



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

**REGIONAL COUNCIL 9**

**MAY 2, 2019**

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

**Germanna Community College, Daniel Technology Center, 18121 Technology Drive  
Culpeper, VA**

1. **Welcome** Tom Click, Chair
2. **Public Comment** Tom Click
3. **Meeting Minutes – February 28, 2019** Tom Click
4. **Financial Report** Andy Wade, Treasurer
5. **FY2020 Capacity Building Budget** Tom Click
6. **Procurement Policy Revision-Small Purchases** Tom Click
7. **Nominating Committee Appointments** Tom Click
8. **Request for Change to Bylaws** Tom Click
9. **Project Reviews** Tom Click.
  - **Regional Business Park**
  - **Young Entrepreneurs Resource Guide**
10. **Broadband Update** Felix-Sarfo Kantanka
11. **Executive Committee Meeting Update** Tom Click
12. **Chair Update** Tom Click
13. **Director Update** Shannon Holland, Director
14. **Other Business** Tom Click
15. **Next Meeting** Tom Click  
Annual Meeting, June 25, 2019; 9:30 am to 11:30 am; UVA Research Park,  
1001 Research Park Boulevard, 4th Floor, Charlottesville, VA 22911
16. **Adjourn** Tom Click





**REGIONAL COUNCIL 9  
FEBRUARY 28, 2019  
9:30 AM to 11:30 AM  
1001 RESEARCH PARK BLVD, 4<sup>th</sup> FLOOR CONFERENCE ROOM  
CHARLOTTESVILLE, VA 22911**

**Attending Council Members:** Tom Click, Patriot Aluminum (Chair); Jim Cheng, Cav Angels (Vice Chair); Ed Dalrymple, Cedar Mountain Stone; Ed Scott, EcoSeptix Alliance; Christian Goodwin, Louisa County; Jan Gullickson, Germanna Community College; Elizabeth Smith, Afton Mountain Vineyards; Felix Sarfo-Kantanka, Dominion Energy; Bryan David, Orange County; Frank Friedman, Piedmont Virginia Community College; Jeff Waite, Wal-Mart DC #7016.; Pace Lochte, University of Virginia; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Chip Boyles, Thomas Jefferson Planning District Commission; and, the Hon. Tony O'Brien, Fluvanna County

**Absent Council Members:** Andy Wade, Louisa County (Treasurer); Brian Cole, LexisNexis; Leigh Middleditch, McGuireWoods; Miles Friedman, Fauquier County; Mansour Azimipour, A & K Development; Ray Knott, Union Bank & Trust; and, David Pettit, Lenhart Pettit

**Guests:** Alan Yost, Greene County; Dianna Gamma, Greene County; Alicia Pitorri, Bank of America; Bryan Rothamel, Fluvanna County; Dillon Franks, SBDC; Katie Conner, Virginia Tourism Corp; Phil Sheridan, Culpeper County; and, Beverly Pullen, Fauquier County

**Staff:** Shannon Holland, Helen Cauthen

**1. Welcome**

Tom Click, Chair, opened the meeting at 9:35 AM.

**2. Public Comment**

There was no public comment.

**3. Meeting Minutes**

*Elizabeth Smith made a motion to approve the January 31, 2019 Minutes as presented. Ed Dalrymple seconded the motion. The motion carried.*

**4. Financial Report**

Shannon Holland presented the Financials. The Financials were provided through 12/31/2018. She reminded the group that the financial statement format is evolving as Partnership accounting staff adjust reporting to reflect the new FASB reporting guideline (ASU-2016-14).

Shannon noted that there is \$33,600 plus in checking, most of which is owed to the Partnership and the \$53,700 plus in Accounts Receivable for outstanding remittances to DHCD. Halfway through the fiscal year, \$81,250 has been spent year to date of the budgeted \$390,815 or 21%.

Related to project budgets: Adult Beverage and Cyber have not submitted expenses yet. Site Readiness will be closed out in the coming weeks. CvilleBioHub just had their first expenses submitted to DHCD last week.

*Christian Goodwin made a motion to approve the Financial Report. Frank Friedman seconded the motion. The motion carried.*

## 5. Project Updates & Pipeline

**Catalyst Accelerator Project** – Jim Cheng participated on the pitch call with DHCD in addition to Shannon Holland and David Touve. Tom Click was unable to participate. Jim reported that the call went well and the project was well received. The expectation is that it will be approved at the March 12 Board Meeting.

**Regional Business Park** – Christian Goodwin advised that Louisa County has closed on the land for the regional park and a consultant is evaluating expected costs. That report will be available after March 12. The project proposal will be submitted by the April 3 Region 9 Deadline.

**Project Pipeline** – Shannon Holland shared that there are two other projects in development that are targeting the April 3 deadlines. They include a young entrepreneurs program and a food hub project. Additionally, there are two other projects in development. One is Inter-Regional.

**GWC PTEC** - Ed Dalrymple shared that he is working with the Board at New Pathways (machinists training) to directly engage businesses in providing training solutions. Since the last meeting, Greene County has connected one business to New Pathways and Orange County has done social media for the program. Shannon Holland is working with Uconda Dunn, Central Virginia Partnership, and VEDP to obtain a list of CNC businesses in our region to share with New Pathways.

**Central Virginia Site Readiness** –Helen Cauthen shared the outcomes of the first completed Region 9 Project. Ultimately, this project characterized 8 sites within Region 9 and established a level of cooperation in site readiness that has not been seen before. In addition to the direct outcomes, there were indirect outcomes that were significant, such as the development of 2 additional Tier 4 Sites. Helen emphasized that since the GO Virginia Region 9 Plan was published, the region has gone from zero Tier 4 Sites to three.

## 6. Growth Plan Amendments due August 1, 2019

Referring to the Growth and Diversification Plan Amendment Guidelines in the packet, Tom Click reminded the Council that the GO Virginia Legislation stipulates that regional growth plans must be updated every two years. The first revision is due to DHCD by August 1 for review at the September 2019 Board Meeting. Tom shared that based on regional staff feedback, the enclosed guidelines are being revised, though it's not clear what that means. Tom indicated that Council Members will have the opportunity to contribute to this process during the Task Force breakout sessions, later in the meeting.

## 7. Chair Update

Tom Click announced that he and Jim Cheng will be attending a Chair/Vice-Chair Meeting in Richmond on March 19 and the Region 9 Nominating Committee will meet on March 5.

Tom Click asked Ed Scott to provide a General Assembly update. Ed Scott said that the legislation to exempt some project development information for GO Virginia projects from FOIA passed. However, the several competing bills to address commercialization of research in the Commonwealth did not advance. Ed noted that much of the legislative focus, this year, was on the legislation to support Amazon II. Bryan David suggested that the Council, at some point, invite VEDP representatives to present on the “downstream” opportunities of Amazon, in addition to the method used to attract the company.

Tom asked Patrick Mauney to provide an update on filling the vacated Elected Official seat for Planning District 9. Patrick Mauney shared that James “Jim” Crozier, Vice-Chair Board of Supervisors, Orange County, was nominated by the Rappahannock-Rapidan Regional Commission to serve on the Region 9 Council.

***Patrick Mauney made a motion to accept the nomination of James “Jim” Crozier. Ed Scott seconded the motion. The motion carried.***

## **8. Director Update**

Shannon Holland introduced Candace Spence who, as a consultant, has been helping GO Virginia with several metric tracking projects. Shannon also shared that Jordan Snelling from DHCD staff has accepted a role at VEDP and a replacement has not yet been named.

Shannon reminded the group that Friday, April 12, is the Entrepreneurship Ecosystem Conference at the TomTom Festival and that GO Virginia has several activities in which to participate. On Friday, morning at 9 am there will be a GO Virginia sponsored networking coffee; at 10 am Dubby Wynne, GO Virginia Board Chair, Mitch Horowitz, TEconomy, LLP, and Monique Adams, 757 Adams will be on a panel about the statewide ecosystem. Tom Click will serve as the moderator for the session. Finally, an all-region meeting will be hosted by DHCD at 11 am. Region 9 will offer complimentary tickets to Council members for Friday, April 12 activities. Shannon said she will send an email with a ticket code for Council members to obtain a ticket. Also, Shannon hopes to send the code to regional economic developers.

Shannon also asked for consent from the Council to purchase office furniture. Although, there is a budget item for a desk it is under budgeted and she would prefer, for transparency’s sake, that Council approve her request.

***Bryan David made a motion to allow an office furniture purchase of up to \$2,500. Ed Dalrymple seconded the motion. The motion carried.***

## **9. Task Force Break Out & Report Out**

Tom Click asked Shannon Holland to explain the purpose of the Task Force Break Out sessions. Shannon Holland referred to the Growth and Diversification Plan Amendment Guidelines included in the packet. She indicated that by statute regional Growth & Diversification Growth Plans (Plans) are to be updated every two years. In anticipation of that activity, the Task Force Groups should consider the projects and activities completed during the past two years to opportunities not identified in the plan as well as any recommendations for areas to hit harder with a review. Tom Click suggested that guests could join the group of their choice during the exercise. Each Task Force reported out to the group.

**Sites** – Patrick Mauney reported out for the Sites Task Force noting that noted that the site specific recommendations from world class site selectors in the Plan were extremely helpful. Also, the Central Virginia Site Readiness project that was funded and has now been completed, has had a big impact on raising awareness of the need for ready sites. The group suggests a follow-up site project could include advancing the portfolio of sites to a Tier 3. Also, plans to support the education of citizens and the public sector about the importance of site readiness and development would be helpful. Such education could include better understanding of RIFA investment opportunities.

**Entrepreneurship** – Jim Cheng reported for the Entrepreneurship Task Force noting that many great activities were underway since the release of the TEconomy report, including the Catalyst Accelerator

Project and the RFP for a “Venture Hub” Business Plan. These projects are addressing some barriers in the ecosystem, at this time. There are gaps now in funding and capital. The group also suggested that with questions arising around agriculture, hemp, and food processing, etc., that the Food & Beverage Manufacturing category may be too light, and suggested considering revising it to Added Value Food & Beverage Production.

**Growing Existing Businesses** – Ed Scott reported for the Growing Existing Businesses Task Force reporting that better opportunities and recommendations around scale up of business clusters should be developed. Of the three opportunities in the Plan currently, only one can be implemented with GO Virginia funds. The CvilleBioHub project is already underway, however, the recommendations for Broadband or branding/marketing, should be deleted or revised to be relevant to GO Virginia. The Task Force is also interested in ideas around driving domestic export growth in food and beverage manufacturing.

**Talent Development** – Ed Dalrymple reported out for the Talent Development Task Force noting that connectivity of programming throughout the region was a concern. The group recommended identifying and communicating existing assets, including, K-12 and CTE and apprenticeship programs. The group also recognized partnerships across regions as being important, specifically in the area of Apprenticeships.

**10. Next Meeting**

May 2, 2019; 9:30 am to 11:30 am; Germanna Community College, Daniel Technology Center, 18121 Technology Drive, Culpeper

**11. Adjourn**

***Tony O’Brien made a motion to adjourn the meeting. Elizabeth Smith seconded the motion. The motion carried. The meeting adjourned at 11:20 AM.***

ATTACHMENT 1: FY20 Capacity Building Funds Budget

4/16/2019	Region: 9
Agency Name: Department of Housing & Community Development	
Agency Address: 600 East Main Street Suite 300 Richmond, VA 23219	

Due to DHCD by 5/31/2019  
As approved by Executive Committee 4.24.2019

Budget Period:  
From: \_\_\_\_\_ Through: \_\_\_\_\_

Budget Item	Amount				Proposed		
	FY 2019 Budget	Thru 12/31/2018	Remaining	% of Budget	Forecast Actual FY 2019 6/30/2019	Forecast carry over	FY 2020 Budget
<b>A Administration</b>							
Admin (General)	\$14,851.00	4,748.00	\$10,103.00	32%	\$10,000.00	\$4,851.00	\$15,000.00
Audit	\$6,000.00	-	\$6,000.00	0%	\$6,000.00	\$0.00	\$6,000.00
Contract Services						\$0.00	\$500.00
Fiscal /Accounting Services						\$0.00	
Legal Expenses						\$0.00	\$1,500.00
Marketing, Outreach, and Websites	\$11,310.00	63.00	\$11,247.00	1%	\$5,500.00	\$5,810.00	\$7,000.00
Meetings and Workshops	\$6,475.00	300.00	\$6,175.00	5%	\$7,000.00	(\$525.00)	\$6,000.00
Rent	\$9,460.00	2,810.00	\$6,650.00	30%	\$9,000.00	\$460.00	\$10,000.00
Salaries (Fringe if applicable)	\$144,160.00	41,866.00	\$102,294.00	29%	\$120,000.00	\$24,160.00	\$150,000.00
Supplies & Equipment	\$3,250.00	1,673.00		51%	\$4,200.00	(\$950.00)	\$1,500.00
Taxes and Insurance	\$0.00					\$0.00	\$0.00
Travel	\$2,790.00	965.00		35%	\$2,500.00	\$290.00	\$2,500.00
						\$0.00	
						\$0.00	
						\$0.00	
<b>Total Administration Budget:</b>	\$198,296.00	52,425.00	\$142,469.00	26%	\$164,200.00	\$34,096.00	\$200,000.00
<b>B Planning Services:</b>						\$0.00	
Contract Services	\$750.00	0	\$750.00	0%	\$750.00	\$0.00	\$0.00
Planning Grants	\$50,954.00	0	\$50,954.00	0%	\$0.00	\$1,000.00	\$50,000.00
<b>Total Planning Services Budget:</b>	\$51,704.00	0	\$51,704.00			\$35,096.00	\$50,000.00
<b>TOTAL Expense Budget:</b>	\$ 250,000.00						\$ 250,000.00

**Narrative:**  
Please provide narrative describing and itemizing all planned activities under each budget category.  
See attached budget narrative.



	<b>FY 20 Administration Budget Narrative - DRAFT</b>
Admin (General)	General Administration Allocation (Cost Pools) estimated by Accountant at \$15,000
Audit	Estimated proportional charge for the Partnership Annual Audit as required by GO Virginia at \$6,000
Contract Services	Contract Services for possible admin support \$25 x 20 = \$500
Fiscal /Accounting Services	
Legal Expenses	For contract review or legal questions \$1,500
Marketing, Outreach, and Websites	Mktg./Adv/Promotion/Web/Outreach: Software fees for JOBS EQ, Survey Monkey, Constant Contact at \$1,000; graphics and marketing services at \$3,000; GO Virginia Webpage to feature projects at \$3,000;
Meetings and Workshops	Cost to attend regional meetings such as Chamber, ED, Workforce, and Business to promote GO Virginia at \$500; Train New Council Members in working lunch format, estimated 5 members, meal, room, AV at \$250 two meetings of grantees to share idea or promote projects, estimated 30 attendance, meal, room, AV at \$1,500; host session (s) at TomTom at \$2,500; 6 Council Meetings, 3 Exec. Committee Meetings 1 Annual Meeting at \$1,250
Rent	Rent \$10,000 annually
Salaries (Fringe if applicable)	Salary , Fringe, Fiscal Mgmt. and Acctg Svcs: Partnership President at 4 hours per week or 104 hours per year; Grant Accountant at 8 hours per week or 416 hours per year; Admin .50 FTE at 20 hours per week or 1,040 per year; GO Virginia Director at 40 hours or 1,976 hours per year ;Fringe for Partnership President at 4 hours per week or 104 hours per year; Grant Accountant at 8 hours per week or 416 hours per year; Admin .50 FTE at 20 hours per week or 1,040 per year; plus 22% fringe benefits
Supplies & Equipment	Supplies and Equipment:\$1,500 for laptop and dock; \$500 for standing desktop; Miscellaneous office supplies and printing at 1,250
Taxes and Insurance	
Travel	Mileage/Tolls to 9 Board Mtgs at 150 miles x .56=\$756; 30 partner/collab/project meetings& travel to 25 local government /business /ed mtgs; 55 mtgs x 50 avge miles = 2,750 x .56 =\$,1500 plus regional travel to sites total 1750; Meeting meals \$750 annually; \$200 parking; \$300 hotel





## Procurement Policy – Regional Council 9

As approved by Council on 10.26. 2018

<b>Title:</b>	Procurement Policy	<b>Policy #:</b>	
<b>Effective Date:</b>	7/1/2017	<b>Revision Date:</b>	<u>4/24/2019</u>

### **Purpose:**

To provide written procurement policies and procedures for the GO Virginia Regional 9 Council.

### **Policy:**

It is the policy of the Regional 9 Council to procure items required to perform its mission by following the State of Virginia procurement policies and procedures in regards to purchases.

The Virginia Public Procurement Act can be found at the following link:

<https://dgs.virginia.gov/procurement/policy-consulting--review/policy/>

Other state procurement resources can be found at the following link:

<https://eva.virginia.gov/i-buy-for-virginia.html>

Small Purchase Procedures: As permitted by the Virginia Public Procurement Act, the Region 9 Council chooses to establish Small Purchase Procedures that align with those established by the City of Charlottesville and available on at <http://www.charlottesville.org/departments-and-services/departments-h-z/procurement-and-risk-management/how-to-do-business>

Procurement will be made with complete impartiality based strictly on the merits of supplier and applicable related considerations such as delivery, quantity, etc. All purchases should be made in the best interest of GO Virginia Regional Council 9. Quality supplies and services should be obtained that will be delivered in a timely manner.

~~Competitive bidding is not required for small purchases under \$5,000, however, such purchases procedures shall provide for competition where practical.~~

The GO Virginia State Board must approve all sole-source procurements in excess of \$100,000.

The Regional Council or the Executive Committee must approve expenditures outside of the annual budget.



**Appointed Nominating Committee**

**Effective 5/2/2019**

Ray Knott

Pace Lochte

Patrick Mauney

David Pettit

Ed Scott

From Region 9 Bylaws:

“At its regular meeting immediately prior to the annual meeting, the Chair shall appoint a nominating committee consisting of at least two Council members. At least 10 days prior to the annual meeting, the nominating committee shall send to each Commission member a list containing the name of one nominee for each elected office. Additional nominations may be made from the floor during the meeting at which the election is held.”



**ARTICLE III MEMBERSHIP**

1. The Council shall include representatives from (i) the education sector, including school divisions, community colleges, public institutions of higher education, and private institutions of higher education as appropriate; (ii) the public economic and workforce development sector; (iii) local government; (iv) planning district commissions; (v) nonprofit organizations; and (vi) other entities that significantly affect regional economic or workforce development. Membership may include one or more non-legislative citizen members of the Board from the region. A majority of the members of the Council shall be from private sector with demonstrated significant private-sector business experience. The Council shall be chaired by a citizen member from the region with significant private-sector business experience.



2. The Council will consist of twenty-three (23) members. The Board will approve the member selection process, structure, composition, and leadership to meet the requirements of Code of Virginia section 2.2-2485 of the Virginia Growth and Opportunity Act and the guidelines set forth by the Board. Council members will be recruited and selected to preserve the diversity and balance necessary to enable the Council to provide policy guidance on the broad spectrum of regional economic issues. Council membership is subject to Board review and approval.

3. Each Council member shall be entitled to one equal vote.

4. Council members receive no compensation.

5. Members of the Council shall include:



PRIVATE SECTOR SEATS - 12



PUBLIC SECTOR SEATS – 11

Localities/Elected Officials (4)

The Rappahannock-Rapidan Regional Commission (RRRC) and the Thomas Jefferson Planning District Commission (TJPDC) shall each appoint one elected official and one chief administrative officer (CAO) from the local governments (Town, City, or County) of its region to serve on the Council.

- Elected Member 1 Charter term – 1 year
- Elected Member 2 Charter term – 2 years
- CAO Member 1 Charter term – 1 year
- CAO Member 2 Charter term – 2 years

Educational Institutions (3)

The President of the University of Virginia shall appoint one representative to serve on the Council.



The Presidents or Chief Administrative Officers of Piedmont Virginia Community College, Germanna Community College and Lord Fairfax Community College shall collectively appoint two representatives to serve on the Council.

- UVA Member 1 Charter term – 3 years
- CC Member 1 Charter term – 2 years
- CC Member 2 Charter term – 3 years

Regional Commission Directors (2)

The executive directors of the Rappahannock-Rapidan Regional Commission (RRRC) and the Thomas Jefferson Planning District Commission (TJPDC) shall serve ex-officio on the Council.

Local Economic Development (2)

The city and county economic development officers from the Rappahannock-Rapidan Regional Commission (RRRC) shall select one representative to serve on the Council. The city and county economic development officers from the Thomas Jefferson Planning District Commission (TJPDC) shall select one representative to serve on the Council.

Member 1 Charter term – 1 year

Member 2 Charter term – 2 years

## Region 9 Growth Plan Update – Scope and Timeline for Quotes

Within the timeline, create an Updated Growth & Diversification Plan per the attached DHCD Guidelines to advance GO Virginia success in Region 9. We envision this document to be concise and visual for public review. We also want this document to be interactive so that we can use it as a template for future updates. Therefore, we ask that the full report be provided in Word in addition to PDF, and the embedded data be provided to us in Excel spreadsheet format. The Excel spreadsheet should include editable charts, tables, etc. from the report and designate all data sources. Please use readily accessible public data sources (i.e. websites) and JOBS EQ, our in house service.

As approved by Executive Committee on 4.24.2019

Date	Activity
August 1	Due to DHCD
June 25	Council Meeting for Approval and presentation (20 minutes)
June 24	Final digital and hard copies delivered
June 19	Final Feedback from Staff and Council to Consultant
June 17	2 <sup>nd</sup> Draft incorporating any feedback
June 11	Community Feedback Process Ends
June 3	Community Feedback Process Begins
May 27	1st Draft for Community Feedback
May 21	Check in call or meeting
May 7	Kick off call with Contractor
May 3	Contract Award
May 2	Council Meeting for approval
May 1	Review quotes
April 25	Solicit 3 quotes

Incorporate in Plan	Who
Share Data and Sources for Data as required in these areas: General, Talent Development, Start Ups, Scale Ups, Site Development	Staff
Identify data gaps and sources	Staff/Consultant
Provide Council feedback and related reports	Staff
Identify if targeted business sectors or clusters have changed; identify needs or opportunities that have arisen (empirical)	Consultant
Determine if we can justify changing Food & Bev to Ag Bio or Value Added Ag, etc. (empirical)	Consultant
Determine if Renewable Energy , Hemp or Food systems are an opportunity that should be considered (empirical)	Consultant
Update or determine workforce gaps; May be most helpful to evaluate PD9 and PD10 separately and then together; evaluate what is being done; what could be done with GO Virginia	Consultant
Identify plan alignment with VRIC, CEDA, SCHEV credentialing	Consultant
Identify any new non-GO Virginia efforts with similar goals	Staff/Consultant
PROJECT PIPELINE—want stronger actionable recommendations in these two areas, specifically: Talent Development Growing Existing Businesses (Scale Ups)	
Evaluate current project development process and provide ideas for Council to drive projects	Staff/Consultant
Summarize other sources of matching funds for projects and potential sustainability of Capacity Building	Staff/Consultant
Create Plan for implementing TEconomy report	Staff
Sites	Staff
Stipulate how plan was socialized and feedback responsiveness	Staff/Consultant
Identify key opportunities for planning grants for further clarification of 25k to 50k	Staff/Consultant





**All Regions Meeting – April 12, 2019**  
**Regional Entrepreneurship Initiative Selection Process**

1

**REGIONAL ENTREPRENEURSHIP INITIATIVE**

The Growth and Opportunity Board authorized the following policies for Regional Entrepreneurship Initiative proposals.

- The Board invites interested regional councils to **identify a coordinating entity** which may apply for **up to \$300,000 from the region's existing per capita funding to develop a regional entrepreneurial investment plan**, based on the recommendations of TEconomy and other input from the Regional Council and interested stakeholders.
- The \$300,000 funding amount **may support the initiative for no more than two years**, but Regions are **encouraged to produce project outcomes quickly** in order to move to implementation of the regional plan.



2

## REGIONAL ENTREPRENEURSHIP INITIATIVE

- Per Capita funding – Up to \$300,000
  - Not additional administrative funding for the Council or Support Organization
  - To be used to develop a regional entrepreneurship investment plan based from the TEconomy reports
  - The expectation is that these plans will help drive projects/outcomes in the near future in the entrepreneurial arena.

3



## REGIONAL ENTREPRENEURSHIP INITIATIVE

- The Growth and Opportunity Board will **waive the local match** requirement and the **\$1:1 matching requirement** for all requests for Regional Entrepreneurship Initiative proposals
- **Still require** the minimum code of Virginia **match of half the grant** (e.g. A \$300,000 request will require \$150,000 match of non-state matching sources).

4



## REQUIRED APPLICATION QUESTIONS & ATTACHMENTS

- Who is the regional coordinating entity for this initiative?
- Who is the primary point of contact?
- What process did the regional council utilize to identify and select their coordinating entity?
- Were all entities interested in serving in a coordinating role considered and what criteria was applied to determine the most appropriate coordinating entity? The Regional Council must utilize a selection process that ensures competing organizations are encouraged to strengthen regional collaboration through this application process. **Documentation of the selection process must be included in the application.**
- What qualifications were considered and why was this entity selected?
- What experience does the coordinating entity have in entrepreneurial ecosystem development?
- Will the regional coordinating entity utilize existing capacity, or create new position(s) for this effort?
- How will the regional council financially sustain the coordinator’s efforts beyond this GO Virginia funding?
- **Outline the method that the regional council will use to oversee the coordinating entity and which will actively work to develop potential projects for future funding.**
- Attachment: Project Metrics and Outcomes
- Attachment: Project Timeline with Milestones
- Attachment: Project Budget

5



## COORDINATING ENTITY IDENTIFICATION AND SELECTION PROCESS

- TEconomy reports note some potential entities within each region.
- Best Practice to publicize Regional Council’s desire to fund a coordinating entity.
- Recommend utilizing a RFI or RFP process to gauge interest and capacity of entities interested in applying to be the coordinating entity or to partner with the coordinating entity.

6



## COORDINATING ENTITY IDENTIFICATION AND SELECTION PROCESS

- Council may utilize RFI/RFQ information to ask one or more qualified coordinating entities to develop full application.
- This process **should encourage coordination and discussion** amongst the entities and council to refine the 12 question proposal before final submission.



## COORDINATING ENTITY IDENTIFICATION AND SELECTION PROCESS

- Council asks one or more entities to submit refined full application for Council approval & then to DHCD.
- The application will be submitted to DHCD through the online grant management system, CAMS.
- CAMS application will be available under **Regional Entrepreneurship Initiative FY19**
- DHCD will review proposals and make recommendations to the GO Virginia State Board.



**FY 2019  
DASHBOARD  
Region 9 - Piedmont Opportunity Corridor  
As of 4/26/2019**

**PER CAPITA FUNDING**

Per Capita Allocation	FY2018 Carryover	Transfer from Capacity Building	Total for Projects	YTD Awarded	Funds Remaining
\$1,000,000	\$60,314	\$0	\$1,060,314	\$475,200	\$585,114

**PROJECT PIPELINE RECAP**

Activity from 7/1/2018 to	4/26
Inquiries	39
Active	5
Applied	3
Closed/Merged/Not Active	32
Staff Research	4
Per Capita	26
Competitive	13
Pre-Applications Received	7

Frameworks from 7/1/2018 to	4/26
Innovation/Entrepreneurship	14
Talent Development	9
Growing Existing Businesses	11
Sites	1

Target Industries	4/26
Light Manufacturing (broadly applied)	1
IT/Communications	11
Food & Bev	8
Financial & Bus. Services	0
Biotech	2





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**PIEDMONT OPPORTUNITY CORRIDOR REGION**

has approved a

**\$475,200**

**GO Virginia Grant**  
for

## ***Catalyst Accelerator Program***

The project partners will invest an **additional \$476,000** and will use all funds over a two year period to accelerate the growth of early-stage, scalable companies in Central Virginia.



**DARDEN SCHOOL**  
*of* **BUSINESS**

Batten Institute for  
Entrepreneurship and Innovation



Economic Development

*GO Virginia is a Virginia economic development initiative to create high paying jobs and grow the traded sector through strategic regional collaboration.*

**Council Chair**  
Tom Click

**GO Virginia Regional Council 9**  
Central Virginia Partnership for Economic Development  
1001 Research Park Boulevard, Suite #103  
Charlottesville, VA 22911  
[www.GOVirginia9.org](http://www.GOVirginia9.org)

**Director**  
Shannon Holland  
434-979-5610





**DIRECTOR UPDATE  
REGIONAL COUNCIL 9 MEETING  
MAY 2, 2019**

**Project Reporting:**

- All Q1 2019 project reports submitted to DHCD

**Project Budget Changes/Updates:**

- All projects under contract have submitted reimbursement requests
- Project Match issues:
  - Cybersecurity – disallowed match for expenses prior to grant approval date; allowed Tuition during grant contract period
  - CvilleBioHub – disallowed match for expenses prior to grant approval date; upon appeal DHCD reconsidered and approved in this case
  - Catalyst – disallowed match provided by CIC; Batten match reworked to address any gap
- GWC PTEC – student enrollment is less than expected; collaborated with VEDP, CVPED to provide list of employers in region and leadership is developing a plan to engage businesses; requested feedback from DHCD on funding outreach with current grant
- CvilleBioHub – might finish ECB grant ahead of schedule and submit a capacity building grant by September 9 deadline

**Promotion/Outreach:**

- “Venture Hub” Business Plan RFP promotion including ads in Washington Post and Richmond Times-Dispatch by UVA Economic Development
- Tom Tom - Entrepreneurship Ecosystem Conference on April 12 successful
- Linked In – 12 followers; hundreds of impressions per post; most impressions from posting Catalyst Birthstone on March 14 with 1,466 impressions
- Appalachia Prosperity Project at UVA with UVA Wise, April 19
- Website updates in process
- Coffee Celebrating Catalyst hosted by UVA Economic Development April 30

**Earned Media/Published Articles:** (posted on [www.GOVirginia9.org](http://www.GOVirginia9.org))

- *Bio builder: How to grow biotech right here at home* – C-VILLE Weekly 3.5.2019
- *GO Virginia seeks plan for Venture Hub to help local entrepreneurs* – CBJ 4.9.2019

**Upcoming Dates**

- How-to-Apply Webinar, May 6, 1 pm to 3 pm
- Nominations for Council deadline is May 15
- Next Region 9 deadline is May 30
- GO Virginia Board Meeting is June 24, 2:00 pm to 4:30 pm
- Region 9 deadline September 9

**Action Items**

- Advance Contract with Camoin & Associates for “Venture Hub” Business Plan
- Advance RFQ for Region 9 Growth Plan Update
- Identifying resources for grant/project administration