



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

Approved at 2/28/2019 Region  
9 Council Meeting.

**REGIONAL COUNCIL 9  
JANUARY 31, 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); Pace Lochte, University of Virginia; Miles Friedman, Fauquier County; Ed Dalrymple, Cedar Mountain Stone; Ed Scott, EcoSeptix Alliance; Christian Goodwin, Louisa County; Mansour Azimipour, A & K Development; Andy Wade, Louisa County (Treasurer); Leigh Middleditch, McGuireWoods; Jan Gullickson, Germanna Community College Brian Cole, LexisNexis; and, the Hon. Tony O'Brien, Fluvanna County

**Absent Council Members:** Ray Knott, Union Bank & Trust; Chip Boyles, Thomas Jefferson Planning District Commission; David Pettit, Lenhart Pettit; 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.; and Patrick Mauney, Rappahannock-Rapidan Regional Commission;

**Guests:** David Holtzman, The Central Virginian; Phil Sheridan, Culpeper County; Denise Hubbard, UVA Economic Development; Roger Johnson, Albemarle County; Chris Engel, City of Charlottesville; and, Alan Yost, Greene County

**Staff:** Shannon Holland, Helen Cauthen

**1. Welcome**

Tom Click, Chair, opened the meeting at 9:39 AM.

**2. Public Comment**

Tom Click opened the floor for public comment. Public comment was given by Roger Johnson, Albemarle County Economic Development, and Chris Engel, City of Charlottesville Economic Development. Both spoke in support of the Planning Grant being considered by the Council.

**3. Other Business**

Tom Click moved the viewing of the Fauquier County Enterprise Center video to the top of the agenda. The video features entrepreneurial activities at three county centers. Miles Friedman mentioned that there would be 8 economic developers from the Central Virginia Partnership touring and discussing the centers on Friday, February 1. Shannon Holland and Uconda Dunn, Central Virginia Partnership, are collaborating to host the tour.

**4. Meeting Minutes**

***Ed Dalrymple made a motion to approve the December 12, 2018 Minutes as presented. Miles Friedman seconded the motion. The motion carried.***

**5. Financial Report**

Andy Wade presented the financial report as of November 30, 2018 and noted that Current Assets and Current Liabilities balanced at \$74,986. In referring to the Capacity Building Budget, he noted that there was a slightly different format designed to comply with new FASB Guideline, ASU-2016-14. The Region 9 Capacity Building Budget was \$361,111 but with the \$29,703 carried forward from last year the total

shown is \$390,814. Andy noted that the last two pages show the project budgets through November 30. Only two projects have submitted reimbursement requests: GWC PTEC and Site Readiness.

***Pace Lochte made a motion to approve the Financial Report. Christian Goodwin seconded the motion. The motion carried.***

## **6. Planning Grant Proposal**

Tom Click asked Shannon Holland to present the staff recommendation for a Planning Grant proposal after he noted that there are two pots of money for Council driven projects in the Capacity Building Budget. One pot is for planning grants at about \$52,000 and one, totaling \$111,111, is for projects with a match of fifty cents on the dollar.

Shannon Holland said that after the VRIC study was published and while the Region 9 GO Virginia TEconomy report was being developed, a group of economic developers began meeting to discuss possible next steps for the regional Entrepreneurship Ecosystem. This initial concept team included City of Charlottesville, Albemarle County, UVA, and the Central Virginia Partnership. A concept for a regional and community facing “front door” for entrepreneurship was developed with a working title of “Venture Hub”. The idea was tweaked with feedback from regional entrepreneurial organizations, such as CvilleBioHub, CBIC, CIC, Blue Morning, iLab, etc. The concept draft was included in the meeting packet.

After early community conversations, it was decided that a business model/or plan should be developed that would address potential governance, sustainability, site, implementation, and metrics. It was decided that the best approach would be to hire a consultant, an expert and disinterested third party, to make recommendations on these scope items. This Planning Grant will address the scope cited and included in the packet.

Shannon Holland and Helen Cauthen recommend funding the Planning Grant for reasons including:

- The project aligns with VRIC, Region 9 TEconomy Assessment Priorities, and the Region 9 Growth & Opportunity Plan.
- It is a next and foundational step for a regional entrepreneurship ecosystem.
- The Innovation & Entrepreneurship Task Force recommended at its January meeting that “Venture Hub” would be foundational community facing front door to advance regional ecosystem while the Council concurrently works with rural counties to establish activities that will eventually link together.
- From a high level view, establishing rural activity/centers while developing the hub will establish a network to connect throughout the region.

Shannon Holland also clarified that staff will be acting on behalf of the Council to create the RFP following Council’s procurement policy and would be responsible for managing the consultant. Shannon will collaborate with the GO Virginia Region 9 Entrepreneurship Ecosystem Task Force as well as members of the project’s initial concept team to evaluate and award the RFP.

Shannon Holland also stipulated that, at this point, it is not clear who will implement the business model/plan once created. However, governance recommendations in the report will guide that determination.

Favorable discussion in support of the project ensued including a recommendation to engage PVCC in this project. Shannon Holland said she would reach out to PVCC immediately following the meeting.

*Jan Gullickson made a motion to approve the “Venture Hub” planning grant for up to \$50,000, as proposed. Miles Friedman seconded the motion. The motion carried.*

## 7. Project Updates

- **Regional Business Park** – Andy Wade shared that the Louisa County Board of Supervisors approved a scaled-down regional business park at its January 22, 2019 meeting. The park will now be about 700 acres. Andy expects to submit an updated Per Capita proposal by the April 3 deadline.
- **Central Virginia Site Readiness** –Helen Cauthen shared that she will do a final project presentation at the February Council meeting.
- **Catalyst Accelerator Project** – Shannon Holland said that the proposal is expected to go before the GO Virginia Board on March 12.
- **GWC PTEC** - Ed Dalrymple shared that Euro-Composites Corporation has partnered with New Pathways, machinist training, as a vendor so that it can create customized training solutions at the school. Helen Cauthen suggested that the Central Virginia Partnership could work with regional Economic Development offices to identify machine shops in each county to which the program could be marketed to increase enrollment.

## 8. Chair Update

Referring to the Dashboard in the packet, Tom Click noted that the Council hasn’t awarded any Per-Capita projects in the current fiscal year yet. He noted that he expects that will change with the Catalyst project and a larger regional park proposal. He requested Council Members continue to share project ideas. Tom noted he will review website analytics to identify engagement trends. He then asked Ed Scott to share updates on any GO Virginia related legislation in the General Assembly. Ed Scott said there have been four bills introduced that may affect GO Virginia. SB 1492 is a bill to allow some FOIA exemptions for information provided in GO Virginia applications. The other three bills, SB 1594, SB 1651, and HB 2550, have been introduced by senior legislators addressing research and commercialization.

Tom Click then asked each Task Force Group to provide updates to the Council.

**Innovation & Entrepreneurship**– Jim Cheng shared that the Entrepreneurship Ecosystem Workgroup was disbanding since the TEconomy report is complete. He also shared that the group met in Warrenton on January 7 to identify top priorities from the TEconomy report and tour the Mason Enterprise Center. After touring the center, reviewing the TEconomy priorities, and discussing the “Venture Hub” initiative, the group decided that the best approach was to simultaneously advance different activities in rural counties while also advancing activities in in more entrepreneurial dense areas. Miles Friedman offered to host a tour of the enterprise centers for economic developers or to facilitate discussions around what approaches rural counties might take to advance entrepreneurial activities. At the Task Force request, Shannon has developed a survey to gauge reaction to potential priorities by county, as well.

Leigh Middleditch asked about future Hemp proposals. Jim Cheng indicated that there are several projects under discussion but they are not at a stage where a submission is imminent.

Miles Friedman shared that he is working on a Young Entrepreneurs proposal with Orange and Culpeper

that targets the April 3 deadline.

**Sites** – Helen Cauthen shared that she did a presentation at the Virginia Economic Development Association on the Council’s Regional Site Development project. She presented alongside VEDP, UVA Research Park, and Orange County.

**Growing Existing Business** – There was no discussion.

**Talent Development** – There was no discussion.

Tom shared that the Nominating Committee will be meeting soon in anticipation of the June Annual Meeting.

#### **9. Director Update**

Shannon Holland referred to the Director Report in the packet. She thanked Tom Click, Jim Cheng, David Pettit, Julia Skare for attending the Louisa County Board of Supervisors Meetings in support of the regional park. She shared that Region 9 is collaborating with DHCD to sponsor part of the Entrepreneurship Ecosystem Conference on Friday, April 12 at the Tom Tom Festival and to please save that date. Region 9 will lead the organization of activities that will likely include a panel including Dubby Wynne and Chris Lloyd, a breakfast mixer, and a workshop where all regions can participate. Shannon mentioned that she will be requesting feedback on website updates from the Council in the coming weeks. Shannon also mentioned that she has tried to schedule Council meetings in other locations but finding sites large enough in addition to schedule conflicts has resulted in many of the meetings being in Charlottesville area but she is open to other ideas. Mansour Azimipour offered his conference room in Locust Grove. Shannon Holland will follow up for consideration.

Shannon reminded the group that the next application deadline is April 3.

#### **Other Business**

No other business was presented.

#### **10. Next Meeting**

The next meeting is February 28, 2019; 9:30 am to 11:30 am; UVA Research Park, 1001 Research Park Boulevard, 4<sup>th</sup> Floor Conference Room, Charlottesville, VA 22911

#### **11. Adjourn**

***Brian Cole made a motion to adjourn the meeting. Pace Lochte seconded the motion. The motion carried. The meeting adjourned at 11:10 AM.***