



**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**

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|--|---------------------------------|
| I. Welcome & Introductions | Brian Cole, Chair |
| II. Public Comment | |
| III. Meeting Minutes – November 17, 2017 | Brian Cole |
| IV. Financial Report | Andy Wade |
| V. GO Virginia Update | Shannon Holland |
| VI. Economic Developers Update | Miles Friedman/Andy Wade |
| VII. Task Force Members | Brian Cole |
| VIII. Task Force Meetings | |
| A. Talent Development | |
| B. Growing Existing Businesses | |
| C. Startups/Innovation/Commercialization | |
| D. Sites | |
| IX. Task Forces Report Out | |
| X. Other Business | Brian Cole |
| • GO Virginia Chair/Vice-Chair Meeting, January 4 | |
| • Set Annual Meeting Date and Time | |
| • Thursday, June 28, 2018, | |
| • 9:00 AM - 10:30 AM or 2:30 PM - 4:00 PM | |
| • Germanna, if available | |
| XI. Next Meeting | Brian Cole |
| Thursday, February, 22, 2018, UVA Research Park, 9:30 AM | |
| XII. Adjourn | Brian Cole |



**REGIONAL COUNCIL 9
PIEDMONT OPPORTUNITY CORRIDOR
NOVEMBER 17, 2017
9:30 AM to 11:30 AM
UVA Research Park, Town Center Two, 4th Floor
1001 Research Park Blvd, Charlottesville**

Attendees

Council Members: Brian Cole, Lexis Nexis (Chair); Tom Click, Patriot Aluminum (Vice Chair); Chip Boyles, Thomas Jefferson Planning District Commission; Suzanne Brooks, Pepsi-Cola Bottling Company; Jim Cheng, Cav Angels; Bryan David, Orange County; Frank Friedman, Piedmont Virginia Community College; 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; and, Ray Knott, Union Bank & Trust

Absent: Andy Wade, Louisa County; Miles Friedman, Fauquier County; Jan Gullickson, Germanna Community College; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Fitzgerald Barnes, Louisa County; Gary Deal, Culpeper County; and Steven De Jong, Lohmann Corporation

Guests: Pace Lochte, University of Virginia; Martha O'Keefe, Germanna Community College; Beverly Pullen, Fauquier County

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

Suzanne Brooks moved to approve the October 3, 2107 2017 minutes as presented. The motion was seconded by Chip Boyles and approved by the Council.

IV. Financial Report

Helen Cauthen presented the financials to the Council on behalf of Andy Wade. Camoin Associates has been paid in full and their work is completed. Given the workload, the Partnership continues to subsidize some salary support. She also shared that DHCD is being granular in evaluating receipts and have provided expense guidelines after the fact. Assuming GO Virginia is funded for FY 2019, additional support will need to be budgeted for bookkeeping as we underestimated the time needed.

Ray Knott moved to approve the financials as presented. The motion was seconded by Suzanne Brooks and approved by the Council.

V. New Member Vote, Pace Lochte, UVA

Brian Cole indicated that because of her upcoming retirement, Teresa Sullivan has stepped down from the Council. Pace Lochte, Vice President of Strategic Initiatives, UVA has been put forth as the candidate to replace her.

Leigh Middleditch moved to approve Pace Lochte as a Region 9 Council member representing UVA. The motion was seconded by Chip Boyles and the approved by the Council.

VI. GO Virginia Update

Helen provided a summary of GO Virginia project qualifications including eligible project categories and target industries. She emphasized that there may be misconceptions about the dollar for dollar matching funds requirement. Helen referred to the projects announced by Hampton Roads region as examples of innovative projects. Jim Cheng said he was glad to see what appeared to be a seed funding project on that list. Shannon shared that by the end of this year, she, Helen, and Julia, will have presented on GO Virginia throughout Region 9 to a total of 19 groups including: county administrators, boards of supervisors, planning districts, chambers, etc. Shannon stated that we had received 16 Pre-Applications or Inquires, to date. Either Shannon or Helen has spoken with each applicant. As of the meeting date, there are two projects in the process of completing the full Per Capita Application. The other projects either require further development, don't qualify, were merged, are now inactive or have withdrawn.

VII. GO Virginia Rubric

Shannon reviewed the proposed grant review workflow that included a grant scoring rubric based on the state scoring rubric. An in-depth discussion ensued about the best approach for application deadlines. In general, it was felt that the appropriate task force should review the application first and score using the rubric and then make a recommendation to the full Council. The application would also be sent to the full Council before the meeting to allow for a discussion and vote at the May 8, 2018 meeting. There would be only one scheduled deadline for all Per Capita Applications, allowing the region to fully develop and maximize opportunities. The Inter-Regional (Competitive) Funds Application would be received on a rolling basis, as they come up.

Steve Ray moved to accept the proposed planning process with the recommended changes and the scoring rubric, the April 3, 2018 deadline for all Per Capita Applications and a rolling deadline for all Competitive (Inter-Regional) funds. The motion was seconded by Ed Scott and approved by the Council.

VIII. Economic Developers Update

Beverly Pullen presented on behalf of Miles Friedman. Miles is still attempting to get responses from Region 7 about the proposed inter-regional cybersecurity project. He has spoken to Dr. Gullickson, Germanna Community College, and Frank Friedman, Piedmont Virginia Community College, and Lord Fairfax Community College. All are interested. Miles was also approached by the Boys & Girls Clubs of America for a project training children to be workforce ready. Helen Cauthen presented on behalf of Andy Wade, who is working on developing a mega-site. Details are confidential, but the project continues to advance.

IX. Task Force Meetings

Each Task Force discussed inquiries and pre-applications to date pertaining to their subject area.

A. Talent Development

Suzanne Brooks, Ed Dalrymple, Frank Friedman, Steve Ray, Martha O'Keefe (guest)

B. Growing Existing Businesses

Brian Cole, Ed Scott, Ray Knott

C. Startups/Innovation/Commercialization

Jim Cheng, Leigh Middleditch, David Pettit, Elizabeth Smith, Pace Lochte, Tom Click, Bev Pullen (guest)

D. Sites

Steve Carter, Chip Boyles

X. Task Forces Report Out

On behalf of the Growing Existing Business Task Force, Brian Cole said he committed to call Bryan David and set up a discussion about Broadband. TJPDC announced they are hosting an Annual Legal Forum and the topic is broadband on January 12, 2018.

XI. Other Business

A. 2018 Meeting Schedule

The following meeting calendar was scheduled by the council:

Wednesday, January 3, 2018, 9:30 AM, Prince Michel Winery, Leon, VA

Thursday, February 22, 2018, 9:30 AM, UVA Research Park

Tuesday, March 27, 2018, 2:30 PM, Germanna Community College

Tuesday, May 8, 2018, 9:30 AM, UVA Research Park

XII. Conflict of Interest Act (COIA) Training

Brian Cole announced that for those who have not completed the COIA Training, the video would be shown after the meeting.

XIII. Next Meeting

The next meeting will be held on January 3, 2018 at 9:30 AM, Prince Michel Winery, 154 Winery Lane, in Leon.

XIV. Adjourn

Brian Cole adjourned the meeting at 11:38 A.M.

SUMMARY
GO Virginia State Board Meeting 12/12/17

- Next round of applications due 1/11/18
- 4 out of 9 regions submitted
 - Regions: 4, 5, 7, and 8
- 12 proposals submitted
 - 2 Commercialization
 - 2 Infrastructure
 - 8 Workforce
 - 0 Cluster Scale Up
- 5 approved were all Workforce (Table 1)
- 7 sent back with feedback to possibly re-submit (Table 2)

Table 1: Approved Projects

Reg #	Project	Award	Description
5	HR Cyber Co-lab	\$642,713	The HRCyber Co-Lab will serve as an anchor for innovation in the cybersecurity, data analytics, autonomous vehicles and virtual technologies markets in Hampton Roads.
5	Virginia Digital Shipbuilding Workforce Program	\$647,540	This project will create a regional and statewide program to train approximately 8,500 future workers – skilled craftsmen, engineers, designers, and IT professionals - to work in the new digital manufacturing environment and will support Hampton Roads’ existing advanced manufacturing and shipbuilding clusters.
7	Northern Virginia Tech Talent Pipeline	\$487,500	This project will build upon Northern Virginia’s existing computer services and cybersecurity clusters to create a workforce system that effectively attracts, prepares, and retains qualified candidates to fill high demand technology jobs in several targeted, high paying occupational areas: programming and software development; data and data warehousing; and networking and cybersecurity.
7	Strengthening Alexandria/Arlington’s Technology Workforce	\$201,896	This initiative is a combination of career pathway assistance, incumbent worker training, upskilling, on-the-job training and credentialing activities aimed to support computer services industry workers in newly located or newly established firms in Northern Virginia.
7	NOVA FabLab	\$250,000	Northern Virginia Community College in collaboration with Micron Technology, U.S. Army’s Night Vision and Sensors Directorate, and BAE Systems presented this project to create a state-of-the-art engineering technology “Fabrication Laboratory” in Northern Virginia. This project will help create high-paying engineering jobs by leveraging established internship programs at Micron Technology Systems as well as the existing SYSTEMic curriculum at Northern Virginia Community College.

Table 2: Sent Back to Resubmit

Region	Project	Request	Description	Issues
4	VCU Pharmaceutical Accelerator Program	\$500,000	Create a path to commercialization for emerging technologies associated with VCU's Medicine for All Institute	Clarify partnerships, local match, budget and leverage, engage EDs
5	757 Seed Fund	\$140,000	Implement funding for seed-stage investment in high-growth industries	Constitutionally cannot fund individual company
5	New Regional Industrial Facility Authority for Unmanned Systems Development Facility	\$150,000	Conduct pre-requisite work associated with the creation of an unmanned systems facility on underutilized parcel of surplus state property	Feasibility study; outcomes from future unplanned phase of project; process and cost to acquire property not discussed
5	Regional Broadband Infrastructure	\$530,000	Conduct pre-engineering work associated with the extension of broadband infrastructure to capitalize on the transatlantic cable connection in Virginia Beach	Suggestion to wait until state finishes state broadband plan; sent back to collaborate with private stakeholders
8	Rockbridge Area Advanced Manufacturing Program (RAAMP)	\$108,000	Establish and earn-and-learn program at BIT for high-demand jobs in the welding industry to fund participants who do not qualify for existing workforce scholarship programs	Not intended to fund scholarships; other welding programs in area not addressed; not scalable without funding; no performance metrics for job creation
4	CCAM Apprentice Academy	\$400,730	Implement two new programs, including a Pilot Mechatronics Workforce Training Program & a Transitioning Military Training Program in Industrial Maintenance Mechanics	Local match, partnerships, get private industry engaged, sustainability
8	Nursing Opportunity: Talent Development and Credentialing	\$515,300	Create scholarships to train 114 nurses in two years who will be retained in region	Not intended to train healthcare workers or scholarships



Task Force Members

12.1.2017

Talent Development

Ed Dalrymple
Steve Ray
Frank Friedman
Jan Gullickson
Bryan David
Steve De Jong

Growing Existing Businesses

Brian Cole
Ed Scott
Ray Knott
Suzanne Brooks

Startups/Innovation/Commercialization

Jim Cheng
Leigh Middleditch
David Pettit
Elizabeth Smith
Pace Lochte
Tom Click
Miles Friedman

Sites

Andy Wade
Patrick Mauney
Steve Carter
Chip Boyles
Gary Deal
Fitzgerald Barnes

