there may be a follow-on implementation grant to the CvilleBioLAB planning grant sooner rather than later.

12. Other Business

There was no other business.

13. Adjourn

Bob Coiner made a motion to adjourn. Francoise Seillier-Moiseiwitsch seconded the motion. The motion carried.

The meeting was adjourned at 11:15 a.m.

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

Council Member	Joined from	Reason
Kenny Allison	MD	>60 miles from meeting location
Ray Knott	VA	Personal matter