



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

**REGIONAL COUNCIL 9**

**AUGUST 29, 2018**

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

**1001 Research Park Boulevard, 4<sup>th</sup> Floor Conference Room**

**Charlottesville, VA**

**Attendees**

**Council Members:** Tom Click, Patriot Aluminum (Chair); Jim Cheng, Cav Angels (Vice Chair); Bryan David, Orange County; Brian Cole, Lexis Nexis; Leigh Middleditch, McGuireWoods; Ed Scott, EcoSeptix Alliance; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Pace Lochte, University of Virginia; Andy Wade, Louisa County; Ray Knott, Union Bank & Trust; Jeff Waite, Wal-Mart Stores, Inc., Felix Sarfo-Kantanka, Dominion Energy; Chip Boyles, Thomas Jefferson Planning District Commission; Christian Goodwin, Louisa County; and, the Hon. Tony O'Brien, Fluvanna County.

**Absent:** Mansour Azimipour, A & K Development; David Pettit, Lenhart Pettit; Elizabeth Smith, Afton Mountain Vineyards; Frank Friedman, Piedmont Virginia Community College; Miles Friedman, Fauquier County; Ed Dalrymple, Cedar Mountain Stone; the Hon. Gary Deal, Culpeper County; and, Jan Gullickson, Germanna Community College

**Guests:** Denise Hubbard, UVA; Phil Geer, Orange County; Jeanette Wang; Dillon Franks, SBDC; Deborah Flippo, Draper Aden; and, Alan Yost, Greene County

**Staff:** Helen Cauthen, Shannon Holland, Cheryl Johnson, Uconda Dunn

**1. Welcome**

Jim Cheng, Vice-Chair, welcomed the attendees and opened the meeting at 9:32 AM.

**2. Public Comment**

There were no public comments.

**3. Meeting Minutes – June 28, 2018**

***Leigh Middleditch made a motion to approve the June 28, 2018 Minutes as presented. Ray Knott seconded the motion. The motion carried.***

**4. Financial and Budget Report**

Andy Wade, Treasurer, shared that the GO Virginia Board approved the FY 2019 Budget on the 14th. However, DHCD changed the format so they could present an apples to apples comparison across Regions to the Board. DHCD is asking that we use the revised format going forward. Staff plans on using this format going forward unless issues arise.

Referring to the Statement of Financial Position through June 2018, Andy noted that there is \$33,143.40 in Current Assets and Liabilities. Adding that there continue to be low dollar amounts in Checking/Savings bills are paid when funds are received from DHCD. Referring to the Statement of Income and Expense, he noted that \$373,609.55 of the \$400,000 budget has been spent, or 93.4%. Direct Salary, Wages and Benefits line is the only expense item over budget at 106%. This is due to the fact that Shannon, has progressively been budgeting more time to GO Virginia vs the Partnership. Also, Helen and accounting staff have also budgeted more time for year-end activities. On this statement there is just over \$26,390 in cash remaining. In CAMS (DHCD's management system) there is actually \$29,703.72 in cash to be drawn down. The difference is in the accrual of about \$3,000 in earned vacation.

DHCD has advised that we are expected to close out FY2018 before we use FY2019 funds. We are waiting to find out how that process will work, so staff will need approval from Council to spend the remaining cash within the first quarter of FY2019 in a way that is in-line with DHCD guidelines.

***Christian Goodwin made a motion to approve the June 2018 Financials as presented. Ray Knott seconded the motion. The motion carried.***

***Ray Knott made a motion to allow staff to draw down the FY2018 Budget carryover within the guidelines to be provided by DHCD. Brian Cole seconded the motion. The motion carried.***

#### **5. Executive Committee Meeting Update**

Tom Click, Chair, updated the Council on the July 16, 2018 Executive Committee Meeting. The committee met to set priorities for the year. The committee developed a list of priorities and focused on ways to get the word out about the GO Virginia opportunity. The priorities were provided and discussed as a group.

#### **6. Chair Update**

Tom Click noted that copies of the Project Pipeline were placed at each member's seat and that the next Region 9 deadline is September 25th. Tom Click shared that the GO Virginia Board reported the CvilleBioHub Enhanced Capacity Building project as approved at their August 14th meeting. Later that same day the Charlottesville Economic Development Authority approved an additional \$10,000 GO Virginia match contribution for the project. This additional match will be added to the match already in the proposal from UVA and Bridgewater Consulting. That project is in the Contract Negotiation stage.

Tom Click updated the Council that he is signing contracts for The Central Virginia Site Readiness Project and the Crafting Higher Paying Jobs contract after the meeting and that the Cybersecurity Partnership contract is in negotiation.

Referring to the list of proposed meeting dates and deadlines in the packet, Tom Click asked for feedback on the dates and timelines.

***Bryan David made a motion to approve the deadline and meeting dates. Christian Goodwin seconded the motion. The motion carried.***

Tom Click noted that a Dashboard DRAFT was provided in the packet. He asked members if there were suggestions for additional data to include. The idea being to generate a simple one-pager that would be updated and shared at each meeting. Tom suggested that we add projected job creation.

Tom Click highlighted a few GO Virginia meetings from the prior month. Pace Lochte and Denise Hubbard shared that UVA was hosting a GO Virginia Meeting on September 10 for faculty and others. Also, Shannon Holland had presented to the Louisa Chamber and Christian Goodwin and Andy Wade attended and were able to answer questions. Finally, Jim Cheng updated the group on a GO Virginia Entrepreneurship Community updated he had hosted at his offices on August 16th.

Tom Click spent time encouraging members to activate their own professional networks to get the word out about GO Virginia successes and opportunities. He noted that he is now connected to Council members with LinkedIn accounts. Chip Boyles noted that both Planning District 9 and 10 have frequent newsletters that could be used to distribute information and that there may be a possibility of a presentation in front of PD 9 and PD10 together. Pace Lochte suggested that a press release about the FY2018 success might be appealing for local media. Helen Cauthen noted that in the future we might consider doing media events.

## **7. Director Update**

Shannon Holland introduced Cheryl Johnson as the new half-time GO Virginia staff. She will also work with the Partnership. Shannon noted that she had created an inaugural Council Member manual that included bylaws etc. She had sent an email with a link to the manual to all members but there were two corrections. Pace Lochte had been left off of the Nominating Committee membership. Shannon shared that returning members didn't have to complete the COIA training again for another year. But, that all new members would have to do so.

Referencing the Marketing Plan in the packet, Shannon Holland shared that she has collected about 150 contacts for promoting GO Virginia. Also, she encouraged everyone to re-visit the Region 9 website at [www.GoVirginia9.org](http://www.GoVirginia9.org), as she had added more meaningful resources.

## **8. Guest Speaker Virginia Guest Speaker- DHCD Director**

Tom Click introduced Mitch Horowitz, Principal & Managing Director of TEconomy as the guest speaker. Tom noted that Mitch would update the group on the work that TEconomy has done to evaluate Virginia's entrepreneurship ecosystem. The presentation would also cover year-to-date analysis on Region 9's ecosystem.

## **9. Task Force Groups – Breakout**

The Innovation & Entrepreneurship Task Force met with Mitch Horowitz. This group will also serve, at least initially, as the Ecosystem Workgroup. The other Task Force Groups combined to learn more about the potential Louisa Regional Park. Due to timing, groups did not report out.

## **10. Other Business**

No new business was provided.

## **11. Next Meeting**

Tom noted the next meeting date is scheduled for October 26, 2018 at 2:30pm at the Prince Michel Winery Meeting Room in Leon, VA.

## **12. Adjourn**

Tom Click adjourned the meeting at 11:36 pm.