



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

**REGIONAL COUNCIL 9**

**FEBRUARY 22, 2018**

**9:30 AM – 11:30 am**

**UVA Research Park, Town Center Two, 4<sup>th</sup> Floor Conference Room  
1001 Research Park Blvd, Charlottesville**

- |                                                                                                                                                                                                                                                                                                                                                   |                          |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|
| <b>I. Welcome &amp; Introductions</b>                                                                                                                                                                                                                                                                                                             | <b>Brian Cole, Chair</b> |
| <b>II. Public Comment</b>                                                                                                                                                                                                                                                                                                                         | <b>Brian Cole</b>        |
| <b>III. Meeting Minutes – January 3, 2018</b>                                                                                                                                                                                                                                                                                                     | <b>Brian Cole</b>        |
| <b>IV. Financial Report</b>                                                                                                                                                                                                                                                                                                                       | <b>Andy Wade</b>         |
| <b>V. GO Virginia Chair Update</b>                                                                                                                                                                                                                                                                                                                | <b>Brian Cole</b>        |
| <b>VI. Task Force Break Out Sessions</b> <ul style="list-style-type: none"><li>• Talent Development</li><li>• Growing Existing Businesses</li><li>• Startups/Innovation/Commercialization</li><li>• Sites</li></ul>                                                                                                                               | <b>Brian Cole</b>        |
| <b>VII. Task Force Report Out &amp; Proposal Recommendation</b> <ul style="list-style-type: none"><li>• Talent Development<ul style="list-style-type: none"><li>a. Recommendation on Proposal to Board</li><li>b. Vote</li></ul></li><li>• Growing Existing Businesses</li><li>• Startups/Innovations/Commercialization</li><li>• Sites</li></ul> | <b>Brian Cole</b>        |
| <b>VIII. Per Capita Project Application Review</b>                                                                                                                                                                                                                                                                                                | <b>Brian Cole</b>        |
| <b>IX. GO Virginia Update</b>                                                                                                                                                                                                                                                                                                                     | <b>Shannon Holland</b>   |
| <b>X. Other Business</b> <ul style="list-style-type: none"><li>• Steven De Jong resignation</li></ul>                                                                                                                                                                                                                                             | <b>Brian Cole</b>        |
| <b>XI. Next Meeting</b> <ul style="list-style-type: none"><li>• March 27, 2018, Germanna Community College, Culpeper</li></ul>                                                                                                                                                                                                                    | <b>Brian Cole</b>        |
| <b>XIII. Adjourn</b>                                                                                                                                                                                                                                                                                                                              | <b>Brian Cole</b>        |





**REGIONAL COUNCIL 9  
PIEDMONT OPPORTUNITY CORRIDOR**

**JANUARY 3, 2018**

**9:30 AM to 11:30 AM**

**Meeting Room**

**Prince Michel Vineyard, 154 Winery Ln, Leon, VA 22725**

**Attendees**

**Council Members:** Brian Cole, Lexis Nexis (Chair); Tom Click, Patriot Aluminum (Vice Chair); Suzanne Brooks, Pepsi-Cola Bottling Company; Jim Cheng, Cav Angels; Bryan David, Orange County; Leigh Middleditch, McGuireWoods; David Pettit, Lenhart Pettit; Steve Ray, Piedmont Workforce Network; Ed Scott, EcoSeptix Alliance; Ed Dalrymple, Cedar Mountain Stone, Elizabeth Smith, Afton Mountain Vineyards; Steve Carter, Nelson County; Andy Wade, Louisa County; ; Jan Gullickson, Germanna Community College; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Pace Lochte, University of Virginia; and, Ray Knott, Union Bank & Trust

**Absent:** Frank Friedman, Piedmont Virginia Community College; Chip Boyles, Thomas Jefferson Planning District Commission; Miles Friedman, Fauquier County; Fitzgerald Barnes, Louisa County; Gary Deal, Culpeper County; and Steven De Jong, Lohmann Corporation

**Guests:** Josh Mandell, Education & Business Reporter, CvilleTomorrow

**Staff:** Helen Cauthen, Julia Skare, Shannon Holland

**I. Welcome & Introductions**

Brian Cole, Chair, opened the meeting at 9:30 A.M.

**II. Public Comment**

There were no public comments.

**III. Meeting Minutes**

***A motion was made to approve the November 17, 2018 Minutes as provided. The motion carried.***

**IV. Financial Report**

Andy Wade presented the Financials. A motion was made to approve the **Financials** as reported. ***The motion carried.***

**V. GO Virginia Update**

Shannon reviewed the December 12<sup>th</sup> GO Virginia State Board Meeting update provided with meeting materials. She also shared that the proposed GO Virginia State Budget is \$52,090,000 for the biennium. The proposed budget states that \$2,250,000 is available each year for the support organizations costs/operations (when divided by 9 regions that results in \$250,000 per year for each regional council). Also, the budget provided a floor for per capita projects coming out of the regions (@ \$750,000 per year for each region). This floor is a change from last year. She noted that Regional Application and Rubric approved at last board meeting has been updated to reflect question changes from DHCD. Shannon updated the Council on project discussions happening in the area of Cybersecurity and Mechatronics. She also indicated that due to the Governor's Office press release

following the December 12<sup>th</sup> State Board Meeting, Frank Friedman expressed concern over a previous Council decision to offer one project deadline of April 4<sup>th</sup>. After a robust discussion the Council decided to add to more deadlines to ensure that Region 9 is offering the most opportunity for fostering projects and maximizing the project pipeline. **A motion was made to add additional deadlines of January 26, 2018 and February 23, 2018. The motion carried.**

Finally, Shannon mentioned a request from the Virginia Housing Development Authority Invitation to host a breakfast before an upcoming Council Meeting. The Council advised Shannon to request additional information about this organization to share with the Council, but, at this time, the Council wanted to focus on project development.

**VI. Economic Developers Update**

Andy Wade shared information on the Mega-Site project under development off I-64. The conversation continues to move forward and he is working with VEDP for their endorsement and support.

**VII. Task Force Meetings**

Shannon shared the Task Force Membership List and asked for any changes. David Pettit requested to move to Growing Existing Businesses. Each Task Force met and discussed potential projects and ways to foster project ideas in the region.

**VIII. Other Business**

The Council set the Annual Meeting date for June 28, 2018, 9:30 to 11:30 am at Germanna Community College, if available.

**IX. Next Meeting**

Tuesday, March 27, 2018, 2:30 pm to 4:30 pm, Germanna Community College

**X. Adjourn**

Brian Cole adjourned the meeting at 11:30 A.M.

**State Board Meeting  
Approved Projects – Per Capita (Regional)  
1.13.2018**

<b>Region</b>	<b>GO Virginia Amount</b>	<b>New/Resubmit</b>	<b>Project</b>	<b>State Classification</b>
4	500,000	Resubmit	VUC Pharmaceutical Accelerator	Commercialization
5	140,000	Resubmit	757 Seed Fund	Commercialization
2	300,000	New	Talent Collaborative	Talent
3	648,000	New	Great Opportunities in Technology and Engineering Careers (GO TEC)	Talent
4	430,000	Resubmit	CCAM Apprenticeship Academy Pilot Program	Talent
8	100,000	Resubmit	Rockbridge Area Advanced Manufacturing Program (RAAMP)	Talent
2	150,000	New	Project Holly Leaf Site Grading	Infrastructure
2	200,150	New	Wood Haven Road Water and Sewer Infrastructure Enhancement	Infrastructure
5	150,000	Resubmit	Hampton Roads Unmanned Systems Park	Infrastructure

Enhanced Capacity Grants for less than \$100,000

<b>Region</b>	<b>GO Virginia Amount</b>	<b>New/Resubmit</b>	<b>Project</b>	<b>State Classification</b>
2	77,207	New	Capitol Ecosystem Development	Commercialization
2	65,300	New	Stopping the Brain Drain Strategy Development	Talent
6	50,000	New	Flexible Office Space Due Diligence	Infrastructure
6	50,000	New	PamunkeyNet Business Plan	Infrastructure



# Virginia Growth and Opportunity Fund (GO Fund)

## Competitive Application Questions

### ECONOMIC IMPACT

1. Identify the project goals, approach, and outcomes, and how the project relates to the goals of GO Virginia. ATTACHMENTS: A 1-2-page Executive Summary should be uploaded with the application.
2. Provide a detailed overview of the proposed project scope of work and the specific activities included in the project budget. If the full project scope goes beyond the reflected budget, please provide a breakdown of the current and later phases of project activities.
3. Describe the project timeline and the specific project milestones (including deliverables) that will be utilized to track project progress and fund disbursement. Address the project administrator's ability to meet these milestones and to take remedial actions in the event that the milestones are not achieved. ATTACHMENTS: Project Milestones including a proposed Drawdown Schedule should be uploaded with the application.
4. Provide a detailed description of the performance metrics that will be used to quantify success, both quantitative and qualitative, and how the metrics were developed. ATTACHMENTS: Performance Metrics should be uploaded with the application.
5. Describe the methodology utilized to calculate the Return on Investment (ROI) to the Commonwealth over a 3-year period. Include an explanation and identify the sources of any data used as the basis for ROI and outcome projections. ATTACHMENTS: ROI Calculations should be uploaded with the application.
  - a. If applicable, please explain the expected economic impact of the project that may not be captured within the ROI calculation. This may include both indirect and induced jobs as a result of a relevant multiplier effect, as well as qualitative impacts that cannot be quantified.
6. In terms of interregional collaboration, how do the ROI, performance metrics, and economic impact take into consideration the varying populations of the participating localities and/or regions. For example, for urban-rural collaborations, do the calculations take into account how the project's economic impact may be proportionally greater in a locality/region with a smaller population and lower average wages?

### REGIONAL COLLABORATION

7. Describe the service area of the project. Identify localities participating in the project (financially or administratively) as well as those localities that are served by the project. ATTACHMENTS: Letters of Support/Interest/Commitment from localities, public or

private institutions, higher education partners, private industry partners, etc. should be uploaded with the application. (Letters of Financial Commitment and In-Kind Contribution forms should also be uploaded with the application as a separate attachment).

- a. What portion of the region's population is served by the project? How was this figure calculated?
  - b. Does the application request a waiver of the local match requirement? (\$50,000 or 20% provided by participating localities, whichever is greater).
8. Identify cost efficiencies, repurposing of existing funds, leveraging of existing assets, or other evidence of collaboration that can be demonstrated as a result of the project.
  9. Discuss existing grant requests or programs with similar goals and explain how the proposed project is not duplicative of, but additive to, other efforts to support economic diversification and the creation of higher-paying jobs. Have existing efforts been successful and sustainable?
  10. Does this project align with the Economic Growth & Diversification Plan for each of the participating regions? Does the project align with any previously funded GO Virginia per capita or enhanced capacity building projects? ATTACHMENT: If the project does not align with the Economic Growth & Diversification Plan for a participating region, please attach the subsequent addendum to the plan that demonstrates such alignment and why this project is a priority for the region(s).

## **PROJECT READINESS**

11. Describe all partner organizations involved with the implementation of the project, including the entity's role, financial or in-kind commitment, and capacity to successfully execute their duties as they relate to the project. These may include but are not limited to school divisions, community colleges, public and private institutions of higher education, economic and workforce development entities, local governments, regional organizations, planning district commissions, nonprofit organizations, and private-sector entities.
12. Identify the primary project manager(s) from each region, and how they will facilitate project implementation across regions. Describe the division of responsibility and the plan for communication between project administrators, support organizations, higher education institutions, private businesses, etc. from across regions.
13. Discuss any major barriers to successful implementation and other associated risks along with a plan to overcome them. How will the project administrator address these barriers.



- a. Identify any specific barriers to implementing the project across local and regional boundaries.
14. Discuss prerequisite activities undertaken by the collaborating parties to increase efficiency with regard to program delivery and support for the project once launched.
15. Discuss how each regional council and project developers have consulted with subject matter experts regarding the efficacy and viability of the proposal and how the methodology and approach has been validated.
16. Discuss how each regional council and project developers have consulted with local government entities regarding the strategy and implementation of the project.
17. Identify the total project budget and the sources and uses for matching funds and any additional leverage.
  - a. Does the project have the required \$1:1 match? If so, what are the sources/uses for these funds?
  - b. Does the project have the required 20% (or \$50,000 if request is less than \$250k) local match? If so, what are the sources/uses for these funds?
  - c. Are any additional funds or in-kind contributions serving as leverage for the project? If so, what are the sources/uses for these funds?
  - d. ATTACHMENTS: Letters of Financial Commitment letters and In-Kind Contribution forms should be uploaded with the application. (Letters of Support/Commitment/Interest should be uploaded with the application as a separate attachment).

## **PROJECT SUSTAINABILITY**

18. Discuss how the program will achieve stable, long-term sustainability beyond the initial funding period? Have any funding sources been secured to continue implementing the program or strategy following the exhaustion of these funds?
19. Describe how this project has been structured to allow for replication in other regions or statewide?
  - a. Are there localities or other GO Virginia regions (including interstate collaborations) that are outside the applying region(s) that are participating in the project? If so, describe the nature of the collaboration and the anticipated impact.

## **REQUIRED ATTACHMENTS**

- Executive Summary
- Milestones Overview and Drawdown Schedule
- Performance Metrics
- Commonwealth Return on investment (ROI)
- Letters of Financial Commitment
- In-Kind Contributions Forms (DHCD Template)
- Budget Overview (DHCD Template)
- Letters of Support

## **OPTIONAL ATTACHMENTS**

- Resume for Project Managers
- Local Match Waiver Request
- Addendum(s) to Growth and Diversification Plan(s)
- CAMS allows space for up to 5 additional attachments