



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

**REGIONAL COUNCIL 9
GROW EXISTING BUSINESS (GEB) TASK FORCE**

MAY 27, 2026

NOON to 1:00 p.m.

ALL-VIRTUAL

<https://us06web.zoom.us/j/89962316879>

Call 434-979-5610 x. 106 with connectivity issues.

AGENDA

- | | |
|---|---------------------------|
| 1. Welcome (5 minutes) | Ray Knott, GEB Chair |
| • Roll Call | |
| • Public Comment | |
| 2. ACTION ITEM: Consent Agenda (3 minutes) | |
| • Meeting Minutes, March 31, 2026 | Ray Knott |
| 3. Update(s): (10 minutes) | Shannon Holland, Director |
| • Region 9 GEB Projects Dashboard | |
| • Region 9 Project Pipeline | |
| 4. ACTION ITEM: Report Review (30 minutes) | Ray Knott |
| • Innovation Corridor Roadmap Report | |
| 5. Other Business (2 minutes) | Ray Knott |
| 6. Adjourn (1 minute) | Ray Knott |



**REGIONAL COUNCIL 9
GROW EXISTING BUSINESS (GEB) TASK FORCE
MARCH 31, 2026**

11:30 am to 12:30 pm

IN-PERSON

1001 Research Park Blvd, Suite 301, Charlottesville, VA 22901

<https://us06web.zoom.us/j/81858287543>

Call 434-979-5610 x. 106 with connectivity issues.

MINUTES

Grow Existing Business Task Force Members Present: Ray Knott (Chair), Leslie Kidd, Jennifer Schmack, Francoise Seillier-Moiseiwitsch

Grow Existing Business Task Force Members Absent: Gary Wood, Paige Read

Staff: Shannon Holland, Christie Taylor, Helen Cauthen

Guests: Rebecca Haydock, Venture Central; Hope Lawrence, Venture Central

1. Call to Order

- **Roll Call**

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

- **Public Comment**

No public comments were received prior to or during the call.

2. ACTION ITEM: Consent Agenda

- GEB Meeting Minutes, January 6, 2026

Francoise Seillier-Moiseiwitsch made the motion to accept the minutes of the January 6, 2026 meeting. Leslie Kidd seconded the motion. The motion carried.

3. Updates

- **Region 9 Growing Existing Businesses Projects Dashboard**

All projects were rated as green on the dashboard. There was no discussion.

- **Region 9 Project Pipeline**

Shannon Holland shared that the Wine Coalition grant team is considering a grant for larger statewide implementation.

- **Innovation Corridor Strategic Roadmap**

Helen Cauthen reported that TEconomy presented general suggestions for the Innovation Corridor Strategic Roadmap. The draft plan is due to the project team in April, with a final draft for task force review in mid-May. The final report will be presented at the Region 9 Annual Meeting.

4. ACTION ITEM: Project Review

- **Venture Central Food & Beverage Accelerator**

- Executive Summary

- Scoring Rubric – Blank

Ray Knott cited the executive summary and rubric, noting proposals need at least a score of 75 to move forward at the state board. The Task Force's role is to assess if the proposal will likely exceed this threshold and recommend whether it should advance, advance with concerns, or not advance. He also reminded members that last meeting they requested the grant team add a geographically suitable advisory group and peer-to-peer networking model.

Shannon Holland stated the project budget should reflect Virginia Specialty Foods Association's match as \$50 per business for 20 businesses (\$1,000), with an additional \$1,000 match from the VSFA director's salary. The total match remains \$2,000 but is allocated differently.

Ray Knott asked if anyone anticipated a score below 75 in the state review; everyone confirmed scores would be at least 75. He then reviewed the proposal, with each scoring section summarized below.

Section 1: Economic Impact

The proposal evidences the need for the project. There were concerns about how transformative it is, since it scales existing businesses that are already on a growth trajectory. There may also be some redundancies in the curriculum for businesses that have gone through an incubator. Metrics are clear. The ROI modeling assumptions are realistic with a negative ROI in year 3 and a positive ROI in year 5.

Section 2: Collaboration

Providing cash match through six localities is strong. Also, the project notes which localities it will serve and shares why others were unable to participate. There is strong alignment with the Growth Plan. The project avoids duplication and has well-defined roles. Concern was expressed about how the Letters of Support were primarily Charlottesville and Albemarle centric. The project team was asked to expand the number of letters to represent the localities served ahead of the April Council meeting. The project team indicated that there will be many businesses served outside of the cohort model. The project team confirmed they are willing to parse the reporting to report which localities businesses served are located if the project gets under contract.

Section 3: Project Readiness

The budget and timeline were remarked as accurate. Barriers to implementation were named and addressed. There was concern that if the project lead left then the project could stall. The project team said they would provide a contingency staffing plan before the April Council Meeting.

Section 4: Sustainability

The project has garnered solid local support, and PATH Foundation has aligned to support this as local food production is viewed as part of the answer to food scarcity. The project team anticipates future grant options through PATH and loans through Atlantic Union. They were advised by the Task Force to not over-estimate future cash contribution by CRA, as it is more likely to be in-kind. There were questions on retention of participants.

The project team answered that when participants leave, it's typically for personal reasons, and rare. The application process vets commitment to the program, and access to capital is an incentive to remain. This iteration of the accelerator does not tie enrollment to equity share, but in the future that may occur and would also incentivize retention.

Recommendation & Close

The following is a summary of what the project team was asked to deliver or said they could deliver before the April Council Meeting:

- New Letters of Support from potential cohort members from localities served other than Albemarle, Fauquier and the City of Charlottesville.
- Add geographical representation as part of the consideration for the cohort criteria.
- Provide a contingency plan to ensure continuity of program if something happens with staffing.

Task Force members concurred the proposal would receive a minimum score of 75 and recommended the project advance.

Francoise Seillier-Moiseiwitsch made the motion to recommend the proposal for advancement to the GO Virginia Council with the contingency a staff contingency plan is delivered before the April Council Meeting. Leslie Kidd seconded the motion. Motion carried unanimously.

5. Other Business

No other business was presented.

6. Adjourn

Leslie Kidd made the motion to adjourn. Francoise Seillier-Moiseiwitsch seconded the motion. The meeting adjourned at 12:14 PM.

Grow Existing Business Task Force

Project Dashboard as of 5.21.2026

Project	Funding	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Status Prev QR	Status Most Recent QR	Contract dates	Notes
Wine Industry Implementation - Nelson County	\$ 224,125	Food & Beverage Manufacturing	104	64	20	2	Green	Green	3/11/2025-3/11/2027	Project team feels final year will be where jobs are realized.
Project VITAL - CvilleBioHub	\$ 4,302,887	Biosciences	60	60	68	8	Green	Green	10/1/2024-10/1/2027	Several PT jobs generated that may convert to FT and be counted in future quarter.
Innovation Corridor Road Map - CVPED	\$ 100,000	Biosciences, IT & Comm, Light Manufacturing	0	NA	0	NA	Green	Green	7/1/2025-6/30/2026	Report has been submitted. Final edits being made to report.
	\$ 4,627,012		164	124	88	10				



Project Pipeline

May 21, 2026

Project				Region 9 Deadlines*				
Project – Working Title	Grant Type	Strategy	Projected Funding Source	2026				
				3/18	5/13	7/15	9/23	12/10
Food & Beverage Business Accelerator	Implementation	GEB	Single Region Statewide Competitive	Pending Board Approval June 9				
Bio Bridge (TPI)	Implementation	TD	Per Capita (FY27)			x		
Innovation Corridor Road Map	Implementation	GEB	FY 2027 Per Capita			x	x	x
Mobile AI Unit (resubmission from Board deferral)	Implementation	TD	Statewide Competitive (led by Region 6)	Board Approved 3.24.2026				
Wine Industry Coalition	Statewide Planning	GEB	Statewide Competitive (Region 9 & 8)					x

*Application target dates are staff projections and may not reflect applicant commitments.

MEMORANDUM

Date: May 27, 2026

To: Grow Existing Business Task Force

From: Shannon Holland, Director, GO Virginia Region 9

Re: Innovation Corridor Roadmap Planning Grant – Report Deliverable Assessment

Meeting Framework

Today's meeting will assess whether the “Central Virginia’s Innovation Corridor: A Strategy for Biosciences, National Security, and Digital Growth in GO Virginia Region 9” (DRAFT #2) meets the Innovation Corridor Roadmap planning contract deliverables listed below. The task force may also provide input into future implementation grants, as needed.

The applicant team is invited to attend and may be engaged in discussion at the discretion of the Chair.

The Task Force will share a summary of the discussion at the Council Meeting Annual Meeting on June 16, 2026. It should be noted that TECONOMY Partners is on the agenda at that meeting to present the findings of the report to the Council, as well.

Key Discussion Points

- Does the report meet the contract deliverables as specified below?
- What are the strengths of the report, what aspects are unclear, and where are there gaps?
- What issues should be considered for a possible implementation grant?

Reference: Grant Contract Deliverables

Products:

GRANTEE commits to delivering the following products during the grant period:

- *Preparation of strategic roadmap for region, to include:*
 - *Quantitative and Qualitative Assessment of Regional assets in core industry focus areas*
 - *Identification of High-Growth Opportunities within these focus areas*
 - *Situational Assessment of region*
 - *Strategies for implementation by GO Virginia or other funding sources*