



REGION 9 COUNCIL
JUNE 17, 2025
ANNUAL MEETING
9:30 am to 11:30 am
North Fork Meeting Center
994 Research Park Blvd, Charlottesville, VA 22911
In-Person Meeting
<https://us06web.zoom.us/j/87069659739>
For virtual connection issues call 434-979-5610 ext. 106.

AGENDA

1. Opening

- Call to Order
- Roll Call
- Public Comment

Ethan Dunstan, Chair

2. Consent Agenda - ACTION ITEM

- Meeting Minutes, April 16, 2025
- Financials through April 30, 2025
- Meeting Schedule 2026

Ethan Dunstan

3. Director Report

- Infographic
- Project Dashboard
- Project Spotlight

4. Updates

- Chair, Executive Committee
- Nominating Committee
- Task Forces
- GO Virginia Board Regional Council Committee
- Other

Ethan Dunstan

5. Present the Slate

Tom Click, Chair
Nominating Committee

6. Slate – ACTION ITEM

Ethan Dunstan

7. Annual Report Presentation

Shannon Holland, Director

8. Project Pipeline

Shannon Holland

9. Other Business

Ethan Dunstan

10. Adjourn

Ethan Dunstan

Upcoming Dates

Region 9 Project Application Deadline – September 24, 2025

GO Virginia Board Meeting – September 9, 2025

Region 9 Council Meeting – August 28, 2025



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

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

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

MINUTES

Attending: Ethan Dunstan, Capital River Advisors (Chair); Rob Archer, Codebase Coworking (Vice Chair); Ike Broaddus, Fauquier County; Roque Castro, Elysium LD Technology, Inc.; Tom Click, Patriot Industries; Ned Gallaway, Albemarle County; Christine Jacobs, Thomas Jefferson Planning District Commission; Cheryl Kirby, Atlantic Union Bank; Ray Knott, Blue Ridge Bank; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Paige Read, Town of Culpeper; Cathy Schafrik, Greene County; Tom Thorpe, Afton Scientific; Jonathon Weakley, Madison County

Attending Virtually: Gizelle Curtis, Dominion Energy

Absent: Kim Blosser, Laurel Ridge Community College; Brian Cole, LexisNexis Reed Tech; Pace Lochte, UVA Economic Development; Brandon Payne, Self-Storage of Louisa; Jean Runyon, Piedmont Virginia Community College; Francoise Seillier-Moiseiwitsch, Revalation Vineyards (Treasurer/Secretary); Andy Wade, Louisa County; Tina Weaver, Papa Weaver's Pork, Inc.

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

Guests: Cody Anderson, DHCD; Ian Ginger, Orange County; Rachael Hobbs, UVA; Emily Kilroy, Albemarle County; Beth Mehring, UVA Health; Jennifer Schmack, Fluvanna County

Virtual Guests: Joseph Dennie, DHCD; Stephanie McNamara, VCW-Piedmont

1. Opening

- **Call to Order**

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

- **Roll Call**

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

- **Public Comment**

Beth Mehring, UVA Health, Director, Earn While You Learn signed up for public comment to introduce herself as the leader of the Virginia Partnerships for Health Science Careers: Region 9. She shared that this new partnership was now underway to address healthcare career pathways and encouraged regional members to help build connections for the effort.

2. Consent Agenda – ACTION ITEM

Ethan Dunstan noted that the listed agenda items were to be voted on with one action unless there was a motion to discuss any item separately. There was no such motion.

- **Meeting Minutes, January 16, 2025:** Tom Click asked that a correction be made to “The proposal requests \$613,57 to advance 172 acres in northern Albemarle from Tier 3 to Tier 4.”
- **MEMO: FY 24 Capacity Building Budget Revision:** A query was been made concerning the guideline mentioned in the memo that permits staff to amend the Capacity Building Budget. The inquiry specifically pertained to whether the \$15,000 adjustment is categorical or total, and whether it applies on a quarterly or annual basis.

Tom Click made the motion to revise the Capacity Building Budget Revision guidance to specify there may be one revision per quarter and the revision should be reported at the Council Meeting following the change.

Rob Archer seconded the motion. A vote was performed. Motion carried.

- **Financials through February 28, 2025:** It was noted that Shannon Holland reported on the February financials but the January financials were included in the meeting packet. According to the Statement of Financial Position the Accounts Receivables are at just over \$130,000 and Accounts Payable at \$130,257, of which approximately \$64,600 is owed to the Partnership. The Capacity Building Budget is at 73% expended, which is on track for nine months of expenses. The rent share increased slightly with a new lease effective 2/1/2025. The budget is on track to close in May or June. The BioBridge project and the Food & Beverage Accelerator should be added when the March Financials are published. The Talent Supply Connector is the only project currently in the process of closing where about \$54,000 of funds may potentially be unused.
- **Memo: Approve FY 2026 Capacity Building Budget:** Shannon Holland reminded Council they are currently operating a year behind on the Capacity Building budget. The FY25 Capacity Building funds will be opening soon for use in the current fiscal year. The audit estimate has increased, so that line may require future adjustment.

Ray Knott made a motion to approve Council business as presented. Tom Click seconded the motion. A vote was performed. Motion carried.

3. **Dashboard/Director Report:** Shannon Holland reported that there is about \$62,000 available in Per Capita grant funds until the next fiscal year begins on July 1. She noted that if a \$100,000 project were approved at the meeting, it could have to wait for available funds. She added there is a possibility that the fiscal closeout for the Talent Supply project could result in a return of about \$54,000 per capita funds, allowing for approval earlier than July 1. The applicant team has been informed that realistically, the project might proceed by mid-July, if approved.

Shannon Holland shared that staff were developing more ways to engage Council Members in project activities and outcomes. To that end, she asked Christie Taylor to present the project dashboard and spotlight as part of the Director’s Report. Christie Taylor shared the following highlights:

- The Wine Implementation Grant (Nelson), Project VITAL, BioBridge (CvilleBioHub), Food & Beverage Accelerator (Venture Central), and Rivanna Futures (Albemarle) are all rated as green as they are all just now underway. She added that Project VITAL had a slight delay in their lease but is now on track.

- Carver Commercial Kitchen (Culpeper) is waiting on final equipment expenditures (procurement process delays).
- Rural Entrepreneurship Ecosystem Building (CIC) has had some challenges. After a site visit staff perceived a lack of traded sector representation in the program as well as a lack of acknowledging GO Virginia as funder. The project team acknowledged concerns, and staff feels the project is approaching a turning point in identifying sector champions. The project has completed 4 of the 6 required activities and obtained an extension from April to October to allow more time for remaining activities and outcomes.
- REI (CIC)– The project is ranked as yellow as we are waiting to receive the expected implementation grant proposal in May.
- Project Spotlight: BEACON's Commercial Kitchen held its grand opening in April. A handout with quick facts and elevator pitch about the project impact and GO Virginia's role was shared.

The Council suggests including wage benchmarking in future reports and notifying them if their involvement is needed to overcome barriers to success.

4. Updates from Committees, Task Forces, etc.

- **Entrepreneurship Task Force**

Tom Click reported that the Task Force hasn't met since the last Council meeting so there isn't much to report. They are expecting Venture Central to take the lead on developing an implementation grant to advance some of the Regional Entrepreneurship Initiative recommendations. The Tom Tom Festival is this week in Charlottesville with a Technology conference tomorrow and Entrepreneurship on Friday.

- **Grow Existing Business Task Force**

Ray Knott reported that the Task Force met on April 4th to discuss the Innovation Corridor Roadmap planning grant and contributed to the Growth Plan cluster-based economic development analysis.

- **Sites Task Force**

No report.

- **Talent Development Task Force**

No report.

- **Nominating Committee**

Jonathan Weakley reported that Brandon Payne has informed the Chair and Committee that he is in the process of moving out of state and resigning from Council. Therefore, there is one additional Council Member seat to fill. Council Member Nomination Forms are posted on the Region 9 website and can be requested from Shannon Holland. The Committee is seeking nominations from Chambers of Commerce or At-Large and Self-Nominations for 3 or 4 private sector members. Tom Click and Brian Cole have unfortunately reached term limits.

- **Chair & Executive Committee**

Ethan Dunstan reported that per the bylaws it is time for the Chair to appoint the next Nominating Committee. They will meet in May to prepare the Slate for the Annual Meeting. Tina Weaver, Jean Runyon, Cathy Schafrik and Tom Click, as Committee Chair, have agreed to serve. He extended appreciation to Brian Cole, Patrick Mauney, Christine Jacobs, and Jonathon Weakley, who have previously served on this committee.

5. Proposal Review – ACTION ITEM

Innovation Corridor Roadmap (Planning Grant): Ray Knott introduced the proposal summary. The Innovation Corridor Roadmap Planning Grant is led by the Central Virginia Partnership for Economic Development, requesting \$100,000. The project will use the funds primarily to hire a consultant to identify the unique strengths in life sciences, digital technologies, and national security. The effort will result in a report with recommendations including an action plan to drive future oriented economic growth through business expansion, attraction and high-paying jobs.

The Task Force met on April 4. Shannon Holland shared that all pending documentation had been received, including the Orange County match form and two new private letters of support from Afton Scientific and Euro-Composites.

In the discussion, task force members noted that there was obviously an effort to assemble stakeholders for the proposal as there was an extensive list of advisory members. They noted a high level of local match even though it isn't required for planning grants. Local support was evident in the proposal. The applicant team has identified TEconomy as their potential consultant after interviewing three candidates, due to their experience in similar efforts and familiarity with Central Virginia. TEconomy is currently engaged on the BioBridge TPI project, which could further optimize results. The Task Force raised two questions regarding private sector leadership and project vision. Shannon Holland was asked to let the applicant team know that they want to see more private sector engagement; though they didn't want to dictate how they did it, it was suggested adding private sector representatives on the steering committee and/or increasing engagement on the advisory committee. The applicant response included a stronger vision statement and ideas for stronger business involvement.

Discussion of the project included:

- The Steering Committee is a misnomer as it is in many ways the staffing role for the project.
- Letters of support were regional and thorough, making it a strong proposal.
- UVA was a significant partner to CVPED on the project.

Ray Knott made a motion to approve the Innovation Corridor Roadmap contingent on available funds. Jonathan Weakley seconded the motion. A vote was performed. Motion carried.

6. Growth & Diversification Plan

- **Identify Target Sectors**
- **Strategy Assessment**

Shannon Holland presented on the Growth & Diversification plan development. (The presentation is posted with these Minutes at <https://www.govirginia9.org/calendar/>). The presentation goal was to advise the council on how the future traded sectors were identified and to do a quick assessment of how grant investments are driving observable and sustained impact in target sector.

The Council discussion included:

- Albemarle County's experience in Clean Tech corroborated findings that the jobs are primarily in construction.
- The New Pathways Program is generating graduates, which could mitigate the red rating for Talent in Light Manufacturing.
- The current VTOP project should impact Talent in IT & Communications
- The low jobs results on the Tech Talent Retention project was primarily because internships needed to be established as a pathway to jobs, and the project closed before internships converted to jobs attained.
- There is a need for talent pathways plans across all sectors. The hope is to replicate lessons learned in the BioBridge TPI across sectors. One takeaway from the Tech Talent Retention project is the strategy for each sector is nuanced.
- It was suggested that the cluster-based models could have a trendline added to indicate whether an area is trending positively or negatively.
- The Council was interested in educational attainment levels by county, migratory commuting by county, and inflation's impact on wages.
- It was suggested to consider creating a regional index of jobs to monitor trends.

7. Project Pipeline

Ethan Dunstan noted the REI, Food & Beverage Business Accelerator, and TPI planning grants should generate potential projects.

8. Other Business

- Paige Read shared VEDP is looking for firms to share feedback for its talent marketing workgroup.
- Council was reminded DHCD is hosting an AI virtual information on 4/18/2025

9. Adjourn

Ray Knott made a motion to adjourn. Tom Click seconded the motion. The meeting adjourned at 11:17 a.m.

GO Virginia
Statement of Financial Position
As of April 30, 2025

	<u>Apr 30, 2025</u>
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	176.30
Total Checking/Savings	<u>176.30</u>
Accounts Receivable	
11000 · Accounts Receivable	185,232.42
Total Accounts Receivable	<u>185,232.42</u>
Other Current Assets	
11100 · Accrued Receivable	10,697.99
12000 · Undeposited Funds	-
Total Other Current Assets	<u>10,697.99</u>
Total Current Assets	<u>196,106.71</u>
TOTAL ASSETS	<u>196,106.71</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	127,380.90
20004 · Due to CVPED	57,855.61
Total Accounts Payable	<u>185,236.51</u>
Other Current Liabilities	
25060 · Accrued Expenses - Other	10,697.99
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	<u>10,865.50</u>
Total Current Liabilities	<u>196,102.01</u>
Total Liabilities	196,102.01
Equity	
32000 · Unrestricted Net Assets	4.70
Total Equity	<u>4.70</u>
TOTAL LIABILITIES & EQUITY	<u>196,106.71</u>

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

Capacity Building				
	Jun '24 - Apr '25	Budget	% of Budget	Remaining
Income				
41520 · State Grants	227,458.25	250,000.00	90.98%	22,541.75
Total Income	227,458.25	250,000.00	90.98%	22,541.75
Gross Profit	227,458.25	250,000.00	90.98%	22,541.75
Expense				
01250 · General Administration	27,179.21	30,000.00	90.6%	2,820.79
54400 · Project Support expenses				
54426 · Audit	8,850.00	8,850.00	100.0%	0.00
54430 · Contract Services	8,189.52	9,000.00	91.0%	810.48
54449 · Meetings and Facilitation	1,827.54	2,500.00	73.1%	672.46
54440 · Equipment	1,864.16	2,500.00	74.57%	635.84
54451 · Travel	1,841.31	2,500.00	73.65%	658.69
54452 · Rent/Lease	8,109.86	8,850.00	91.64%	740.14
54453 · Salaries	167,546.65	182,800.00	91.66%	15,253.35
54457 · Marketing/Advertising/Promotion	2,050.00	3,000.00	68.33%	950.00
54462 · Legal Expenses	0.00	0.00	0.0%	0.00
Total 54400 · Project Support expenses	200,279.04	220,000.00	91.04%	19,720.96
54500 · Planning expenses				
54501 · Contract Services	0.00	0.00	0.0%	0.00
54502 · Technical Assistance	0.00	0.00	0.0%	0.00
54503 · Growth and Diversification Plan Development	0.00	0.00	0.0%	0.00
54504 · Planning Grant	0.00	0.00	0.0%	0.00
Total 54400 · Planning expenses	0.00	0.00	0.0%	0.00
Total Expense	227,458.25	250,000.00	90.98%	22,541.75
Net Income	0.00	0.00	0.0%	0.00

GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through April 30, 2025

	Accelerating Sites End Date: 12/31/2023 (Projects)			BioBridge TPI End Date: 2/1/2026 (Projects)			Project VITAL - Biotech Accelerator End Date: 10/1/2027 (Projects)		
	Oct '21 - Apr '25	Budget	% of Budget	Feb '25 - Apr '25	Budget	% of Budget	Oct '24 - Apr '25	Budget	% of Budget
Income									
41520 · State Grants	786,333.00	786,333.00	100.0%	7,844.06	244,400.00	3.21%	292,625.24	4,302,887.00	6.8%
Total Income	786,333.00	786,333.00	100.0%	7,844.06	244,400.00	3.21%	292,625.24	4,302,887.00	6.8%
Gross Profit	786,333.00	786,333.00	100.0%	7,844.06	244,400.00	3.21%	292,625.24	4,302,887.00	6.8%
Expense									
01250 · General Administration	10,000.00	10,000.00	100.0%	1,835.16	14,666.00	12.51%	5,638.01	295,000.00	1.91%
54000 · Program expenses									
51280 · Planning Grant Activities	0.00	0.00							
54400 · Project related expenses									
54424 · Administration									
54426 · Audit								40,000.00	0.0%
54425 · Architectural and Engineering	776,333.00	776,333.00	100.0%						
54430 · Contract Services				4,400.00	153,640.00	2.86%	85,170.24	1,178,500.00	7.23%
54440 · Equipment							18,650.47	688,300.00	2.71%
54442 · Training									
54447 · Other - Programming									
54448 · Other - Workspace									
54449 · Meetings and Facilitation									
54450 · Supplies							5,811.76	441,000.00	1.32%
54451 · Travel							2,000.00	21,000.00	9.52%
54452 · Rent/Lease									
54453 · Salaries				1,567.76	46,875.00	3.35%	107,478.03	874,446.00	12.29%
54454 · Other - Website							10,200.00	30,000.00	34.0%
54455 · Fringe Benefits				41.14	4,219.00	0.98%	4,764.51	78,700.00	6.05%
54456 · Machinery/Tools									
54457 · Marketing/Advertising/Promotion									
54458 · Planning Assessment									
54462 · Legal Expenses							17,277.50	137,000.00	12.61%
54463 · Outreach and Promotion					4,200.00	0.0%			
54464 · Taxes & Insurance							4,703.25	62,100.00	7.57%
54465 · Collaboration									
54466 · Management & General									
54467 · Fiscal/Account Mgmt Services							10,536.40	100,000.00	10.54%
54468 · Indirect Costs					20,800.00	0.0%	14,263.61	125,211.00	11.39%
54469 · Studies									
54470 · Hardware/Software							6,131.46	41,250.00	14.86%
54471 · Contingencies								190,380.00	0.0%
Total 54400 · Project related expenses	776,333.00	776,333.00	100.0%	6,008.90	229,734.00	2.62%	286,987.23	4,007,887.00	7.16%
Total 54000 · Program expenses	776,333.00	776,333.00	100.0%	6,008.90	229,734.00	2.62%	286,987.23	4,007,887.00	7.16%
Total Expense	786,333.00	786,333.00	100.0%	7,844.06	244,400.00	3.21%	292,625.24	4,302,887.00	6.8%
Net Income	0.00	0.00	0.0%	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 April 30, 2025

	Carver Food End Date: 10/31/2025 (Projects)			Food & Beverage Business Accelerator End Date: 2/1/2026 (Projects)			Regional Entrepreneurship Initiative End Date: 6/12/2025 (Projects)		
	Nov '22 - Apr '25	Budget	% of Budget	Feb '25 - Apr '25	Budget	% of Budget	Jun '23 - Apr '25	Budget	% of Budget
Income									
41620 · State Grants	150,599.76	199,727.00	75.4%	16,632.99	100,000.00	16.63%	263,652.46	300,000.00	87.88%
Total Income	150,599.76	199,727.00	75.4%	16,632.99	100,000.00	16.63%	263,652.46	300,000.00	87.88%
Gross Profit	150,599.76	199,727.00	75.4%	16,632.99	100,000.00	16.63%	263,652.46	300,000.00	87.88%
Expense									
01250 · General Administration	13,329.39	14,795.00	90.09%	922.14	7,400.00	12.46%	21,125.25	22,080.00	95.68%
54000 · Program expenses									
51280 · Planning Grant Activities									
54400 · Project related expenses									
54424 · Administration							1,064.33	2,500.00	42.57%
54426 · Audit									
54425 · Architectural and Engineering									
54430 · Contract Services				1,756.36	8,168.00	21.5%	100,000.00	100,000.00	100.0%
54440 · Equipment	137,270.37	184,932.00	74.23%						
54442 · Training									
54447 · Other - Programming									
54448 · Other - Workspace									
54449 · Meetings and Facilitation									
54450 · Supplies									
54451 · Travel							1,380.48	2,420.00	57.05%
54452 · Rent/Lease									
54453 · Salaries				11,250.00	70,000.00	16.07%	135,531.55	167,000.00	81.16%
54454 · Other - Website									
54455 · Fringe Benefits				2,704.49	14,432.00	18.74%			
54456 · Machinery/Tools									
54457 · Marketing/Advertising/Promotion									
54458 · Planning Assessment									
54462 · Legal Expenses									
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									
54468 · Indirect Costs									
54469 · Studies									
54470 · Hardware/Software									
54471 · Contingencies									
Total 54400 · Project related expenses	137,270.37	184,932.00	74.23%	15,710.85	92,600.00	16.97%	242,527.21	277,920.00	87.27%
Total 54000 · Program expenses	137,270.37	184,932.00	74.23%	15,710.85	92,600.00	16.97%	242,527.21	277,920.00	87.27%
Total Expense	150,599.76	199,727.00	75.4%	16,632.99	100,000.00	16.63%	263,652.46	300,000.00	87.88%
Net Income	0.00	0.00	0.0%	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 April 30, 2025

	Rivanna Futures			Rural Entrepreneur Ecosystem			Talent Supply Connector		
	End Date: 3/24/2027			End Date: 4/30/2025			End Date: 1/31/2025		
	(Projects)			(Projects)			(Projects)		
	Mar '25 - Apr '25	Budget	% of Budget	May '23 - Apr '25	Budget	% of Budget	Sep '22 - Apr '25	Budget	% of Budget
Income									
41520 · State Grants	160.05	613,570.00	0.03%	145,497.59	200,000.00	72.75%	337,226.22	391,528.00	86.13%
Total Income	160.05	613,570.00	0.03%	145,497.59	200,000.00	72.75%	337,226.22	391,528.00	86.13%
Gross Profit	160.05	613,570.00	0.03%	145,497.59	200,000.00	72.75%	337,226.22	391,528.00	86.13%
Expense									
01250 · General Administration	160.05	17,000.00	0.94%	13,683.75	14,720.00	92.96%	23,616.00	23,616.00	100.0%
54000 · Program expenses									
51260 · Planning Grant Activities									
54400 · Project related expenses									
54424 · Administration									
54426 · Audit									
54425 · Architectural and Engineering		596,570.00	0.0%						
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							2,475.39	7,000.00	35.36%
54450 · Supplies									
54451 · Travel				7,456.37	11,960.00	62.34%	3,547.30	7,500.00	47.3%
54452 · Rent/Lease						0.0%	10,000.00	10,000.00	100.0%
54453 · Salaries				110,899.01	153,000.00	72.48%	243,011.61	270,700.00	89.77%
54454 · Other - Website									
54455 · Fringe Benefits				7,906.50	14,768.04	53.54%	32,092.78	40,000.00	80.23%
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							19,829.64	27,712.00	71.56%
54467 · Fiscal/Account Mgmt Services									
54468 · Indirect Costs									
54469 · Studies									
54470 · Hardware/Software									
54471 · Contingencies									
Total 54400 · Project related expenses	0.00	596,570.00	0.0%	131,813.84	185,280.00	71.14%	313,610.22	367,912.00	85.24%
Total 54000 · Program expenses	0.00	596,570.00	0.0%	131,813.84	185,280.00	71.14%	313,610.22	367,912.00	85.24%
Total Expense	160.05	613,570.00	0.03%	145,497.59	200,000.00	72.75%	337,226.22	391,528.00	86.13%
Net Income	0.00	0.00	0.0%	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 April 30, 2025

	Technology Academies			Wine Industry Implementation			Total Projects		
	End Date: 7/24/2025			End Date: 3/11/2027					
	(Projects)			(Projects)					
	Jul '22 - Apr '25	Budget	% of Budget	Mar '25 - Apr '25	Budget	% of Budget	Mar '21 - Apr '25	Budget	% of Budget
Income									
41620 · State Grants	233,879.83	402,075.00	58.17%	240.04	224,125.00	0.11%	2,234,691.24	7,764,645.00	28.78%
Total Income	233,879.83	402,075.00	58.17%	240.04	224,125.00	0.11%	2,234,691.24	7,764,645.00	28.78%
Gross Profit	233,879.83	402,075.00	58.17%	240.04	224,125.00	0.11%	2,234,691.24	7,764,645.00	28.78%
Expense									
01250 · General Administration	17,503.07	29,783.00	58.77%	240.04	16,600.00	1.45%	108,052.86	465,660.00	23.2%
54000 · Program expenses									
51280 · Planning Grant Activities									
54400 · Project related expenses									
54424 · Administration							1,064.33	2,500.00	42.57%
54426 · Audit							0.00	40,000.00	0.0%
54425 · Architectural and Engineering							776,333.00	1,372,903.00	56.55%
54430 · Contract Services					207,525.00	0.0%	199,532.06	1,658,384.96	12.03%
54440 · Equipment	216,376.76	329,360.00	65.7%				372,297.60	1,202,592.00	30.96%
54442 · Training							0.00	0.00	0.0%
54447 · Other - Programming							0.00	0.00	0.0%
54448 · Other - Workspace							0.00	0.00	0.0%
54449 · Meetings and Facilitation							2,475.39	7,000.00	35.36%
54450 · Supplies							5,811.76	441,000.00	1.32%
54451 · Travel							14,384.15	42,880.00	33.55%
54452 · Rent/Lease							10,000.00	10,000.00	100.0%
54453 · Salaries	0.00	42,932.00	0.0%				609,737.96	1,624,953.00	37.52%
54454 · Other - Website							10,200.00	30,000.00	34.0%
54455 · Fringe Benefits							47,509.42	152,119.04	31.23%
54456 · Machinery/Tools							0.00	0.00	0.0%
54457 · Marketing/Advertising/Promotion							0.00	0.00	0.0%
54458 · Planning Assessment							0.00	0.00	0.0%
54462 · Legal Expenses							17,277.50	137,000.00	12.61%
54463 · Outreach and Promotion							4,550.85	10,200.00	44.62%
54464 · Taxes & Insurance							4,703.25	62,100.00	7.57%
54465 · Collaboration							0.00	0.00	0.0%
54466 · Management & General							19,829.64	27,712.00	71.56%
54467 · Fiscal/Account Mgmt Services							10,536.40	100,000.00	10.54%
54468 · Indirect Costs							14,263.61	146,011.00	9.77%
54469 · Studies							0.00	0.00	0.0%
54470 · Hardware/Software							6,131.46	41,250.00	14.86%
54471 · Contingencies							0.00	190,380.00	0.0%
Total 54400 · Project related expenses	216,376.76	372,292.00	58.12%	0.00	207,525.00	0.0%	2,413,625.61	7,298,985.00	33.07%
Total 54000 · Program expenses	216,376.76	372,292.00	58.12%	0.00	207,525.00	0.0%	2,413,625.61	7,298,985.00	33.07%
Total Expense	233,879.83	402,075.00	58.17%	240.04	224,125.00	0.11%	2,527,316.48	7,764,645.00	32.55%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

REGION 9 COUNCIL MEETINGS AND IMPORTANT DATES

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

Region 9 Proposal Deadline	Region 9 Council Meeting 9:30 a.m. – 11:30 a.m.	DHCD Deadline	DHCD Planning Grant Deadlines	GO Virginia Board Meeting
	2025			
July 16	August 28 (Th) All Virtual (Tentative)	November 1	September 19	December 10
September 24	October 28 (Tues) In-person	November 1	October 17	December 10
			December 19	
	2026			
December 9	January 16 (Fr) All Virtual (tentative)	January 30	January 16	March 11
			March 20	
March 18	April 13 (Mon) In-person	May 1	April 17	June 10
May 13	June 16 (Tu) ANNUAL MEETING In-person	July 31	June 19	September 9
			July 17	
July 15	August 27 (Th) All Virtual (tentative)	October 30	September 18	December 9
September 23	October 15 (Fr) In-person	October 30	October 16	December 9
			December 18	

**2026 DHCD Deadlines including Board Meetings have not yet been published. The dates shown are predicted from prior years.*

**DIRECTOR REPORT
REGIONAL COUNCIL 9 MEETING
UPDATED: JUNE 11, 2025
MEETING: JUNE 17, 2025**

Region 9 Per Capita Available	\$62,305
--------------------------------------	-----------------

Quarterly Progress Reports: due July 20, 2025

Capacity Building Budget Revision:

On May 1, 2025, adjustments were made to accommodate additional audit expenses and to prepare for a June fiscal year closeout. \$8,150 was reallocated from Planning and Rent to Audit (\$350), Contract Services (\$2,000), and Salaries (\$5,800). A final adjustment is scheduled for June to close out FY 2025 funds.

Project Changes/Updates:

Budget Revisions: n/a

Contracts:

- New Contracts: Innovation Corridor Strategic Roadmap (CVPED) 7/1/2025-6/30/2026
- Pending: n/a
- Extensions:
 - Tech Academies: Pending extension from 7/24/2025 to 02/2026 to allow more time for outcomes to be achieved after pivot from dual enrollment to bootcamps.
- Milestones:
 - BioBridge: First coalition meeting held
 - Commonwealth Bio Accelerator: 3 new staff hired; equipment installed, lease executed, two businesses recruited
 - Food & Beverage Business Accelerator: hired consultant, formed advisory board, stakeholder interviews began, universe of potential clients developed
 - Tech Academies: two bootcamps held resulting in 26 students trained and 23 eligible for FAA certifications
 - Wine Implementation: inaugural coalition meeting held, website published, acquired outside funding for non-GO Virginia activities including Virginia Wine Board \$17,945, Virginia Tourism Corp \$30,000, Virginia Wine Marketing Office \$10,000; toolkit created and shared
- Outcomes/Deliverables:
 - Infographic included in June 17 Annual Meeting packet; data as of 2025 Q1 Outcomes
 - Talent Supply Connector: Closeout report updated with 40 newly identified jobs created
 - Notable Outcomes from 2025 Q1: Tech Academies 26 students trained, 5 credentials awarded; Rural Entrepreneurship 77 entrepreneurs engaged, 51 businesses served, 3 businesses created, 9 jobs created.

Closeouts

- Completed:
 - Talent Supply Connector: performance and fiscal closeouts submitted.
- In Progress:
 - Accelerating Sites: closeout pending
 - REI: Performance closeout draft submitted to project lead; Fiscal closeout pending final remittance
- Funds Not Spent at Closeout:
 - \$54,301.78 unspent award returned to available Per Capita funding from Talent Supply Connector

Key Staff Activity:

- Support Nomination process
- Host Nomination Committee Meeting
- Toured VEDP Talent Accelerator with host CVPED 4/22/2025
- Served on Advisory Committee for BioBridge TPI and Food & Beverage Business Accelerator grants
- Continued in-house support of Growth & Diversification Plan development
- Developed Region 9 Annual Report
- Participated at GO Virginia Board Regional Council Committee 5/29/2025

LinkedIn: Followers: 484 (+1)



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION
REGIONAL COUNCIL 9

What is GO Virginia?

GO Virginia is an economic development initiative that offers state-funded grants to drive the creation of higher-paying jobs in target traded sectors and incentivize regional collaboration between business, education, and local government.

The GO Virginia Region 9 Council is comprised of 23 members of which a majority are private sector leaders. The Chair and Vice Chair must be a member representing the private sector. The Council is charged with the implementation of the GO Virginia program in the eleven localities of Region 9, including receiving and assessing applications for funding. The Central Virginia Partnership for Economic Development serves as Region 9's fiscal and administrative support organization. The Virginia Department of Housing and Community Development (DHCD) is the state agency responsible for administering the GO Virginia program.

The Virginia Growth and Opportunity Board is responsible for overseeing the development and implementation of the GO Virginia program, including receiving and assessing applications for funding submitted by the nine regional councils. The board consists of legislators, members of the governor's cabinet, and private sector representatives.

\$61,967 Average Annual Wages
(2024Q1)

443,709 Population (2024Q1)

\$11.9M

GO Virginia 9 funds invested in **33 projects**

\$10.5M

Matching funds and **\$2.9M additional leverage**

3,518

Businesses served and **55 businesses created**

1,074

Jobs created and **500 existing jobs retained**

340

Entrepreneurs served and **18 businesses expanded**

61

New internships and **613 students trained**

751

Acres evaluated for site development plus **700 acres** advanced on Virginia Business Ready Sites scale

\$10.5M

Capital raised by 2 entrepreneurship projects and **\$3.76M venture capital invested** in new businesses served by innovation projects

Making key investments in high-paying, leading industries in Region 9.



Biomedical & Biotechnology

\$5,278,827 invested in 5 projects
416 jobs created, 146 businesses served



Financial & Business Services

15 Projects serving the sector



IT & Communications

\$502,075 invested in 2 projects



Food & Beverage Manufacturing

\$1,106,324 invested in 7 projects
212 jobs created, 397 businesses served



Light Manufacturing

\$302,975 invested in 2 projects; plus
\$391,528 in 1 project jointly serving
Food & Beverage Manufacturing
7 jobs created, 129 businesses served

+ 439 jobs and 2,846 businesses served in projects serving all sectors.

Funded Projects

Investment Strategies



Talent Development



Entrepreneurship

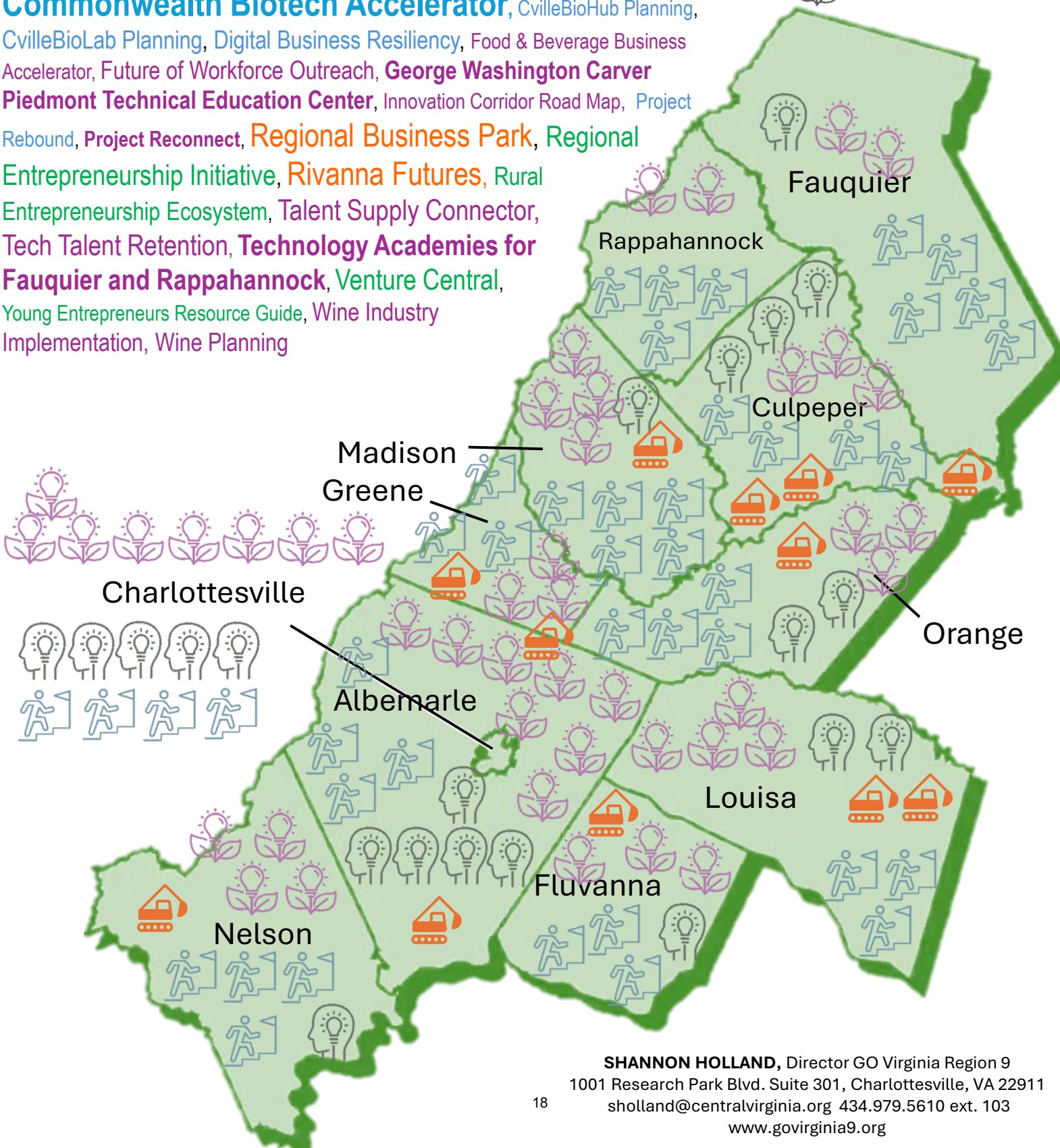


Site Readiness



Grow Existing Business

Accelerating Regionally Significant Sites, **BEACONs Kitchen**, **BioBridge**, **Biotech Innovation Cluster Growth**, **Business-Driven Workforce Recovery**, **Carver Food Business Incubator**, **Catalyst Accelerator Program**, **Central VA Cybersecurity Partnership**, **Central VA Site Readiness**, **Connector Platform**, **Crafting a New Normal**, **Crafting Higher Paying Jobs**, **Commonwealth Biotech Accelerator**, **CvilleBioHub Planning**, **CvilleBioLab Planning**, **Digital Business Resiliency**, **Food & Beverage Business Accelerator**, **Future of Workforce Outreach**, **George Washington Carver Piedmont Technical Education Center**, **Innovation Corridor Road Map**, **Project Rebound**, **Project Reconnect**, **Regional Business Park**, **Regional Entrepreneurship Initiative**, **Rivanna Futures**, **Rural Entrepreneurship Ecosystem**, **Talent Supply Connector**, **Tech Talent Retention**, **Technology Academies for Fauquier and Rappahannock**, **Venture Central**, **Young Entrepreneurs Resource Guide**, **Wine Industry Implementation**, **Wine Planning**



SHANNON HOLLAND, Director GO Virginia Region 9

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PROJECT IMPACT SPOTLIGHT

Carver Food Enterprise Center

Quick Facts:

- \$199,727; Culpeper County; 11/1/2022-10/31/2025
- Entrepreneurship Strategy focused in Food & Beverage Manufacturing
- Key Activities:
 - Purchase and install specialized equipment at the George Washington Carver Food Enterprise Center;
 - Establish a fully-equipped multi-use food processing facility to benefit food entrepreneurs as they add value to local produce and prepare products for the interstate market;
 - Offer education and training to food and beverage manufacturers to help grow the traded sector.

	Jobs created	Businesses served	Products released to production
Goal	93	68	35
Actual to date	65	56	69



ROBERT'S
SMALL BATCH BIG TASTE

One of the most impactful aspects of the Carver Food Enterprise Center is its one-on-one coaching for food businesses as they navigate the regulations around creating products for distribution. Each type of food has its own path, often dependent on process, ingredients, or lab tests. It is a complicated field, which is made more difficult due to the sheer volume of questions and applications the local regulators receive. CFEC offers clarity and guidance to these entrepreneurs on top of a permitted facility to allow for expansion. Since opening, CFEC has helped 18 businesses apply for a retail permit for their packaged goods. Currently, the kitchen hosts businesses producing products such as hot sauces, banana bread, cupcakes, pastries, dry mix blends, BBQ sauces, freeze-dried candy, and lard. All these products are fully licensed to be sold not just throughout the state, but across state lines.

Grant Dashboard – GO Virginia Region 9 (6/17/2025)

Grow Existing Businesses

Project	Funding	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR	Notes
Wine Industry Implementation	\$ 224,125.00	FB	104		20	0	Active		Green	
Project VITAL	\$ 4,302,887.00	Bio	60	18	68	3	Active	Green	Green	
Food & Beverage Business Accelerator	\$ 100,000.00	FB	0		0		Active	Green	Green	
Innovation Corridor Road Map	\$ 100,000.00	Bio, IT & Comm, LM	0		0		Active			Begins July 1
	\$ 4,727,012.00		164	18	88	3				

Entrepreneurship

Project	Funding	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR	Notes
Carver Food Business Incubator	\$ 199,727.00	FB	68	56	93	65	Active	Green	Green	
Rural Entrepreneur Ecosystem Building	\$ 200,000.00	All	200	256	30	45	Active	Orange	Yellow	Met with grant team
REI	\$ 300,000.00	All	0		0		Active	Yellow	Yellow	Implementation proposal still pending
	\$ 699,727.00		268	312	123	110				

Talent Development

Project	Funding	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR	Notes
Technology Academies for Fauquier and Rappahannock Counties	\$ 402,075.00	FB, IT/Com, LM			69	0	Active	Yellow	Yellow	Extended to 2/2026 to attain outcomes
Bio Bridge	\$ 244,400.00	Bio					Active	Green	Green	
	\$ 646,475.00		0	0	69	0				

Sites

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



**SLATE OF NOMINEES
GO VIRGINIA REGIONAL COUNCIL 9
JUNE 17, 2025 ANNUAL MEETING**

VOTE FOR ACCEPTANCE

Terms begin July 1, 2025, unless otherwise noted.

PRIVATE SECTOR APPOINTMENTS

Appointing Organization	Name	Term
Central Virginia Partnership	Gizelle F. Curtis Economic Development Manager Dominion Energy	3 years

PUBLIC SECTOR APPOINTMENTS

Appointing Organization	Name	Term
Local Economic Development Officers from Thomas Jefferson Planning District Commission (PD-10)	Jennifer L. Schmack Economic Development Director Fluvanna County	3 Years
Region 9 Community College Presidents	Jean Runyon, PhD President Piedmont Virginia Community College	3 Years
Rappahannock Rapidan Regional Commission (P-9)	The Honorable Edwin “Ike” Broaddus Fauquier County	3 Years
Rappahannock Rapidan Regional Commission (PD-9)	Jonathon Weakley Administrator County of Madison	3 Years



**SLATE OF NOMINEES
GO VIRGINIA REGIONAL COUNCIL 9
JUNE 17, 2025 ANNUAL MEETING**

VOTE FOR APPROVAL

Terms begin July 1, 2025, unless otherwise noted.

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

Member Type	Name	Term
Chamber of Commerce – Louisa County	Gary Wood, CEO & President, Firefly Fiber Broadband	3 Years
At-Large	Leslie Kidd, Co-Owner, All Install	3 Years
At-Large	Christina Clough, Vice President, Pioneer Bank	3 years
At-Large	Rahul Keshap*, Principal, Shuru Law	Complete term through July 1, 2026

OFFICERS AND EXECUTIVE COMMITTEE FY 26

Role	Name
Chair*	Rob Archer
Vice Chair*	Roque Castro
Treasurer/Secretary	Cathy Schafrik
At-Large	Ethan Dunstan, Immediate Past Chair
At-Large	Paige Read

***Service:** Chair and Vice Chair serve from immediately after the Annual Meeting until immediately after the following Annual Meeting or until their successors are subsequently elected. Members filling an unexpired term may start immediately after the Annual Meeting.



**Region 9 Council - Task Force Members FY 2026
July 1, 2025 to June 30, 2026**

TALENT DEVELOPMENT

Jean Runyon (Chair)

Kim Blosser
Roque Castro
Cheryl Kirby
Cathy Schafrik
Tina Weaver

GROWING EXISTING BUSINESSES

Ray Knott (Chair)

Leslie Kidd
Paige Read
Francoise Seillier-Moiseiwitsch
Jennifer Schmack
Gary Wood

ENTREPRENEURSHIP

Rahul Keshap (Chair)

Rob Archer
Christine Clough
Ethan Dunstan
Rahul Keshap
Pace Lochte

SITES

_____ (Chair)

Ike Broaddus
Gizelle Curtis
Ned Galloway
Christine Jacobs
Patrick Mauney



Future Implementation Grant Pipeline

Region 9 Council Meeting – June 17, 2025

		Region 9 Deadlines							
Planning Grant	End Date	2025			2026				
		7/16	9/24	12/9	3/18	5/13	7/15	9/23	12/10
REI	6/13/2025	X	X	X					
Food & Beverage Business Accelerator	2/1/2026			X	X				
Bio Bridge (TPI)	2/1/2026			X	X	X			
Innovation Corridor Road Map	7/1/2026				X	X	X		

Planning Grants are expected to be followed by an immediate and subsequent implementation grant unless findings indicate one should not be pursued. Deadline targets are projections by staff and not necessarily the grant leaders.