



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

**REGIONAL COUNCIL 9
OCTOBER 14, 2020
2:00 PM to 4:00 PM
Zoom Link or Call-In**

Due to the COVID crisis this meeting was held via electronic means details included with this agenda.

*Public Comments are welcome. To submit a public comment form, enclosed, complete the attached form and email to sholland@centralvirginia.org

AGENDA

- | | |
|---|----------------------------------|
| 1. Welcome | Ed Scott, Chair |
| 2. Roll Call | Shannon Holland, Director |
| 3. Public Comment | Ed Scott |
| 4. Approve Council Business | Ed Scott |
| a. Meeting Minutes | |
| b. Financials – Year End Numbers (Chip Boyles, Treasurer) | |
| c. YEP ECB Extension | |
| 5. Strike Force Update | Ed Scott |
| 6. Project Review and Vote | Ed Scott |
| • Venture Central | |
| 7. Inter-Regional Project Review and Vote | Ed Scott |
| • VA Bio Connect as Partner Region | |
| 8. Chair Update | Ed Scott |
| • GENEDGE Statewide Project Update (Tom Click) | |
| • YEP ECB project update (Miles Friedman) | |
| • CEDS update (Patrick Mauney /Chip Boyles) | |
| • Dashboard | |
| • Other | |
| 9. Director Update | Shannon Holland |
| 10. Other Business | Ed Scott |
| 11. Adjourn | Ed Scott |

Shannon Holland is inviting you to a scheduled Zoom meeting.

Topic: GO Virginia Region 9 Council Meeting

Time: Oct 14, 2020 02:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

<https://zoom.us/j/99286418134?pwd=RzVxZnczazNmaEt6OGtqQk9MRmkydz09>

Meeting ID: 992 8641 8134

Passcode: 167810

One tap mobile

+19292056099,,99286418134#,,,,,0#,,167810# US (New York)

+13017158592,,99286418134#,,,,,0#,,167810# US (Germantown)

Dial by your location

+1 929 205 6099 US (New York)

+1 301 715 8592 US (Germantown)

+1 312 626 6799 US (Chicago)

+1 669 900 6833 US (San Jose)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

Meeting ID: 992 8641 8134

Passcode: 167810

Find your local number: <https://zoom.us/u/at9uJD5yy>

Region 9 Council Meeting PUBLIC COMMENT FORM



Provide your public comments below. These comments will be read during Region 9 Council Meeting for which they are submitted. Simply email completed form as an attachment to sholland@centralvirginia.org with the subject line "Region 9 Meeting Public Comments" and include the meeting date. Submissions will be accepted until at 7 am on the day of the meeting.

Name: _____

Organization: _____

Email: _____

Comments in the area below:



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

REGIONAL COUNCIL 9

JULY 23, 2020

9:30 AM to 11:30 AM

Zoom Link or Call-In

Due to the COVID crisis this meeting was held via electronic means details included.

MINUTES

Attending Council Members: Ed Scott, EcoSeptix Alliance (Chair); Ed Dalrymple, Cedar Mountain Stone (Vice Chair); Chip Boyles, Thomas Jefferson Planning District Commission (Treasurer); Alicia Pitorri, Bank of America; Andy Wade, Louisa County; Brian Cole, LexisNexis; Christian Goodwin, Louisa County; Felix Sarfo-Kantanka, Dominion Energy; Hon. Jim Crozier, Orange County; Hon. Tony O'Brien, Fluvanna County; Jan Gullickson, Germanna Community College; Jim Cheng, Cav Angels; Kim Blosser, Lord Fairfax Community College; Kurt Krueger, McGuireWoods; Liz Walters, Bingham & Taylor; Mansour Azimipour, A & K Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Ray Knott, Atlantic Union Bank; Tom Click, Patriot Industries; Yolunda Harrell, Taste of Home

Special Guest: Frank Friedman, Piedmont Virginia Community College as Special Guest of the Council

Absent Council Members: Miles Friedman, Fauquier County; Pace Lochte, University of Virginia Economic Development; Paul McCulla, Fauquier County

Staff: Shannon Holland, Helen Cauthen, Kristy Dancy

Guests: Amy Adams, Institute for Biohealth Innovation at GMU; Deborah Roder Prince Edward County; John Newby, VA Bio; Liz Povar, Region 3/Riverlink; Nikki Hastings, CvilleBioHub

Welcome

Ed Scott opened the meeting at 9:31 am and announced that meeting was being held via zoom because of the state of emergency declared by the Governor. Ed Scott welcomed Alicia Pitorri, Yolunda Harrell and Kim Blosser to the Council as new members and thanked Frank Friedman for attending as Special Guest of the Council.

Roll Call

Kristy Dancy completed a roll call of Council Membership to determine attendance and quorum as noted above.

Public Comment

Ed Scott asked if any Public Comments had been received for the meeting. Shannon Holland stated that no public comments forms had been received.

Approve Council Business

Ed Scott stated that for expediency general business items were grouped together for one roll call vote and asked if there were any discussion or request to do differently. No discussion was offered.

Ed Scott asked for any comments on the Minutes. None were offered. Then, Chip Boyles provided his Treasurer Report, including these highlights:

- Regarding the year-to-date Income Statement for Capacity Building, with 92% of the fiscal year completed, the Council has received \$149,469 of the budgeted \$250,000 or roughly 60% of the annual budgeted revenues.
- Total expenses are where they should be also at 60% of the budgeted \$250,000 annual expenses with lower than expected costs in employee expenses, legal services, rent, meeting expenses and marketing have resulted in the lowered expenses for the year.
- The total projects income statement shows 24% of the \$2,543,037 budget expended. This does not reflect a full year-to-date spending ratio since some projects began after the July 1, 2019 and do not spend funds evenly throughout the project life. All projects are spending accordingly to their own timelines with the Cville BioHub and Site Readiness projects being almost fully spent out.
- The balance sheet reflects a cash balance of \$75.41 with \$68,493 in accounts receivables from DHCD and accrued receivables of \$4,243 for Total Current Assets of \$72,812.
- The offsetting Liabilities and equity of \$72,812 include \$54,698 payable to CVPED, accrued expenses of \$4,243 and total equity of unrestricted assets of \$13,870.

Ed Scott asked if there were any issues on the Council Calendar as presented. None were offered.

Ed Scott then said that staff was requesting approval of the Capacity Building contract and the Project Contract Template in the packet. Staff has advised that the Capacity Building Contract is somewhat routine since it is signed annually and that approving the Project Contract Template would streamline getting awarded projects under contract. Ed Scott stated that staff would then only need to update project specific items and then advance contract for signature.

Ed Scott asked if there were any questions or discussion on any of the items presented. No discussion was offered.

Kurt Krueger made a motion to approve the Meeting Minutes, Financials, Council Calendar, Capacity Building Contract and the Project Contract Template as presented. Jan Gullickson seconded the motion. A roll call vote was performed and the motion carried.

Strike Force Update, as needed

Ed Scott reported that the Strike Force had not received any new grant proposals but that the Strike Force did participate with the Growing Existing Business Task Force to review the submitted ERR proposal and other Inter-Regional requests on Monday, July 20. When the Propel CV proposal was withdrawn the group instead pre-reviewed the Inter Regional requests and discussed some general recommendations for the Council to consider.

Project Review and Vote, as needed

Ed Scott again noted that the proposal that was to be reviewed at this meeting had been withdrawn.

Inter-Regional Project Review and Vote, as needed

Ed Scott shared that due to the growth of the GO Virginia program the number of statewide competitive projects has accelerated and that the Council had 3 requests for Letters of Support for Inter-Regional projects as well as a request from the GENEDGE "Retooling" project.

- **VA Bio Connect Presentation - Collaborating Region Support**

Ed Scott introduced John Newby, VA Bio, and, Nikki Hastings, CvilleBioHub as the presenters for the applicant team for the statewide VA Bio Connect proposal being led by Region 4 and for which Region 9 was being engaged as a collaborating partner. Ed Scott shared that the Task Force reviewed the project white paper and a previous version of the PowerPoint and recommends that the Council support this project.

Ray Knott made a motion that the Council endorse the project concept and serve as a

collaborative region to advance the proposal to the State Board. Alicia Pitorri seconded the motion. A roll call vote was taken and the motion carried.

- **MBC Middle Mile Broadband - Letter of Support Request**

Ed Scott introduced the project by noting that the MBC Middle Miles Broadband project had already been approved by Region 3 as an Enhanced Capacity Building grant with a Letter of Support from Region 4. Ed Scott noted that the applicant is requesting a Letter of Support from Region 9 noting that there was no financial support requested. Ed Scott said that the Task Force review group discussed the project and they discussed it was difficult to know the support of impacted Region 9 localities and whether or not this particular project would be a priority for Region 9 in the time available. Ed Scott added that feedback was subsequently requested from impacted localities and the responses varied greatly from “we don’t oppose it” to “we have technical questions” to full support. Ed Scott added that he understood that this proposal was already submitted to DHCD for administrative approval and that a Region 9 Letter of Support by the end of July should be helpful in procuring the EDA funding for the project.

Jim Crozier made a motion that the Council provide no Letter of Support at this time but encourage the impacted counties and the Central Virginia Partnership consider writing letters. Felix Sarfo-Kantanka seconded the motion. After a roll call vote the motion carried.

- **SBDC - Letter of Support Request**

Ed Scott noted that the incoming Region 7 Chair had invited him to attend a meeting about this about this statewide proposal where Region 9 expressed initial concerns that funding the entire SBA match of 1.6m would dis-incentivize localities that could contribute to perhaps not contribute. Others on that call expressed a similar concern. Ed Scott added that we understand the applicant may be “sharpening the pencil” as a result and that the Region 7 staff were helping the applicant develop programmatic changes that would establish quarterly evaluation and a process to vet each regional SBDC’s funds request. Ed Scott added that the Task Force recommended that due to the extraordinary impact of COVID this proposal was appropriate as an ERR grant but would like to see something in the proposal that manages the “dis-incentivizing” of locality funding .

Ed Dalrymple made a motion that the Council approve a Letter of Support considering the extraordinary circumstances and suggest that measures be in place to prevent “dis-incentivizing” localities from contributing. Ray Knott seconded the motion. Yolunda Harrell abstained. After a roll call vote the motion carried.

- **GENEDGE “Retooling” Advisory Committee Appointment**

Ed Scott noted that he and the Task Force would like to recommend that Tom Click serve on behalf of Region 9 on the GENEDGE “Retooling” Advisory Committee and asked if there were any other nominations. None were offered.

Ray Knott made a motion to approve Tom Click to represent Region 9 on the GENEDGE “Retooling” Advisory Committee. Brian Cole seconded the motion. After a roll call vote the motion carried.

Chair Update

Referring to the Region 9 Dashboard, Ed Scott noted that effective July 1st the region has an additional \$1,000,000 available in per capita funding- so total available per capita funds are just over \$1,300,000 and that there is still over \$700,000 in ERR funding available as well. Ed Scott also asked if any members would prefer to serve on a Task Force other than the one assigned to let him know. Ed Scott also asked that Council Members be aware that the developing the next Growth Plan Update would likely begin in Spring 2021 with the final report likely due by Fall 2021.

Director Update, as needed

Shannon Holland asked that all those who received a COIA training request to please complete and advise her by September 1 for Council compliance and she added that DHCD was announcing a new compliance workflow soon. Shannon Holland finished by sharing that the VEDP statewide site characterization analysis had been reviewed with localities via meetings set up by the Partnership and that she had emailed Fauquier County to see if they wanted to set up a similar meeting to ensure that all of Region 9 had been included.

Other Business

Ed Scott noted that Patrick Mauney had a request for a Letter of Support. Patrick Mauney shared that Planning District 9 and Planning District 10 were combining efforts to apply for Comprehensive Economic Development Strategy (CEDs) application from the US EDA and a Letter of Support would be helpful.

Tony O'Brien made a motion to offer a Letter of Support for the CEDS plan. Brian Cole seconded the motion. After a roll call vote the motion carried.

Jan Gullickson raised the request that the Council consider doing some work on broadband because it was very important for regional community colleges.

Adjourn

At 11:00 Ed Scott said if there was no other business he would entertain a motion to adjourn.

Tony O'Brien made a motion to adjourn. Brian Cole seconded the motion.

Topic: Region 9 Council Meeting

Time: Jul 23, 2020 09:30 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://zoom.us/j/95679397892>

Meeting ID: 956 7939 7892

One tap mobile

+13126266799,,95679397892# US (Chicago)

+19292056099,,95679397892# US (New York)

Dial by your location

+1 312 626 6799 US (Chicago)

+1 929 205 6099 US (New York)

+1 301 715 8592 US (Germantown)

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

+1 253 215 8782 US (Tacoma)

Meeting ID: 956 7939 7892

Find your local number: <https://zoom.us/u/aJu1XO9G3>

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)
July 2019 through June 2020

	Capacity Building		
	Jul '19 - Jun 20	Budget	% of Budget
Income			
41520 · State Grants	273,143.61	250,000.00	109.26%
Total Income	<u>273,143.61</u>	<u>250,000.00</u>	<u>109.26%</u>
Gross Profit	273,143.61	250,000.00	109.26%
Expense			
01250 · General Administration	7,405.92	15,000.00	49.37%
51000 · Employee Expenses			
51100 · Salaries and Wages	94,413.18	0.00	100.0%
51300 · Fringe benefits	50,069.28	0.00	100.0%
51500 · Employee Recruitment Exp	13.00		
52160 · Temporary Employees	1,370.55		
51000 · Employee Expenses - Other	0.00	150,000.00	0.0%
Total 51000 · Employee Expenses	<u>145,866.01</u>	<u>150,000.00</u>	<u>97.24%</u>
52100 · Contract services			
52120 · Auditing Services	4,509.09	6,000.00	75.15%
52130 · Legal services	0.00	1,500.00	0.0%
52140 · Benefits administration	164.47		
52150 · Technical support services (IT)	581.71	0.00	100.0%
52100 · Contract services - Other	0.00	500.00	0.0%
Total 52100 · Contract services	<u>5,255.27</u>	<u>8,000.00</u>	<u>65.69%</u>
53000 · Non-personnel Exp	6.07		
53100 · Supplies & Equipment	1,709.72	1,500.00	113.98%
53211 · Rent	8,224.14	10,000.00	82.24%
53300 · Travel	2,735.80	2,500.00	109.43%
53700 · Meetings & Workshops	3,839.88	6,000.00	64.0%
53800 · Marketing, Outreach, & Website	606.31	7,000.00	8.66%
54000 · Program expenses	97,494.49	50,000.00	194.99%
Total Expense	<u>273,143.61</u>	<u>250,000.00</u>	<u>109.26%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

GO Virginia
Capacity Building - Statement of Income and Expense (Detail)
 July 2019 through June 2020

		Capacity Building		
		Jul '19 - Jun 20	Budget	% of Budget
Income				
FY19	41520 · State Grants	108,869.74		100.0%
FY20	41520 · State Grants	164,273.87	250,000.00	65.71%
Total Income		273,143.61	250,000.00	109.26%
Gross Profit		273,143.61	250,000.00	109.26%
Expense				
FY19	01250 · General Administration	6,069.83		100.0%
FY20	01250 · General Administration	1,336.09	15,000.00	8.91%
		7,405.92	15,000.00	49.37%
51000 · Employee Expenses				
FY19	51100 · Salaries and Wages	24,220.71		
FY20	51100 · Salaries and Wages	70,192.47		
FY19	51300 · Fringe benefits	24,687.75		
FY20	51300 · Fringe benefits	25,381.53		
FY19	51500 · Employee Recruitment Exp			
FY20	51500 · Employee Recruitment Exp	13.00		
FY19	52160 · Temporary Employees			
FY20	52160 · Temporary Employees	1,370.55		
Total 51000 · Employee Expenses		145,866.01	150,000.00	97.24%
52100 · Contract services				
FY19	52120 · Auditing Services	4,509.09		
FY20	52120 · Auditing Services		6,000.00	0.0%
		4,509.09	6,000.00	75.15%
FY19	52130 · Legal services			
FY20	52130 · Legal services		1,500.00	0.0%
		0.00	1,500.00	0.0%
FY19	52140 · Benefits administration			
FY20	52140 · Benefits administration	164.47		
		164.47	0.00	100.0%
FY19	52150 · Technical support services (IT)			
FY20	52150 · Technical support services (IT)	581.71	0.00	100.0%
		581.71	0.00	100.0%
FY19	52100 · Contract services - Other			
FY20	52100 · Contract services - Other		500.00	0.0%
Total 52100 · Contract services		5,255.27	8,000.00	65.69%
FY19	53000 · Non-personnel Exp			
FY20	53000 · Non-personnel Exp	6.07		
FY19	53100 · Supplies & Equipment	43.93		
FY20	53100 · Supplies & Equipment	1,665.79	1,500.00	111.05%
		1,709.72	1,500.00	113.98%
FY19	53211 · Rent	2,473.50		
FY20	53211 · Rent	5,750.64	10,000.00	57.51%
		8,224.14	10,000.00	82.24%
FY19	53300 · Travel	1,482.24		
FY20	53300 · Travel	1,253.56	2,500.00	50.14%
		2,735.80	2,500.00	109.43%
FY19	53700 · Meetings & Workshops	850.78		
FY20	53700 · Meetings & Workshops	2,989.10	6,000.00	49.82%
		3,839.88	6,000.00	64.0%
FY19	53800 · Marketing, Outreach, & Website	148.00		
FY20	53800 · Marketing, Outreach, & Website	458.31	7,000.00	6.55%
		606.31	7,000.00	8.66%
FY19	54000 · Program expenses	48,893.00 *		
FY20	54000 · Program expenses	48,601.49	50,000.00	97.2%
		97,494.49	50,000.00	194.99%
Total Expense		273,143.61	250,000.00	109.26%
Net Income		0.00	0.00	0.0%

FY19 FUNDS SPENT:	113,378.83
FY20 FUNDS SPENT:	159,764.78
REMAINING FY20 FUNDS:	90,062.73

GO Virginia
Statement of Financial Position
As of June 30, 2020

	June 30, 2020
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	75.41
Total Checking/Savings	75.41
Accounts Receivable	
11000 · Accounts Receivable	192,283.93
Total Accounts Receivable	192,283.93
Other Current Assets	
11100 · Accrued Receivable	8,580.09
Total Other Current Assets	8,580.09
Total Current Assets	200,939.43
TOTAL ASSETS	200,939.43
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	101,850.25
20004 · Due to CVPED	90,233.02
Total Accounts Payable	192,083.27
Other Current Liabilities	
25060 · Accrued Expenses - Other	8,580.09
Total Other Current Liabilities	8,580.09
Total Current Liabilities	200,663.36
Total Liabilities	200,663.36
Equity	
Net Income	276.07
Total Equity	276.07
TOTAL LIABILITIES & EQUITY	200,939.43

GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through June 2020

	Crafting a New Normal			Project Rebound		
	(Projects)			(Projects)		
	As of Jun 2020	Budget	% of Budget	As of Jun 2020	Budget	% of Budget
Income						
41520 · State Grants	20.40	44,000.00	0.05%	0.00	80,000.00	0.0%
Total Income	<u>20.40</u>	<u>44,000.00</u>	<u>0.05%</u>	<u>0.00</u>	<u>80,000.00</u>	<u>0.0%</u>
Gross Profit	20.40	44,000.00	0.05%	0.00	80,000.00	0.0%
Expense						
01250 · General Administration	20.40	3,520.00	0.58%	0.00		
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	0.00	10,000.00	0.0%	0.00	80,000.00	0.0%
54440 · Equipment	0.00			0.00		
54441 · Construction	0.00			0.00		
54442 · Training	0.00	22,500.00	0.0%	0.00		
54443 · Site Work	0.00			0.00		
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00	480.00	0.0%	0.00		
54452 · Rent/Lease	0.00			0.00		
54453 · Salaries	0.00			0.00		
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00			0.00		
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00	6,000.00	0.0%	0.00		
54462 · Legal Expenses	0.00	1,500.00	0.0%	0.00		
Total 54400 · Project related expenses	<u>0.00</u>	<u>40,480.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>80,000.00</u>	<u>0.0%</u>
Total 54000 · Program expenses	<u>0.00</u>	<u>40,480.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>80,000.00</u>	<u>0.0%</u>
Total Expense	<u>20.40</u>	<u>44,000.00</u>	<u>0.05%</u>	<u>0.00</u>	<u>80,000.00</u>	<u>0.0%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through June 2020

	Project Reconnect			CV Workforce Recovery		
	(Projects)			(Projects)		
	As of Jun 2020	Budget	% of Budget	As of Jun 2020	Budget	% of Budget
Income						
41520 · State Grants	6.64	99,500.00	0.01%	8,361.36	99,500.00	8.4%
Total Income	<u>6.64</u>	<u>99,500.00</u>	<u>0.01%</u>	<u>8,361.36</u>	<u>99,500.00</u>	<u>8.4%</u>
Gross Profit	6.64	99,500.00	0.01%	8,361.36	99,500.00	8.4%
Expense						
01250 · General Administration	6.64	7,800.00	0.09%	4.76	7,500.00	0.06%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	0.00	19,000.00	0.0%	0.00	7,500.00	0.0%
54440 · Equipment	0.00			0.00		
54441 · Construction	0.00			0.00		
54442 · Training	0.00			0.00		
54443 · Site Work	0.00			0.00		
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00	1,000.00	0.0%	0.00		
54452 · Rent/Lease	0.00	2,900.00	0.0%	350.90	4,000.00	8.77%
54453 · Salaries	0.00	56,200.00	0.0%	6,602.23	50,000.00	13.2%
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00	11,000.00	0.0%	1,315.45	14,500.00	9.07%
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00	1,000.00	0.0%
54459 · Other - Solutions Implementatio	0.00			88.02	15,000.00	0.59%
54461 · Other - Program Deliverables	0.00	1,600.00	0.0%	0.00		
54462 · Legal Expenses	0.00			0.00		
Total 54400 · Project related expenses	<u>0.00</u>	<u>91,700.00</u>	<u>0.0%</u>	<u>8,356.60</u>	<u>92,000.00</u>	<u>9.08%</u>
Total 54000 · Program expenses	<u>0.00</u>	<u>91,700.00</u>	<u>0.0%</u>	<u>8,356.60</u>	<u>92,000.00</u>	<u>9.08%</u>
Total Expense	<u>6.64</u>	<u>99,500.00</u>	<u>0.01%</u>	<u>8,361.36</u>	<u>99,500.00</u>	<u>8.4%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through June 2020

	Biotech Innovation Cluster			Adult Beverage		
	(Projects)			(Projects)		
	As of Jun 2020	Budget	% of Budget	As of Jun 2020	Budget	% of Budget
Income						
41520 · State Grants	87,066.82	548,000.00	15.89%	29,344.03	249,472.00	11.76%
Total Income	<u>87,066.82</u>	<u>548,000.00</u>	<u>15.89%</u>	<u>29,344.03</u>	<u>249,472.00</u>	<u>11.76%</u>
Gross Profit	87,066.82	548,000.00	15.89%	29,344.03	249,472.00	11.76%
Expense						
01250 · General Administration	1,540.10	36,000.00	4.28%	4,435.52	11,779.00	37.66%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00	30,000.00	0.0%	0.00		
54430 · Contract Services	18,107.47	100,000.00	18.11%	0.00	6,700.00	0.0%
54440 · Equipment	0.00			1,775.66	120,900.00	1.47%
54441 · Construction	0.00			0.00		
54442 · Training	8,333.00	42,000.00	19.84%	0.00		
54443 · Site Work	0.00			4,850.00	81,500.00	5.95%
54444 · Other - App/Lic/Materials	0.00			90.00	930.00	9.68%
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	25.00	8,000.00	0.31%	0.00		
54451 · Travel	0.00	12,000.00	0.0%	0.00	750.00	0.0%
54452 · Rent/Lease	4,200.00	40,000.00	10.5%	0.00		
54453 · Salaries	40,610.75	150,000.00	27.07%	16,900.00	25,000.00	67.6%
54454 · Other - Website	283.00	15,000.00	1.89%	0.00		
54455 · Fringe Benefits	1,652.50	23,000.00	7.19%	1,292.85	1,913.00	67.58%
54456 · Machinery/Tools	853.73	14,000.00	6.1%	0.00		
54457 · Marketing/Advertising/Promotion	2,788.00	30,000.00	9.29%	0.00		
54458 · Planning Assessment	8,673.27	48,000.00	18.07%	0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
Total 54400 · Project related expenses	<u>85,526.72</u>	<u>512,000.00</u>	<u>16.7%</u>	<u>24,908.51</u>	<u>237,693.00</u>	<u>10.48%</u>
Total 54000 · Program expenses	<u>85,526.72</u>	<u>512,000.00</u>	<u>16.7%</u>	<u>24,908.51</u>	<u>237,693.00</u>	<u>10.48%</u>
Total Expense	<u>87,066.82</u>	<u>548,000.00</u>	<u>15.89%</u>	<u>29,344.03</u>	<u>249,472.00</u>	<u>11.76%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through June 2020**

	CvilleBioHub			Cybersecurity		
	(Projects)			(Projects)		
	As of Jun 2020	Budget	% of Budget	As of Jun 2020	Budget	% of Budget
Income						
41520 · State Grants	83,352.83	83,540.00	99.78%	89,758.51	100,000.00	89.76%
Total Income	<u>83,352.83</u>	<u>83,540.00</u>	<u>99.78%</u>	<u>89,758.51</u>	<u>100,000.00</u>	<u>89.76%</u>
Gross Profit	83,352.83	83,540.00	99.78%	89,758.51	100,000.00	89.76%
Expense						
01250 · General Administration	4,900.02	5,087.19	96.32%	1,630.56	8,000.00	20.38%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	1,500.00	1,500.00	100.0%	0.00		
54440 · Equipment	0.00			12,505.03	12,650.00	98.85%
54441 · Construction	0.00			0.00		
54442 · Training	0.00			15,000.00	15,000.00	100.0%
54443 · Site Work	0.00			0.00		
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	4,629.96	4,629.96	100.0%	0.00		
54446 · Other - Meeting & Office Space	8,063.00	8,063.00	100.0%	0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	7,909.85	7,909.85	100.0%	0.00		
54452 · Rent/Lease	0.00			0.00		
54453 · Salaries	51,350.00	51,350.00	100.0%	50,272.92	54,000.00	93.1%
54454 · Other - Website	5,000.00	5,000.00	100.0%	0.00		
54455 · Fringe Benefits	0.00			10,350.00	10,350.00	100.0%
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
Total 54400 · Project related expenses	<u>78,452.81</u>	<u>78,452.81</u>	<u>100.0%</u>	<u>88,127.95</u>	<u>92,000.00</u>	<u>95.79%</u>
Total 54000 · Program expenses	<u>78,452.81</u>	<u>78,452.81</u>	<u>100.0%</u>	<u>88,127.95</u>	<u>92,000.00</u>	<u>95.79%</u>
Total Expense	<u>83,352.83</u>	<u>83,540.00</u>	<u>99.78%</u>	<u>89,758.51</u>	<u>100,000.00</u>	<u>89.76%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through June 2020**

	Site Readiness			GWC PTEC		
	(Projects)			(Projects)		
	As of Jun 2020	Budget	% of Budget	As of Jun 2020	Budget	% of Budget
Income						
41520 · State Grants	55,500.26	58,675.00	94.59%	195,890.45	244,300.00	80.18%
Total Income	<u>55,500.26</u>	<u>58,675.00</u>	<u>94.59%</u>	<u>195,890.45</u>	<u>244,300.00</u>	<u>80.18%</u>
Gross Profit	55,500.26	58,675.00	94.59%	195,890.45	244,300.00	80.18%
Expense						
01250 · General Administration	275.26	800.00	34.41%	4,232.70	9,559.59	44.28%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	55,225.00	57,875.00	95.42%	0.00		
54440 · Equipment	0.00			0.00		
54441 · Construction	0.00			57,646.63	96,300.00	59.86%
54442 · Training	0.00			0.00		
54443 · Site Work	0.00			0.00		
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00			0.00		
54448 · Other - Workspace	0.00			0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00			0.00		
54452 · Rent/Lease	0.00			0.00		
54453 · Salaries	0.00			0.00		
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00			0.00		
54456 · Machinery/Tools	0.00			133,440.41	133,440.41	100.0%
54457 · Marketing/Advertising/Promotion	0.00			570.71	5,000.00	11.41%
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
Total 54400 · Project related expenses	<u>55,225.00</u>	<u>57,875.00</u>	<u>95.42%</u>	<u>191,657.75</u>	<u>234,740.41</u>	<u>81.65%</u>
Total 54000 · Program expenses	<u>55,225.00</u>	<u>57,875.00</u>	<u>95.42%</u>	<u>191,657.75</u>	<u>234,740.41</u>	<u>81.65%</u>
Total Expense	<u>55,500.26</u>	<u>58,675.00</u>	<u>94.59%</u>	<u>195,890.45</u>	<u>244,300.00</u>	<u>80.18%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through June 2020

	Catalyst (Projects)			Regional Business Park (Projects)		
	As of Jun 2020	Budget	% of Budget	As of Jun 2020	Budget	% of Budget
Income						
41520 · State Grants	32,159.47	475,200.00	6.77%	172,746.25	600,850.00	28.75%
Total Income	<u>32,159.47</u>	<u>475,200.00</u>	<u>6.77%</u>	<u>172,746.25</u>	<u>600,850.00</u>	<u>28.75%</u>
Gross Profit	32,159.47	475,200.00	6.77%	172,746.25	600,850.00	28.75%
Expense						
01250 · General Administration	2,159.47	35,200.00	6.14%	1,521.25	2,500.00	60.85%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00		
54430 · Contract Services	0.00	75,000.00	0.0%	0.00		
54440 · Equipment	0.00			0.00		
54441 · Construction	0.00			0.00		
54442 · Training	0.00			0.00		
54443 · Site Work	0.00			171,225.00	598,350.00	28.62%
54444 · Other - App/Lic/Materials	0.00			0.00		
54445 · Other - Materials and Analysis	0.00			0.00		
54446 · Other - Meeting & Office Space	0.00			0.00		
54447 · Other - Programming	0.00	20,000.00	0.0%	0.00		
54448 · Other - Workspace	30,000.00	75,000.00	40.0%	0.00		
54449 · Meetings and Facilitation	0.00			0.00		
54450 · Supplies	0.00			0.00		
54451 · Travel	0.00	20,000.00	0.0%	0.00		
54452 · Rent/Lease	0.00			0.00		
54453 · Salaries	0.00	250,000.00	0.0%	0.00		
54454 · Other - Website	0.00			0.00		
54455 · Fringe Benefits	0.00			0.00		
54456 · Machinery/Tools	0.00			0.00		
54457 · Marketing/Advertising/Promotion	0.00			0.00		
54458 · Planning Assessment	0.00			0.00		
54459 · Other - Solutions Implementatio	0.00			0.00		
54461 · Other - Program Deliverables	0.00			0.00		
54462 · Legal Expenses	0.00			0.00		
Total 54400 · Project related expenses	<u>30,000.00</u>	<u>440,000.00</u>	<u>6.82%</u>	<u>171,225.00</u>	<u>598,350.00</u>	<u>28.62%</u>
Total 54000 · Program expenses	<u>30,000.00</u>	<u>440,000.00</u>	<u>6.82%</u>	<u>171,225.00</u>	<u>598,350.00</u>	<u>28.62%</u>
Total Expense	<u>32,159.47</u>	<u>475,200.00</u>	<u>6.77%</u>	<u>172,746.25</u>	<u>600,850.00</u>	<u>28.75%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

GO Virginia Projects - Statement of Income and Expense From Beginning of All Projects through June 2020

	Young Entrepreneurs			Total Projects		
	(Projects)					
	As of Jun 2020	Budget	% of Budget	As of Jun 2020	Budget	% of Budget
Income						
41520 · State Grants	36,106.13	83,500.00	43.24%	790,313.15	2,766,537.00	28.57%
Total Income	<u>36,106.13</u>	<u>83,500.00</u>	<u>43.24%</u>	<u>790,313.15</u>	<u>2,766,537.00</u>	<u>28.57%</u>
Gross Profit	36,106.13	83,500.00	43.24%	790,313.15	2,766,537.00	28.57%
Expense						
01250 · General Administration	2,232.39	5,000.00	44.65%	22,959.07	132,745.78	17.3%
54000 · Program expenses						
54400 · Project related expenses						
54425 · Architectural and Engineering	0.00			0.00	30,000.00	0.0%
54430 · Contract Services	29,999.97	50,000.00	60.0%	104,832.44	407,575.00	25.72%
54440 · Equipment	0.00			14,280.69	133,550.00	10.69%
54441 · Construction	0.00			57,646.63	96,300.00	59.86%
54442 · Training	0.00			23,333.00	79,500.00	29.35%
54443 · Site Work	0.00			176,075.00	679,850.00	25.9%
54444 · Other - App/Lic/Materials	0.00			90.00	930.00	9.68%
54445 · Other - Materials and Analysis	0.00			4,629.96	4,629.96	100.0%
54446 · Other - Meeting & Office Space	0.00			8,063.00	8,063.00	100.0%
54447 · Other - Programming	0.00			0.00	20,000.00	0.0%
54448 · Other - Workspace	0.00			30,000.00	75,000.00	40.0%
54449 · Meetings and Facilitation	432.90	12,500.00	3.46%	432.90	12,500.00	3.46%
54450 · Supplies	3,328.66	15,000.00	22.19%	3,353.66	23,000.00	14.58%
54451 · Travel	112.21	1,000.00	11.22%	8,022.06	43,139.85	18.6%
54452 · Rent/Lease	0.00			4,550.90	46,900.00	9.7%
54453 · Salaries	0.00			165,735.90	636,550.00	26.04%
54454 · Other - Website	0.00			5,283.00	20,000.00	26.42%
54455 · Fringe Benefits	0.00			14,610.80	60,763.00	24.05%
54456 · Machinery/Tools	0.00			134,294.14	147,440.41	91.08%
54457 · Marketing/Advertising/Promotion	0.00			3,358.71	35,000.00	9.6%
54458 · Planning Assessment	0.00			8,673.27	49,000.00	17.7%
54459 · Other - Solutions Implementatio	0.00			88.02	15,000.00	0.59%
54461 · Other - Program Deliverables	0.00			0.00	7,600.00	0.0%
54462 · Legal Expenses	0.00			0.00	1,500.00	0.0%
Total 54400 · Project related expenses	<u>33,873.74</u>	<u>78,500.00</u>	<u>43.15%</u>	<u>767,354.08</u>	<u>2,633,791.22</u>	<u>29.14%</u>
Total 54000 · Program expenses	<u>33,873.74</u>	<u>78,500.00</u>	<u>43.15%</u>	<u>767,354.08</u>	<u>2,633,791.22</u>	<u>29.14%</u>
Total Expense	<u>36,106.13</u>	<u>83,500.00</u>	<u>43.24%</u>	<u>790,313.15</u>	<u>2,766,537.00</u>	<u>28.57%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

**COMMONWEALTH OF VIRGINIA
GO VIRGINIA PER CAPITA ALLOCATION GRANT CONTRACT
NUMBER 19-GOVA-09C
AMENDMENT**

In accordance with the request of the SUBGRANTEE and GRANTEE, the DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (DHCD) is amending the above referenced GO VIRGINIA Per Capita contract in the following two ways:

- I. Extend Project End date from **September 30, 2020** ~~to 2020~~ to December 31, 2020 for the “Young Entrepreneurs Program Resource” project. Due to COVID-19, which shut down the local schools and government offices for a period of time earlier this year, the SUBGRANTEE will need more time to administratively closeout the project. This additional time would allow the SUBGRANTEE to process invoices and payment from the end of the program, collect remaining in-kind documentation from partners, and prepare the final reimbursements and the project closeout reports.

- II. Add the following additional language to allow for a 90-day period of time after Project End Date to submit final request for payment:

The project shall commence on the Project Start Date, and shall terminate no later than the Project End Date. Funds not expended by those dates may be subject to re-appropriation, unless the GRANTEE has received explicit approval by WRITTEN NOTICE from DHCD to extend this AGREEMENT. Final requests for the funds must be made no later than 90 DAYS from the project end dates outlined in the AGREEMENT(s).

~~Please To~~ acknowledge ~~your~~ agreement to this amendment ~~by sign below.~~ signing below. This amendment will be attached to 19-GOVA-09C. The effective date of this amendment is September 24, 2020.

SUBGRANTEE
FAUQUIER COUNTY

BY: _____ DATE: _____

Paul S. McCulla, County Administrative, Fauquier County

GRANTEE
CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT

BY: _____ DATE: _____

Helen Cauthen, President, Central Virginia Partnership for Economic Development

REGIONAL COUNCIL 9

BY: _____ DATE: _____

Hon. Ed Scott, Chair

VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

BY: _____ DATE: _____

Erik C. Johnston, Director

FUNDING DASHBOARD
Region 9 - Piedmont Opportunity Corridor
As of October 14, 2020

PER CAPITA FUNDING (Regional)

FY July 1- June 30	Per Capita/ECB Allocation*	Added from Capacity Building	Rollover from prior year	Total Available for Projects	YTD Total Awarded	Funds Remaining (if not used carried forward at FY end)
FY2018	546,301	250,000		796,301	727,447	68,854
FY2019	1,000,000	0	68,854	1,168,204	1,159,550	8,654
FY2020	1,000,000	0	8,654	1,008,654	647,500	361,154
FY2021	1,000,000	0	361,154	1,361,154	0	1,361,154

* Up to 250k total may be awarded each year from Per Capita Allocations

ECONOMIC RESILIENCY AND RECOVERY (ERR) FUNDING

4/18/2020 to 4/18/2021

FY	ERR Allocation*	Rollover from prior year	Total Available for Projects	YTD Total Awarded	Funds Remaining**
FY2020	1,000,000,	0	1,000,000	223,500	776,500

* Up to \$300,000 total may be awarded for FAST ACCESS <100k proposals

** \$76,500 remaining available for FAST ACCESS



**DIRECTOR UPDATE
REGIONAL COUNCIL 9 MEETING
OCTOBER 10, 2019**

Project Reporting:

- Quarterly projects reports submitted to DHCD through July 2019
- Next Quarterly projects reports are due around October 20, 2109

Project Budget Changes/Updates:

- Central Virginia Cybersecurity – All match funding documented (\$136,514)

Promotion/Outreach:

- Participated in Entrepreneurs and Espresso , Charlottesville, July 20
- Completed UNC Economic Development Course, August 1
- Young Entrepreneurs Grant Kick-off, August 15
- VEDP Products Team, Devils Backbone, Crafting Project, August 27
- Orange County EDPG Meeting, September 16
- Louisa Chamber Meeting, September 17
- Cybersecurity Grant ZOOM Meeting, September 19
- Attended Catalyst Selection Day, September 20
- Albemarle Broadband presentation (ABBA), September 25
- Completed “Venture Hub” Business Plan planning grant with presentation at October 10 Council Meeting
- Rural Entrepreneurship discussion at Central Virginia Partnership Meeting, October 4

Earned Media/Published Articles: (posted at GOVirginia9.org)

- Charlottesville’s EDA backs \$548,000 grant application Daily Progress September 11
- PRESS RELEASE: GO Virginia Region 9 Seeking Grant Proposals for Opportunities in New Plan Update September 11
- Beer Fundamentals RichmondMag.com September 4
- NBC29: GO Virginia Accelerator Program Aims to Help 20 Small Businesses, Startups July 22
- PRESS RELEASE: Regional Collaboration Supports New Business Accelerator in Region July 1
- Louisa County gets grant for business park The Central Virginian July 1
- Louisa County project to receive GO Virginia grant funding CBS19News.com June 25

Upcoming Dates

- GO Virginia Board Meeting, December 9
- Region 9 proposal deadline January 7, 2020

Plan Update

- Region 9 Growth & Diversification Plan Update approved by GO Virginia Board September 10

Action Items:

- Create quarterly project reporting summary for Council