



**REGIONAL COUNCIL 9  
PIEDMONT OPPORTUNITY CORRIDOR  
NOVEMBER 17, 2017  
9:30 AM to 11:30 AM  
UVA Research Park, Town Center Two, 4<sup>th</sup> 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, 2017, 9:30 AM, UVA Research Park

Tuesday, March 27, 2017, 2:30 PM, Germanna Community College

Tuesday, May 8, 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.