



REGION 9 COUNCIL MEETING

April 16, 2025

9:30 am to 11:30 am

IN-PERSON

North Fork Meeting Center

994 Research Park Blvd., Charlottesville, VA 22911

<https://us06web.zoom.us/j/83179563666>

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

AGENDA

1. **Opening** - Ethan Dunstan, Chair (5 minutes)
 - Call to Order
 - Roll Call
 - Public Comment
2. **Consent Agenda – ACTION** - Ethan Dunstan (5 minutes)
 - Meeting Minutes, January 16, 2025
 - MEMO: FY 2024 Capacity Building Budget Revision - Update
 - Financials through February 28, 2025
 - MEMO: Approve FY 2026 Capacity Building Budget
3. **Director Report** - Shannon Holland (5 minutes)
 - Dashboard
 - Project Spotlight
4. **Updates from Committees, Task Forces, etc.** - Ethan Dunstan (10 minutes)
 - Entrepreneurship
 - Grow Existing Business
 - Sites
 - Talent Development
 - Nominating Committee
 - Chair & Executive Committee
5. **Proposal Review – ACTION** - Ethan Dunstan (20 minutes)
 - Innovation Corridor Roadmap – Planning Grant
6. **2025 Growth & Diversification Plan** - Shannon Holland (20 minutes)
 - Identify Target Sectors
 - Strategy Assessment
7. **Project Pipeline** - Ethan Dunstan (5 minutes)



8. Other Business - Ethan Dunstan (5 minutes)

9. Adjourn - Ethan Dunstan

Upcoming:

Region 9 ANNUAL MEETING – June 17, 2025, Location TBD

Region 9 Proposal Deadline(s) – May 14, 2025

GO Virginia Board Meetings (Richmond) – June 10, 2025



REGION 9 COUNCIL MEETING

January 16, 2025

9:30 am to 11:30 am

ALL-VIRTUAL

Virtual links in agenda posted at www.GOVirginia9.org/calendar

MINUTES

Attending: Ethan Dunstan, Capital River Advisors (Chair); Francoise Seillier-Moiseiwitsch, Revalation Vineyards (Treasurer/Secretary); Kim Blosser, Laurel Ridge Community College; Ike Broaddus, Fauquier County; Roque Castro, Elysium LD Technology, Inc.; Tom Click, Patriot Industries; Gizelle Curtis, Dominion Energy; Ned Galloway, Albemarle County Board of Supervisors; Christine Jacobs, Thomas Jefferson Planning District Commission; Cheryl Kirby, Atlantic Union Bank; Ray Knott, Blue Ridge Bank; Pace Lochte, UVA Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Paige Read, Town of Culpeper; Jean Runyon, Piedmont Virginia Community College; Cathy Schafrik, Greene County; Tom Thorpe, Afton Scientific; Andy Wade, Louisa County; Jonathon Weakley, Madison County; Tina Weaver, Papa Weaver's Pork, Inc.

Absent: Rob Archer, Codebase Coworking (Vice Chair); Brian Cole, LexisNexis Reed Tech; Brandon Payne, Self-Storage of Louisa

Staff: Helen Cauthen, Kristy Dancy, Shannon Holland, Christie Taylor

Guests: Jeanette Ark, Albemarle County; Matt Brown, Matt Brown Consulting; Joseph Dennie, DHCD; Rose Deal, Town of Culpeper; Tracey Gardner, Madison County; Rebecca Haydock, Venture Central; Rachael Hobbs, UVA; Rebecca Ivins; Matt Johnson, City of Charlottesville; Maureen Kelley, Nelson County; Emily Kilroy, Albemarle County; Hope Lawrence, Venture Central; Julie Perry, Orange County; Greg Rosko, PVCC; Carlton Shutt, MEC-Fauquier; Debroah Van Earsel, UVAF; Alan Yost, Greene County, and others

1. Opening

- **Call to Order**

Ethan Dunstan called the meeting to order at 9:31 a.m.

Council welcomed Ike Broaddus from Fauquier County Board of Supervisors to his first meeting. He was appointed by RRRC to complete the term of Bob Coiner who retired on December 31.

- **Roll Call**

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

- **Public Comment**

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

2. Consent Agenda – ACTION ITEM

Ethan Dunstan noted that the listed agenda items are to be voted on with one action unless there is a motion to move any item separately. As Chair, he requested to consider the Director Report for a separate discussion and action immediately following the consent agenda; there were no objections.

- **Meeting Minutes, October 19, 2024:** No discussion.

- **Financials through November 30, 2024:** Francoise Seillier-Moiseiwitsch reviewed the financial report. She clarified that the \$70.50 in banking fees will be reimbursed in December. Several budget categories are over 50%, including Administration at 67% and Equipment at 85%. Staff has proposed a budget revision. Four projects will close soon, and new projects like VITAL and BioBridge are being added.
- **MEMO: FY 24 Capacity Building Budget Revision:** There was no discussion on this memo.
- **MEMO: Regionally Significant Sites Definition:** Ethan Dunstan opened the floor for discussion on the proposed Region 9 definition for a “regionally significant site”. It was clarified that this definition is new, not a reworking of an existing one. A question was raised about whether properties at Tier 3 and above are considered under this definition, and if this could result in missed opportunities, especially in the northern part of the region. The discussion highlighted that sites below Tier 3 primarily involve due diligence work, and these sites could pursue planning grants to prepare them for Tier 3 consideration and subsequent implementation grants. The task force will continue to identify Tier 1-3 sites for grants.

Jonathan Weakley made a motion to approve Council business as presented. Ray Knott seconded the motion. A roll call vote was performed. Motion carried.

- **Dashboard/Director Report:** Shannon Holland reported that since the Director Report was published, the pending Food & Beverage Business Accelerator planning grant had been awarded through DHCD for \$100,000. Therefore, only \$900,000 is available for grant funding instead of the \$1M noted on the Director Report. The next \$1M funding allocation is not available until July 1. If both proposals under consideration at the meeting are awarded at the requested funding levels, the amount would exceed the available funds by \$66,970. The Wine Industry Applicant team has requested a revision to their proposal that could address this gap, so the Council should consider reviewing both proposals completely before acting on either.

Tom Click made a motion to accept the Director Report as presented and hold action until both proposals were discussed. Francoise Seillier-Moiseiwitsch seconded the motion. A roll call vote was performed. Motion carried.

3. Updates from Committees, Task Forces (TF), etc.

Ethan Dunstan shared that there are now three chairs appointed to three task forces that will serve at least until the Annual Meeting when the Nominating Committee addresses. He thanked Tom Click, Ray Knott, and Brandon Payne for taking on these roles.

- **Entrepreneurship Task Force**
Tom Click reported that the Task Force met on January 7, 2025. No projects were reviewed, but staff discussed ongoing projects like the Rural Entrepreneurship Ecosystem Building grant and the REI grant. He mentioned that he and Shannon Holland met with the REI team on Monday to provide guidance on future GO Virginia entrepreneurship grant funding in the region.
- **Grow Existing Business Task Force**
Ray Knott reported that the Task Force met on January 7, 2025, to discuss the final Wine Industry Action Plan deliverable and the implementation proposal. Staff shared their efforts in creating an action plan to support the implementation grant. The action plan was delivered with the grant proposal.

- **Sites Task Force**

Ethan Dunstan shared the Task Force met on January 7, 2025, to discuss the Rivanna Futures Site proposal as well as discuss the proposed draft definition of “regionally significant sites.”

- **Talent Development Task Force**

No report.

- **Nominating Committee**

Ethan Dunstan announced that the Nominating Committee will soon start the nomination process for the Annual Slate. Members are encouraged to ask questions or express interest in roles.

- **Chair & Executive Committee**

Ethan Dunstan reported that another Growth Plan Update is due this year. He noted that a timeline for this effort was included in the packet, and activities will commence once DHCD delivers the data set in late January. Referring to the link on the agenda, Ethan Dunstan recommended that members take time to follow the link on the agenda to review the GO Virginia Program review tool. Ethan Dunstan also noted that the Executive Committee met on January 7, 2025, and discussed engaging council members in project development and management through Task Force activities.

4. **Proposal Review – ACTION ITEM**

Ethan Dunstan thanked the Council Members who scored proposals: Christine Jacobs, Paige Read, Jean Runyon, Andy Wade, Patrick Mauney, Gizelle Curtis, Brandon Payne, and Francoise Seillier-Moiseiwitch. The Sites project received 7 reviews, while the Growing Existing Business project received 3 reviews.

- **Rivanna Futures (Sites):** Shannon Holland reported that the Albemarle County Economic Development office is leading the Rivanna Futures proposal with Greene County and Charlottesville, which are providing support and participating on an advisory board. CVPED is also on the advisory board. The proposal requests \$613,57 to advance 172 acres in northern Albemarle from Tier 3 to Tier 4. This project aligns with the Region 9 Growth Plan's goals of site development for target sectors and supports the CEDS Plan Super Regional Strategies. Reviewers noted it meets GO Virginia's goals of higher-paying jobs, out-of-state investment, transformative projects, and regional collaboration.

These updates were provided following the Task Force review:

- 1) Update ROI: New ROI worksheets submitted along with a new IMPLAN study from Weldon Cooper have been received.
- 2) The advisory committee will meet monthly though that have already been meeting to some degree now. It was shared that the CVPED Executive Committee, and the CVPED Board, that include Administrators from 9 local governments, supports this proposal.
- 3) Line and Grade has a term contract with Albemarle County and is ready to go. The County is now working on a request for qualifications for the next phases of work.
- 4) VEDP recommended that GO Virginia be approached first to better prepare this site for greater funding via VBRSP. The applicant has about \$25M in articulated grant

potential, but those funds require this work to be done or underway. The project team is pursuing MEI through the General Assembly due to the amount needed as well as working with VEDP. They are also working with VEDP on EDAP funding, but this will not affect the dollar amount requested from GO Virginia, again due to funding needs.

- 5) Applicant is in contact with REC regularly and have an in-depth meeting soon. The applicant is also pursuing redundant power and broadband at the site.
- Discussion of the project included:
 - The Task Force's general support for the project, awarding it a high average score.
 - The county's purchase of 462 acres and the conceptual development of 172 acres, with Phase 1 encompassing the initial 50 acres.
 - The project's current classification is Tier 3, with a goal to reach Tier 4.
 - The county's application for funding from the Virginia Business Ready Sites Program for a much larger amount to "move dirt".
 - The role of GO Virginia funding in advancing design efforts to enable prompt construction if additional funding is secured.
 - Comparisons to the success of the Shannon Hill site in Louisa County.
 - Concerns about allocating GO Virginia funds without confirmed VBRSP funding.
 - The project team's thoroughness, responsiveness, and confidence-inspiring efforts.
 - The clear outlining of ROI and diligent risk mitigation efforts.

5. Proposal Review – ACTION ITEM

- **Wine Industry Implementation Grant (Grow Existing Business):** Shannon Holland presented a proposal for \$353,120 to benefit all of Region 9. With local matches totaling nearly \$210,000 and pending cash match from Albemarle, the grant aims to strengthen the wine sector by coordinating 11 of 25 recommendations from the Wine Industry Report Action Plan. This initiative is expected to create 10 jobs, expand exports for 10 businesses, and serve 104 businesses. The project will also form a coalition, develop professional credentials for the wine industry, and improve impact and cost production reporting. Reviewers noted this as a transformative project that fosters higher-paying jobs and collaboration, aligning with GO Virginia program goals.

These updates were provided following the Task Force review:

- 1) Revised # of jobs created – 20; Revised # of companies exporting – 25
- 2) Salary projections were pulled from (<https://www.winebusiness.com/wbm/article/292594>).
- 3) The Virginia Wine Board provides funding for research, education, and marketing initiatives to support the Virginia wine industry but does not carry out projects directly. The Coalition aims to enhance the wine industry with specialized programs and services that are currently unavailable, specifically to promote Virginia wine in the traded sector. It will offer education and training to boost job growth and increase wages. As a 501c3 organization, it can raise funds to sustain its activities.

- 4) Businesses will be directed to the SBDC directly for service unless they need the specialized resources that the Coalition will offer. Any new content will be owned by the grant applicant until the Coalition is a viable business entity.
- 5) Credential needs stronger tie-in and validation with a direct effect on exports, and the activity starts late in the grant so may not be effective in contributing to outcomes, project would likely be stronger without it: There is anecdotal information from other states that have wine credential programs (CA, TX, WA, OR); however, there is no economic data linking credentials to exports. Therefore, the applicant requested that the credential program be removed from the grant request (\$128,995).

During the discussion, the following topics were covered:

- Expansion of jobs through capacity building in vineyard, production, and sales.
- The potential impact on the wine industry due to the lack of a central body organizing implementation projects.
- The need for a central champion to elevate the industry to a global level through exporting.
- Sustainability through curriculum development and the creation of a revenue stream for credentialing organizations.
- The cost efficiency of the program compared to individual vineyard efforts.
- The \$88,000 technical category, needs more detail to support
- The possibility of expanding partnerships with other regions
- The applicant team's request to remove the credential activity from the proposal, reducing the original GO Virginia request by \$128,995 to a revised request of \$224,125.

Jonathan Weakley made a motion to approve the wine grant with removal of funding for the certification. Francoise Seillier-Moiseiwitsch seconded the motion. A roll call vote was performed. Paige Read abstained. Motion carried.

Ray Knott made a motion to approve the Rivanna Futures proposal. Francoise Seillier-Moiseiwitsch seconded the motion. A roll call vote was performed. Motion carried.

Shannon Holland reviewed the process for advancing these to the GO Virginia Board.

6. Project Pipeline -

Pace Lochte shared that a coalition is forming to develop a planning grant request. The funds would be used to evaluate the opportunity presented by significant public and private investments that have been made in the region, particularly in life science, data science, AI, autonomy, advanced materials, cyber, and national security. Examples include Rivanna Futures, Afton Scientific expansion, Maning Institute for Biotechnology, National Security and Policy Data Institute, CvilleBioHub, NSSA Conference, MITRE drone facility, etc. The coalition is interested in a data-driven approach to assess the region's economic potential and develop a regional advanced industry cluster and ecosystem. St. Louis conducted a similar exercise resulting in a GeoFutures roadmap. The scope and deliverables are being refined, with a proposal expected in March. The grant aims to support ecosystem development and industry interplay, articulating the

region's competitive advantage and developing a shared vision for a public-private partnership, like other regions with cohesive global-market identities.

Shannon Holland said she and Helen continue to evaluate site grant opportunities. Staff continue to work hard with the REI team to get an action plan that will deliver a strong implementation grant. The REI report and action plan should define opportunities for investing in future implementation grants. Staff also received feedback during the task force meetings that sharing new projects from other regions in some form might help task forces drive ideas around new projects as well.

Francoise Seillier-Moiseiwitsch inquired about the challenges in the Tech Academies dual enrollment program. Kim Blosser explained that due to lower-than-expected enrollment, the program shifted to bootcamps, which are now fully enrolled. They have moved from full semesters to blocks and weekends. When asked why only Rappahannock and Fauquier counties were included, Blosser clarified that the program started with schools partnered with the Fauquier campus, but the bootcamps are open to all counties.

7. Other Business -

There was no other business.

8. Adjourn

Jonathan Weakley made a motion to adjourn. Tom Thorpe seconded the motion. Motion carried. The meeting adjourned at 11:15 a.m.

MEMORANDUM

Date: April 16, 2025
To: GO Virginia Region 9 Council
From: Shannon Holland, Director GO Virginia Region 9
Re: FY 2024 Capacity Building Budget Revision – Update

The attached is to report to the Region 9 Council regarding a budget revision for the 2024 Capacity Building Budget that took place on March 5, 2025.

As a reminder, following the January 16, 2025 Council Meeting, the Council permits staff to adjust the Capacity Building Budget to optimize operating efficiency, provided no category increases by more than \$15,000. Staff are required to update the Council at the meeting immediately after any changes are made.


Update to Region 9 Council on Capacity Building Budget Revisions - 4.16.2025

Budget Item		1/16/25 approved	3/5/25 revision	difference
A Administration		FY 2024	FY 2024	
Admin (General)		\$37,000.00	\$30,000.00	\$7,000.00
Audit		\$8,500.00	\$8,500.00	\$0.00
Contract Services		\$7,000.00	\$7,000.00	\$0.00
Legal Expenses		\$0.00	\$0.00	\$0.00
Marketing, Outreach, and Websites		\$3,000.00	\$3,000.00	\$0.00
Meetings and Workshops		\$2,500.00	\$2,500.00	\$0.00
Rent		\$12,000.00	\$12,000.00	\$0.00
Salaries (Fringe if applicable)		\$170,000.00	\$177,000.00	(\$7,000.00)
Supplies & Equipment		\$2,500.00	\$2,500.00	\$0.00
Travel		\$2,500.00	\$2,500.00	\$0.00
Total Administration Budget:		\$245,000.00	\$245,000.00	
B Planning Services:				
Contract Services		\$0.00	\$0.00	\$0.00
Planning Grants		\$5,000.00	\$5,000.00	\$0.00
Total Planning Services Budget:		\$5,000.00	\$5,000.00	
TOTAL Expense Budget:		\$ 250,000.00	\$250,000.00	

GO Virginia
Statement of Financial Position
As of January 31, 2025

	Jan 31, 2025
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	174.98
Total Checking/Savings	174.98
Accounts Receivable	
11000 · Accounts Receivable	130,254.53
Total Accounts Receivable	130,254.53
Other Current Assets	
11100 · Accrued Receivable	10,291.33
12000 · Undeposited Funds	-
Total Other Current Assets	10,291.33
Total Current Assets	140,720.84
TOTAL ASSETS	140,720.84
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	66,652.16
20004 · Due to CVPED	63,605.14
Total Accounts Payable	130,257.30
Other Current Liabilities	
25060 · Accrued Expenses - Other	10,291.33
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	10,458.84
Total Current Liabilities	140,716.14
Total Liabilities	140,716.14
Equity	
32000 · Unrestricted Net Assets	4.70
Total Equity	4.70
TOTAL LIABILITIES & EQUITY	140,720.84

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)
TOTAL FY2024 SPENDING: June 2024 through January 2025

Capacity Building				
	Jun '24 - Jan '25	Budget	% of Budget	Remaining
Income				
41520 · State Grants	164,986.66	250,000.00	66.0%	85,013.34
Total Income	164,986.66	250,000.00	66.0%	85,013.34
Gross Profit	164,986.66	250,000.00	66.0%	85,013.34
Expense				
01250 · General Administration	20,359.68	30,000.00	67.87%	9,640.32
54400 · Project Support expenses				
54426 · Audit	5,625.00	8,500.00	66.18%	2,875.00
54430 · Contract Services	4,598.97	7,000.00	65.7%	2,401.03
54449 · Meetings and Facilitation	347.07	2,500.00	13.88%	2,152.93
54440 · Equipment	1,708.87	2,500.00	68.36%	791.13
54451 · Travel	1,747.41	2,500.00	69.9%	752.59
54452 · Rent/Lease	5,697.69	12,000.00	47.48%	6,302.31
54453 · Salaries	123,476.97	177,000.00	69.76%	53,523.03
54457 · Marketing/Advertising/Promotion	1,425.00	3,000.00	47.5%	1,575.00
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	144,626.98	215,000.00	67.27%	70,373.02
54500 · Planning expenses				
54501 · Contract Services	0.00	0.00	0.0%	0.00
54502 · Technical Assistance	0.00	5,000.00	0.0%	5,000.00
54503 · Growth and Diversification Plan Development	0.00	0.00	0.0%	0.00
54504 · Planning Grant	0.00	0.00	0.0%	0.00
Total 54400 · Planning expenses	0.00	5,000.00	0.0%	5,000.00
Total Expense	164,986.66	250,000.00	66.0%	85,013.34
Net Income	0.00	0.00	0.0%	0.00

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through January 31, 2025**

	Accelerating Sites			BEACON's Kitchen		
	End Date: 12/31/2023			End Date: 9/30/2024		
	(Projects)			(Projects)		
	Oct '21 - Jan '25	Budget	% of Budget	Oct '22 - Jan '25	Budget	% of Budget
Income						
41520 · State Grants	786,333.00	786,333.00	100.0%	189,000.00	189,000.00	100.0%
Total Income	786,333.00	786,333.00	100.0%	189,000.00	189,000.00	100.0%
Gross Profit	786,333.00	786,333.00	100.0%	189,000.00	189,000.00	100.0%
Expense						
01250 · General Administration	10,000.00	10,000.00	100.0%	14,000.00	14,000.00	100.0%
54000 · Program expenses						
51280 · Plannning Grant Activites	0.00	0.00		0.00		
54400 · Project related expenses						
54424 · Administration						
54426 · Audit						
54425 · Architectural and Engineering	776,333.00	776,333.00	100.0%			
54430 · Contract Services				5,265.00	5,265.00	100.0%
54440 · Equipment				100,735.00	100,735.00	100.0%
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel				593.64	593.64	0.0%
54452 · Rent/Lease						
54453 · Salaries				68,406.36	68,406.36	100.0%
54454 · Other - Website						
54455 · Fringe Benefits				0.00	0.00	0.0%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Outreach and Promotion						
54464 · Taxes & Insurance						
54465 · Collaboration						
54466 · Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
54470 · Hardware/Software						
54471 · Contingencies						
Total 54400 · Project related expenses	776,333.00	776,333.00	100.0%	175,000.00	175,000.00	100.0%
Total 54000 · Program expenses	776,333.00	776,333.00	100.0%	175,000.00	175,000.00	100.0%
Total Expense	786,333.00	786,333.00	100.0%	189,000.00	189,000.00	100.0%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through January 31, 2025**

	Project VITAL - Biotech Accelerator			Carver Food		
	End Date: 10/1/2027			End Date: 10/31/2025		
	(Projects)			(Projects)		
	Oct '24 - Jan '25	Budget	% of Budget	Nov '22 - Jan '25	Budget	% of Budget
Income						
41520 · State Grants	46,599.25	4,302,887.00	1.08%	148,738.05	199,727.00	74.47%
Total Income	46,599.25	4,302,887.00	1.08%	148,738.05	199,727.00	74.47%
Gross Profit	46,599.25	4,302,887.00	1.08%	148,738.05	199,727.00	74.47%
Expense						
01250 · General Administration	2,235.74	295,000.00	0.76%	11,467.68	14,795.00	77.51%
54000 · Program expenses						
51280 · Plannning Grant Activites				0.00		
54400 · Project related expenses						
54424 · Administration						
54426 · Audit		40,000.00	0.0%			
54425 · Architectural and Engineering						
54430 · Contract Services		1,178,500.00	0.0%			
54440 · Equipment	13,209.49	688,300.00	1.92%	137,270.37	184,932.00	74.23%
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies		441,000.00	0.0%			
54451 · Travel		21,000.00	0.0%			
54452 · Rent/Lease						
54453 · Salaries	26,593.77	874,446.00	3.04%			
54454 · Other - Website		30,000.00	0.0%			
54455 · Fringe Benefits		78,700.00	0.0%			
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses		137,000.00	0.0%			
54463 · Outreach and Promotion						
54464 · Taxes & Insurance		62,100.00	0.0%			
54465 · Collaboration						
54466 · Management & General						
54467 · Fiscal/Account Mgmt Services	2,336.00	100,000.00	2.34%			
54468 · Indirect Costs	2,224.25	125,211.00	1.78%			
54469 · Studies						
54470 · Hardware/Software		41,250.00	0.0%			
54471 · Contingencies		190,380.00	0.0%			
Total 54400 · Project related expenses	44,363.51	4,007,887.00	1.11%	137,270.37	184,932.00	74.23%
Total 54000 · Program expenses	44,363.51	4,007,887.00	1.11%	137,270.37	184,932.00	74.23%
Total Expense	46,599.25	4,302,887.00	1.08%	148,738.05	199,727.00	74.47%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through January 31, 2025**

	Cville Bio Lab			Regional Entrepreneurship Initiative		
	End Date: 6/30/2024			End Date: 6/12/2025		
	(Projects)			(Projects)		
	May '23 - Jan '25	Budget	% of Budget	Jun '23 - Jan '25	Budget	% of Budget
Income						
41520 · State Grants	100,000.00	100,000.00	100.0%	230,725.53	300,000.00	76.91%
Total Income	100,000.00	100,000.00	100.0%	230,725.53	300,000.00	76.91%
Gross Profit	100,000.00	100,000.00	100.0%	230,725.53	300,000.00	76.91%
Expense						
01250 · General Administration	7,360.00	7,360.00	100.0%	18,806.14	22,080.00	85.17%
54000 · Program expenses						
51280 · Plannning Grant Activites						
54400 · Project related expenses						
54424 · Administration				839.33	2,500.00	33.57%
54426 · Audit						
54425 · Architectural and Engineering						
54430 · Contract Services	23,640.00	23,640.00	100.0%	100,000.00	100,000.00	100.0%
54440 · Equipment						
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel				936.68	2,420.00	38.71%
54452 · Rent/Lease			0.0%			
54453 · Salaries	26,000.00	26,000.00	100.0%	105,592.53	167,000.00	63.23%
54454 · Other - Website	10,000.00	10,000.00	100.0%			
54455 · Fringe Benefits						
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses	10,000.00	10,000.00	100.0%			
54463 · Outreach and Promotion				4,550.85	6,000.00	75.85%
54464 · Taxes & Insurance						
54465 · Collaboration						
54466 · Management & General						
54467 · Fiscal/Account Mgmt Services	5,000.00	5,000.00	100.0%			
54468 · Indirect Costs	9,000.00	9,000.00	100.0%			
54469 · Studies	9,000.00	9,000.00	100.0%			
54470 · Hardware/Software						
54471 · Contingencies						
Total 54400 · Project related expenses	92,640.00	92,640.00	100.0%	211,919.39	277,920.00	76.25%
Total 54000 · Program expenses	92,640.00	92,640.00	100.0%	211,919.39	277,920.00	76.25%
Total Expense	100,000.00	100,000.00	100.0%	230,725.53	300,000.00	76.91%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through January 31, 2025**

	Rural Entrepreneur Ecosystem			Talent Supply Connector		
	End Date: 4/30/2025			End Date: 1/31/2025		
	(Projects)			(Projects)		
	May '23 - Jan '25	Budget	% of Budget	Sep '22 - Jan '25	Budget	% of Budget
Income						
41520 · State Grants	123,077.77	200,000.00	61.54%	321,325.28	391,528.00	82.07%
Total Income	123,077.77	200,000.00	61.54%	321,325.28	391,528.00	82.07%
Gross Profit	123,077.77	200,000.00	61.54%	321,325.28	391,528.00	82.07%
Expense						
01250 · General Administration	10,985.72	14,720.00	74.63%	23,616.00	23,616.00	100.0%
54000 · Program expenses						
51280 · Planning Grant Activites						
54400 · Project related expenses						
54424 · Administration						
54426 · Audit						
54425 · Architectural and Engineering						
54430 · Contract Services	5,551.96	5,551.96	100.0%	2,653.50	5,000.00	53.07%
54440 · Equipment						
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation					7,000.00	
54450 · Supplies						
54451 · Travel	6,555.17	11,960.00	54.81%	2,620.00	7,500.00	34.93%
54452 · Rent/Lease			0.0%	10,000.00	10,000.00	100.0%
54453 · Salaries	93,534.75	153,000.00	61.13%	231,826.55	270,700.00	85.64%
54454 · Other - Website						
54455 · Fringe Benefits	6,450.17	14,768.04	43.68%	31,428.41	40,000.00	78.57%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Outreach and Promotion						
54464 · Taxes & Insurance						
54465 · Collaboration						
54466 · Management & General				19,180.82	27,712.00	69.22%
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
54470 · Hardware/Software						
54471 · Contingencies						
Total 54400 · Project related expenses	112,092.05	185,280.00	60.5%	297,709.28	367,912.00	80.92%
Total 54000 · Program expenses	112,092.05	185,280.00	60.5%	297,709.28	367,912.00	80.92%
Total Expense	123,077.77	200,000.00	61.54%	321,325.28	391,528.00	82.07%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through January 31, 2025**

	Tech Talent Retention			Technology Academies		
	End Date:12/31/2024			End Date: 7/24/2025		
	(Projects)			(Projects)		
	Sep '22 - Jan '25	Budget	% of Budget	Jul '22 - Jan '25	Budget	% of Budget
Income						
41520 · State Grants	307,800.00	307,800.00	100.0%	194,135.17	402,075.00	48.28%
Total Income	307,800.00	307,800.00	100.0%	194,135.17	402,075.00	48.28%
Gross Profit	307,800.00	307,800.00	100.0%	194,135.17	402,075.00	48.28%
Expense						
01250 · General Administration	19,990.00	19,990.00	100.0%	14,999.19	29,783.00	50.36%
54000 · Program expenses						
51280 · Planning Grant Activites						
54400 · Project related expenses						
54424 · Administration						
54426 · Audit						
54425 · Architectural and Engineering						
54430 · Contract Services	12,000.00	12,000.00	100.0%			
54440 · Equipment				179,135.98	329,360.00	54.39%
54442 · Training	2,071.77	2,071.77	100.0%			
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel	2,500.00	2,500.00	100.0%			
54452 · Rent/Lease	10,000.00	10,000.00	100.0%			
54453 · Salaries	156,348.11	156,348.11	100.0%	0.00	42,932.00	0.0%
54454 · Other - Website						
54455 · Fringe Benefits	33,000.00	33,000.00	100.0%			
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Outreach and Promotion	30,000.00	30,000.00	100.0%			
54464 · Taxes & Insurance						
54465 · Collaboration	25,890.12	25,890.12	100.0%			
54466 · Management & General	16,000.00	16,000.00	100.0%			
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
54470 · Hardware/Software						
54471 · Contingencies						
Total 54400 · Project related expenses	287,810.00	287,810.00	100.0%	179,135.98	372,292.00	48.12%
Total 54000 · Program expenses	287,810.00	287,810.00	100.0%	179,135.98	372,292.00	48.12%
Total Expense	307,800.00	307,800.00	100.0%	194,135.17	402,075.00	48.28%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through January 31, 2025**

Wine Industry Planning Grant						
End Date: 12/30/2024						
	(Projects)			Total Projects		
	Dec '23 - Jan '25	Budget	% of Budget	Mar '21 - Jan '25	Budget	% of Budget
Income						
41520 · State Grants	100,000.00	100,000.00	100.0%	2,501,134.80	7,279,350.00	34.36%
Total Income	100,000.00	100,000.00	100.0%	2,547,734.05	7,279,350.00	35.0%
Gross Profit	100,000.00	100,000.00	100.0%	2,547,734.05	7,279,350.00	35.0%
Expense						
01250 · General Administration	7,000.00	7,000.00	100.0%	140,460.47	458,344.00	30.65%
54000 · Program expenses						
51280 · Plannning Grant Activites						
54400 · Project related expenses						
54424 · Administration				839.33	2,500.00	33.57%
54426 · Audit						
54425 · Architectural and Engineering				776,333.00	776,333.00	100.0%
54430 · Contract Services	93,000.00	93,000.00	100.0%	242,110.46	1,422,956.96	17.02%
54440 · Equipment				430,350.84	1,303,327.00	33.02%
54442 · Training				2,071.77	2,071.77	100.0%
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation				0.00	7,000.00	0.0%
54450 · Supplies				0.00	441,000.00	0.0%
54451 · Travel				13,205.49	45,973.64	28.72%
54452 · Rent/Lease				20,000.00	20,000.00	100.0%
54453 · Salaries				708,302.07	1,758,832.47	40.27%
54454 · Other - Website				10,000.00	40,000.00	25.0%
54455 · Fringe Benefits				70,878.58	166,468.04	42.58%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses				10,000.00	147,000.00	6.8%
54463 · Outreach and Promotion				34,550.85	36,000.00	95.98%
54464 · Taxes & Insurance				0.00	62,100.00	0.0%
54465 · Collaboration				25,890.12	25,890.12	100.0%
54466 · Management & General				35,180.82	43,712.00	80.48%
54467 · Fiscal/Account Mgmt Services				7,336.00	105,000.00	6.99%
54468 · Indirect Costs				11,224.25	134,211.00	8.36%
54469 · Studies				9,000.00	9,000.00	100.0%
54470 · Hardware/Software				0.00	41,250.00	0.0%
54471 · Contingencies				0.00	190,380.00	0.0%
Total 54400 · Project related expenses	93,000.00	93,000.00	100.0%	2,407,273.58	6,821,006.00	35.29%
Total 54000 · Program expenses	93,000.00	93,000.00	100.0%	2,362,910.07	6,821,006.00	34.64%
Total Expense	100,000.00	100,000.00	100.0%	2,501,134.80	7,279,350.00	34.36%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%



MEMORANDUM

Date: April 16, 2025


To: GO Virginia Region 9 Council

From: Shannon Holland, Director GO Virginia Region 9

Re: Approve FY 2026 Capacity Building Budget

This is a request that the Region 9 Council approve the proposed FY 2026 Capacity Building Budget as attached. The attached includes a comparison of the previously approved budgets for FY 2025 and FY 2024. If approved, the FY 2026 Budget will advance to the GO Virginia Board for approval.

ATTACHMENT 1: FY26 Capacity Building Funds Budget

Date:	16-Apr-25	Region:	9	
Agency Name: Department of Housing & Community Development		<div>GO VIRGINIA</div> <div><div>VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION</div></div>		
Agency Address: 600 East Main Street Suite 300 Richmond, VA 23219				
Budget Period: From: 07/01/25 DRAFT Through: 06/30/26				
Budget Item		Amount		
A Administration		FY 2026	FY 2025	FY 2024 (3/5/2025)
Admin (General)		\$32,000.00	\$37,000.00	\$30,000.00
Audit		\$9,000.00	\$6,500.00	\$8,500.00
Contract Services		\$7,000.00	\$9,500.00	\$7,000.00
Fiscal /Accounting Services		\$0.00	\$0.00	\$0.00
Legal Expenses		\$0.00	\$500.00	\$0.00
Marketing, Outreach, and Websites		\$3,000.00	\$3,000.00	\$3,000.00
Meetings and Workshops		\$2,500.00	\$3,750.00	\$2,500.00
Rent		\$12,000.00	\$12,000.00	\$12,000.00
Salaries (Fringe if applicable)		\$177,000.00	\$172,250.00	\$177,000.00
Supplies & Equipment		\$2,500.00	\$2,000.00	\$2,500.00
Taxes and Insurance		\$0.00		\$0.00
Travel		\$2,500.00	\$3,500.00	\$2,500.00
Total Administration Budget:		\$247,500.00	\$250,000.00	\$245,000.00
B Planning Services:				
Contract Services		\$2,500.00	\$0.00	\$5,000.00
Total Planning Services Budget:		\$2,500.00	\$0.00	\$5,000.00
TOTAL Expense Budget:		\$ 250,000.00	\$ 250,000.00	\$250,000.00

DIRECTOR REPORT
REGIONAL COUNCIL 9 MEETING
UPDATED: APRIL 10, 2025
MEETING: APRIL 16, 2025

Region 9 Per Capita Available	\$62,305
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Quarterly Progress Reports for Projects: due April 20, 2025

Project Changes:

Budget Revisions

- Rural Entrepreneurship Ecosystem Building- January revision moving \$77k from contract services to salaries to adjust for in-house contributions to project that were previously expected to be outsourced

Contracts

- New Contracts: Food and Beverage Business Accelerator (Venture Central) 2/1/25-2/1/26; Wine Industry Implementation Grant (Nelson County) 3/11/25-3/11/27; Rivanna Futures (Albemarle County) 3/24/25-3/24/2027
- Pending: n/a
- Extensions:
 - Rural Entrepreneurship Ecosystem: extended to 10/30/2025
- Milestones:
 - Commonwealth Bio Accelerator – rental agreement took longer than expected to execute, about 1Q behind in that milestone, not expected to affect expense draw down
 - Rural Entrepreneurship – site visit conducted 3/11/25; feedback given on concern for lack of traded and target sector representation.
- Outcomes/Deliverables:
 - Expecting Carver Food Enterprise Activities to be nearing completion in preparation for October closeout

Closeouts

- Completed:
 - Tech Talent Retention – performance and fiscal closeouts complete
- In Progress:
 - Accelerating Sites, pending Tier 4 certification letter
 - Talent Supply Connector: Performance closeout submitted, Fiscal closeout in-progress
- Funds Not Spent at Closeout:
 - Upon closeout a \$54,301.78 return from Talent Supply Connector is expected

Key Staff Activity:

- CvilleBioTech Expo 1/30/25
- Charlottesville Area Association of Realtors presentation with CVPED 2/5/2025
- CVPED Audit Committee Meeting 2/13/2025
- Meeting at UVA LVG with Secretary Caren Merrick 2/17/2025
- VABioConnect Meeting 2/20/2025
- Wine Coalition Kickoff 2/25/2025
- DAC Leadership meeting 3/28/2025
- GO Virginia regional staff retreat April 8, 2025
- Region 9 Virginia Partners Health Science Careers April 10

LinkedIn: Followers: 483 (+9)

Grow Existing Business

Project	Funding	Strategy	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR
Wine Industry Implementation	\$ 224,125.00	GEB	FB	104		20	0	Active		Green
Project VITAL	\$ 4,302,887.00	GEB	Bio	60		68		Active		Green
Food & Beverage Business Acc	\$ 100,000.00	GEB	FB					Active		Green
	\$ 4,627,012.00			164	0	88	0			

Innovation/Entrepreneurship

Project	Funding	Strategy	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR
Carver Food Business Incubator	\$ 199,727.00	I/E	FB	68	51	93	54	Active	Green	Green
Rural Entrepreneur Ecosystem	\$ 200,000.00	I/E	All	200	205	30	36	Active	Yellow	Orange
REI	\$ 300,000.00	I/E	All					Active	Yellow	Yellow
	\$ 699,727.00			268	256	123	90			

Talent

Project	Funding	Strategy	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR
Technology Academies for Future	\$ 402,075.00	TD	FB, IT/Com, LM			69	0	Active	Orange	Yellow
Bio Bridge	\$ 244,400.00	TD	Bio					Active		Green
	\$ 646,475.00			0	0	69	0			

Sites

Project	Funding	Strategy	Industry	Projected acres impacted	Actual Acres Impacted	Projected VBRSP	Actual VBRSP	Active/ Closed	Status Prev QR	Status Most Recent QR
Rivanna Futures	\$ 613,570.00	Sites	FB, IT & Comm	50				Active		Green

PROJECT IMPACT SPOTLIGHT

BEACON's Kitchen



Quick Facts:

- \$189,000 ERR Grant with New Hill Development Corp
- 10/1/2022 – 9/30/2024
- Innovation/Entrepreneurship in Food & Beverage Manufacturing
- Open a fully equipped shared-use commercial kitchen and incubator
- Goal: 37 jobs, 13 new businesses, 10 new products, 10 businesses served
- Actual: 24 jobs, 14 new businesses, 4 new products, 60 businesses served (at closeout)
- <https://beaconkitchen.info/about/>

Photos from the Grand Opening 4.5.2025



"A few weeks ago, we were in need of a kitchen space to prep/show/taste products for a new potential customer... BEACON Kitchen had availability, the rental rate was very reasonable, and the Kitchen was ideal for what we were planning. It was incredibly clean, spacious, and set up efficiently with all of the necessary equipment ready to go. Thanks again David and the crew at [New Hill] for allowing us to utilize your space... we look forward to many future events there!"

Erick Rood
US Foods Territory Manager

GO Virginia's investment helped fill an institutional void and provide food entrepreneurs with a cost-effective place to produce, package, store, and distribute tradable manufactured products; as well as provide opportunities for existing businesses to stabilize, re-strategize, and ideate a tradable value-added product as a new revenue stream.



GO Virginia Region 9 Project Summary

Project Name: Innovation Corridor Strategic Roadmap

Applicant: Central Virginia Partnership for Economic Development, Helen Cauthen President

Grant Timeline: 12 months

GO Virginia Amount Requested: \$100,000

Match Amount Proposed: \$80,000

Local Match Subtotal: \$35,000

Match Breakdown: In-kind \$17,500; Cash - \$62,500

Localities Served: City of Charlottesville and Counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange and Rappahannock (All of Region 9)

Local Match Commitment From: City of Charlottesville, Albemarle County, Greene County, Fauquier County, and Orange County

Other Match Commitment From: Hourigan, UVA Foundation, CvilleBioHub, Central Virginia Partnership for Economic Development

Additional Leverage: UVA Economic Development

Letters of Support: Afton Scientific, Albemarle County, Bcubed, Breakthrough to Solutions, Charlottesville, Culpeper County, CvilleBioHub, Euro-Composites, Fauquier County, Fluvanna County, Germanna Community College, Greene County, Hourigan, Laurel Ridge Community College, Louisa County, Luna Labs, Madison County, MITRE, Nelson County, Orange County, Perrone Robotics, Piedmont Virginia Community College, Rappahannock-Rapidan Regional Commission, Thomas Jefferson Planning District Commission, University of Virginia, UVA Foundation, Venture Central, and WillowTree

Project Summary: The Innovation Corridor project will take a deeper dive into three Region 9 priority industry clusters in order to identify areas where the region has a global strategic advantage and that represent new growth opportunities, specifically in and across the domains of life sciences/biotech and digital/IT (data science, AI, autonomy, advanced materials, cybersecurity, etc.) with commercial and national security applications, or the “Core Areas”.

The innovation corridor strategic roadmap will assess assets across the GO Virginia Region 9 footprint. Based on these assets, as well as regional, national, and global industry trends, the consultant will recommend strategic priorities and specific actions to be taken to realize opportunities for regional growth and cluster development in the Core Areas.

Growth & Diversification Plan Alignment:

- **Strategy:** Grow Existing Business
- **Targeted Sectors:** Biomedical & Biotechnology; IT & Communications; and Light Manufacturing
- **Growth & Diversification Plan Opportunities Targeted:** This project will advance the following opportunities:
 - **Grow Existing Business #1:** “For each target cluster, reevaluate industries within each cluster as defined in

2017 and identify gaps in growth to develop recommendations for future implementation grants....”

- **Growing Existing Businesses #3:** “Support implementation grants from Gaps identified through.... CEDS Plans”

Outcomes or Deliverables, if any: Strategic Roadmap report including actionable steps

Grant Activities:

- Quantitative Assessment of Industry-Facing Core Competencies in Core Areas
- Quantitative Assessment of Regional Advanced Industry Clusters in the Core Areas
- Identification of High-Growth Opportunities
- Situational Assessment for Regional Development to Inform Strategic Priorities
- Preparation of a Strategic Roadmap

TASK FORCE REVIEW SUMMARY

Reviewing Task Force – Grow Existing Business

Average Score - 80/100

Economic Impact

- Would like to hear a stronger vision of the economic impact of implementation grant

Regional Collaboration

- Private sector companies are part of the proposals. Will others be approached? Apart from a role on the advisory board, are there other roles for these companies?

Project Readiness

- The proposal relies completely on a consulting firm. Has this firm been identified? Do we know whether they are up to the task?

Feedback Loop:

The GEB Task Force discussed this proposal on April 4, 2025 including:

- The pending Match Commitment form from Orange County, as well as additional Letters of Support from Euro-Composites and Afton Scientific, have been received.
- Localities were engaged through a comprehensive process. Significant regional support, both financial and in kind, is evident. Regional economic developers will provide assistance with business engagement.
- A consultant with national experience and knowledge of Virginia has been selected for the project, although a contract is not in place.

Feedback Requested:

The Task Force requested the applicant team to involve the private sector more actively in this initiative and to provide a stronger vision statement for the project. Without dictating how the applicant team should address the request, the Task Force suggested options such as adding two to three private sector leaders to the steering committee or engaging them through the advisory committee. Additionally, the Task Force recommended including an AI expert and representatives from national security in the effort. Below is the response from the applicant team.

RESPONSE TO TASK FORCE COMMENTS

Vision Statement:

The Innovation Corridor Strategic Roadmap will unlock the full potential of Region 9 by identifying and leveraging our unique strengths in life sciences, digital technologies, and national security. This planning effort will first evaluate these sectors to determine the region's unique value proposition, and the final report will provide a clear path forward for driving regional growth. This study will offer a clear and actionable plan to drive economic growth, attract high-quality investments, and create well-paying jobs. By aligning our regional assets with global industry trends, we will position Region 9 as a leader in innovation and economic development, fostering a thriving business ecosystem that benefits all stakeholders.

The overall vision is to identify the region's global strategic advantage. What is it that we are doing that is better than anywhere else in the nation and the world? A consultant would be used to help us define that key strength or set of strengths along with a list of actions that need to be done to fulfill that vision. TEconomy's work in St. Louis for GEOFutures is an excellent example. After TEconomy developed the strategic roadmap, actions were taken to strengthen the St. Louis region as the national geospatial (or geospatial location data) center of the US. We need assistance from TEconomy to help us identify our unique value proposition – what is our region's GEOFutures?

Response to Review Team Concerns:

We appreciate the review team's feedback and understand the importance of having private sector leaders actively engaged in driving this effort. While the applicant team is reticent to add more members to the steering committee due to its current size and commitments made to existing members, we propose the following adjustments to address the review team's concerns:

1. **Increased Engagement of Private Sector Leaders:** The advisory committee, which includes private sector leaders, will meet every two months instead of every three months. This increased frequency will ensure more consistent and active participation from business leaders throughout the nine-month effort. Additionally, the steering committee is more administrative in nature, and insights from industry will be gained more effectively from one-on-one interviews and small focus groups.
2. **Business Leader Involvement in Interviews:** The selected consultant will engage businesses in 15-20 of the 45 one-on-one interviews conducted. Additionally, each economic developer in the region is committed to connecting with relevant businesses in their area to gather valuable insights and feedback.
3. **Inclusion of AI and Other Expertise:** We acknowledge the recommendation to include an AI expert on the advisory team as well as representatives of Rivanna Station and will address this recommendation. Perrone Robotics does work in the AI space as well as autonomous vehicles, but we will be glad to identify an additional private sector company to add to the advisory group. We will also invite NJIC, DIA, NGA to serve on the advisory group.

We believe these adjustments will ensure that business leaders are at the table to lead and contribute meaningfully to the project's success.