



**REGION 9 COUNCIL  
JUNE 27, 2024  
ANNUAL MEETING  
9:30 am to 11:30 am**

**North Fork Meeting Center**

**994 Research Park Blvd., Charlottesville, VA 22911**

This meeting is in-person. This virtual link (details in agenda) is provided for public access.

<https://us06web.zoom.us/j/81982168359>

For virtual connection questions, call 434-979-5610 ext. 106.

**AGENDA**

1. Opening
  - Call to Order Ethan Dunstan, Chair
  - Roll Call
  - Public Comment
  
2. Consent Agenda - ACTION ITEM Ethan Dunstan
  - Meeting Minutes, April 25, 2024
  - Treasurer’s Report – Financials through April 30
  - FY 2025 Meeting Schedule
  - Director Report and Infographic
  
3. Updates Ethan Dunstan
  - a. Executive Committee
  - b. Nominating Committee
  - c. Task Forces
  - d. Chair
  
4. Slate – ACTION ITEM Brian Cole
  
5. Annual Report Shannon Holland
  
6. CEDs & Super Regional Strategies – Final Update Camoin Associates  
Dan Gundersen, FM, HLM,  
Senior Vice-President;  
Alex Tranmer,  
Director Strategic Planning
  
7. Memo: Accept CEDs & Super Regional Strategies to Activate  
New Grant Opportunities - ACTION ITEM Ethan Dunstan



- 8. Project Updates Ethan Dunstan
  - Regional Entrepreneurship Investment Strategy (REI) Update  
Stephen Davis, President, Community Investment Collaborative (CIC)  
Craig Honick, Good People Research
  
- 9. Project Pipeline Ethan Dunstan
  
- 10. Other Business Ethan Dunstan
  
- 11. Adjourn Ethan Dunstan

**UPCOMING DATES**

Region 9 Council Meeting – August 20, 2024  
GO Virginia Board Meetings – September 10, 2024  
Region 9 Project Application Deadline – September 25, 2024



**Topic: GO Virginia Reg. 9 ANNUAL MTG.**  
**Time: Jun 27, 2024 09:30 AM Eastern Time (US and Canada)**

**Join Zoom Meeting**

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## REGION 9 COUNCIL MINUTES

APRIL 25, 2024

9:30 am to 11:30 am

Orange County Public Safety Building

11282 Government Center Dr., Orange, VA 22960

In-Person Meeting; virtual link was provided in agenda.

**Attending:** Ethan Dunstan, Capital River Advisors (Chair); Rob Archer, Codebase Coworking (Vice Chair); Francoise Seillier-Moiseiwitsch, Revalation Vineyards (Treasurer/Secretary); Kim Blosser, Laurel Ridge Community College; Roque Castro, Elysium LD Technology, Inc.; Tom Click, Patriot Industries; Gizelle Curtis, Dominion Energy; Christian Goodwin, Louisa County; Christine Jacobs, Thomas Jefferson Planning District Commission; Ray Knott, Atlantic Union Bank; Pace Lochte, UVA Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Paige Read, Town of Culpeper; Andy Wade, Louisa County; Jonathon Weakley, Madison County; Tina Weaver, Papa Weaver's Pork, Inc.

**Attending Virtually:** Brandon Payne, Ruckersville Self Storage

**Absent:** Kenny Allison, The Coleman Group; Bob Coiner, Town of Gordonsville; Brian Cole, LexisNexis Reed Tech; Jean Runyon, Piedmont Virginia Community College

**Staff:** Helen Cauthen, Shannon Holland, Christie Taylor, Kristy Dancy (virtual)

**Guests:** Joseph Dennie, DHCD; Sharra Gibson, DHCD; Nikki Hastings, CvilleBioHub; Rachael Hobbs, UVA Julie Perry, Orange County; Candance Spence, CVPED; Ted Vorhees, Orange County

**Guests (virtual):** Matthew Brown, MWJ Brown Consulting; Stephen Davis, CIC; Katie Dulaney, CVPED; Sara Dunnigan, DHCD; Tracey Gardner, Madison County; Dana Goldsmith; Charlie Henneman, CvilleBioHub; Craig Honick, Good People Research; Hope Lawrence, Venture Central; Matt Johnson, City of Charlottesville; Tony O'Brien, Fluvanna County (Council member joining as non-voting guest); Doug Parsons, Fauquier County; Payam Pourtaheri, AgroSpheres; Jennifer Schmack, Fluvanna County

### 1. Opening

- **Call to Order**  
Ethan Dunstan called the meeting to order at 9:31 a.m.
- **Roll Call**  
A roll call was performed. A quorum was established, as noted above.
- **Public Comment**  
Opportunities for public comment were made available for the meeting, however, no public comments were received.

### 2. Council Business – ACTION ITEM

Ethan Dunstan noted that the five business items listed had been grouped together with the intention that the Council would discuss and act with one vote unless a motion was made to remove any item from the discussion. No such motion was made.

- Meeting Minutes, January 26, 2024

- Memo: Accept FY 2023 Capacity Building Budget Revision
- Financials through February 2024
- Memo: Approve FY 2025 Capacity Building Budget and Contract
- Director Report and Infographic

When discussing the Director’s Report, Shannon Holland noted that the Council still has not received any responses to the Request for Letters of Interest for the Talent Pathways Initiative (TPI) opportunity and the funds will expire December 2024. Ray Knott asked what might be replicable from other regions. Shannon Holland said that Virginia Tech has taken on TPI activities but is also the support organization for GO Virginia in Region 2. She also added that she has initiated discussions with community colleges, Virginia Career Works, the Partnership, and UVA however a mutually beneficial opportunity has not yet been identified. Joseph Dennie with DHCD shared that in Region 4 (Richmond) the community colleges have taken the lead on the project.

***Ray Knott made a motion to approve Council business as presented. Christian Goodwin seconded the motion. The motion carried unanimously.***

### 3. Updates from Committees, Task Forces, etc.

- **Executive Committee**

Ethan Dunstan reported that the Executive Committee met on April 4. They approved a budget revision and had an early discussion with the Project VITAL grant leader, Nikki Hastings, PhD.

- **Nominating Committee**

Patrick Mauney reported that the Nominating Committee has not met since the last Council Meeting. He noted that nomination forms are posted on the Council website and are due May 10.

- **Task Forces**

The Grow Existing Business Task Force and the Entrepreneurship Task Force met on April 12 to discuss the Project VITAL proposal. The applicant team was present at the meeting. Terry Clower of George Mason University was also present to discuss Return on Investment (ROI) model validation.

- **Chair**

Ethan Dunstan appointed a new Nominating Committee, as required in the Bylaws. The members will be Brian Cole, Christine Jacobs, Patrick Mauney, and Jonathon Weakley.

Ethan Dunstan informed the Council that there was a project in development, led by Region 6 and involving Orange County schools. This project requires no action from the Council. The project is led by Mary Washington University, and it includes AI teacher training and virtual AI academies.

### 4. Project Review – ACTION ITEM

Project VITAL: Charlottesville Biotechnology Accelerator, Nikki Hastings, PhD, CvilleBioHub

Shannon Holland gave updates on the proposal including:

- **Sustainability:** In response to Council feedback, the proposal will be updated to include a sustainability model that includes pursuit of federal funding, fee for service models and a sustainability committee that will meet monthly.

- **Budget:** The Total Match amount has increased by \$250,000 as the project has documentation committing the UVA space at \$750,000 and has moved the Wilson Sonsini IP legal services to the Other Leverage category resulting in the net increase.
- **ROI:** The reviewers were supportive of the ROI in the proposal but because this project will target statewide funds, a validation by Terry Clower at GMU must be submitted when the proposal is submitted to the state board.

Ethan Dunstan thanked the many Council members who invested their time and expertise in evaluating the project. Comments made during the meeting discussion included:

- The project is lucrative to the region. It will generate jobs and fill the void created by a lack of accelerators in the region.
- The project demonstrates strong inter-regional and intra-regional collaboration with three distinct projects that will work together.
- There is strong sustainability in the alignment with National Science Foundation federal grant opportunities.
- It is also complementary to UVA research activities and the upcoming Biotechnology Institute.
- There is significant indirect and induced economic impact.
- The project is a much-needed support mechanism for bringing new products to market.
- As companies move out of the acceleration phase they will expand beyond Charlottesville and into other localities, benefiting the region.
- There are many organizations and individuals that would be keenly interested in creating side-funds to support this initiative thus addressing sustainability questions.
- The project is filling a crucial gap and is a quality strategic investment in a proven leadership team.
- This project will “put the transmission in the car.”

***Pace Lochte made a motion to approve Project VITAL along with the Local and Total Match Waivers included in the proposal. Paige Read seconded the motion. A roll call was performed. The motion carried unanimously.***

## 5. Comprehensive Economic Development Strategy (CEDS) Update

Patrick Mauney and Christine Jacobs presented an update on the CEDS and Super Regional Strategies process. [The presentation is posted with these minutes at <https://www.govirginia9.org/calendar/> ]

- There was a discussion on Goal 2. There were questions regarding whether clean energy referred to generation, R&D, or manufacturing. Patrick Mauney said the Council can choose to act on these findings in a way that is best suited for the region.
- Andy Wade commented that there has been discussion around state incentives to promote local affordable housing plans that could impact Goal 6.
- Ethan Dunstan asked staff to work with Christine Jacobs, Patrick Mauney, and the Central Virginia Partnership to make a recommendation at the June Council Meeting as to how to update the Growth Plan with these findings.

## 6. Project Updates

- **Regional Entrepreneurship Investment Strategy (REI)**  
Stephen Davis, President, Community Investment Collaborative (CIC), presented on the REI grant. He noted that the focus group process took longer than expected but he doesn't expect a delay of the report.

Christian Goodwin asked about how specific the recommendations will be. Stephen Davis answered there will be detailed action items such as project-ready applications for GO Virginia grants. Ray Knott asked to revisit interviews in localities where participation is currently low, to ensure adequate representation. [The presentation is posted with these minutes at <https://www.govirginia9.org/calendar/> ]

- **Wine Industry Planning Grant Update**  
Matt Brown, M. W. J. Brown Consulting, LLC, gave the presentation. The study is the first of its kind in the state and will be peer-reviewed inside and outside of Virginia. [The presentation is posted with these minutes at <https://www.govirginia9.org/calendar/> ]

**7. Project Pipeline**

There were no updates.

**8. Other Business**

Pace Lochte asked if there is anything Council members can do in preparation for the state board vote on Project VITAL. Shannon Holland will assemble speaking points to share. Senator Deeds has recently been appointed to serve on the GO Virginia Board.

**9. Adjourn**

***Tom Click made a motion to adjourn. The meeting adjourned at 11:17 a.m.***

\*Council Member Virtual Participation - To comply with law and policy, the following is reported:

Council Member	Joined from	Reason
Brandon Payne	VA	Personal matter

**GO Virginia**  
**Statement of Financial Position**  
As of April 30, 2024

	Apr 30, 2024
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
11200 · GO VA Operating Account - Union	246.30
<b>Total Checking/Savings</b>	246.30
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	155,014.19
<b>Total Accounts Receivable</b>	155,014.19
<b>Other Current Assets</b>	
11100 · Accrued Receivable	10,227.24
12000 · Undeposited Funds	-
<b>Total Other Current Assets</b>	10,227.24
<b>Total Current Assets</b>	165,487.73
<b>TOTAL ASSETS</b>	<b>165,487.73</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20002 · Accounts Payable	76,483.61
20004 · Due to CVPED	78,604.67
<b>Total Accounts Payable</b>	155,088.28
<b>Other Current Liabilities</b>	
25060 · Accrued Expenses - Other	10,227.24
25500 · Unearned Rev - Advanced Funds	167.51
<b>Total Other Current Liabilities</b>	10,394.75
<b>Total Current Liabilities</b>	165,483.03
<b>Total Liabilities</b>	165,483.03
<b>Equity</b>	
32000 · Unrestricted Net Assets	4.70
<b>Net Income</b>	-
<b>Total Equity</b>	4.70
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>165,487.73</b>



**GO Virginia**  
**Capacity Building - Statement of Income and Expense (Summary)**  
TOTAL FY2023 SPENDING: May 2023 through Apr 2024

	Capacity Building			
	May '23 - Apr '24	Budget	% of Budget	Remaining
<b>Income</b>				
41520 · State Grants	213,093.64	250,000.00	85.24%	36,906.36
<b>Total Income</b>	213,093.64	250,000.00	85.24%	36,906.36
<b>Gross Profit</b>	213,093.64	250,000.00	85.24%	36,906.36
<b>Expense</b>				
01250 · General Administration	29,198.09	36,000.00	81.11%	6,801.91
54400 · Project Support expenses				
54426 · Audit	5,367.50	5,367.50	100.0%	0.00
54430 · Contract Services	7,910.29	9,000.00	87.89%	1,089.71
54449 · Meetings and Facilitation	775.00	3,530.00	21.96%	2,755.00
54450 · Supplies	452.15	1,250.00	36.17%	797.85
54451 · Travel	2,105.65	3,000.00	70.19%	894.35
54452 · Rent/Lease	8,028.40	10,000.00	80.28%	1,971.60
54453 · Salaries	152,965.22	174,252.50	87.78%	21,287.28
54457 · Marketing/Advertising/Promotion	1,291.34	2,600.00	49.67%	1,308.66
54462 · Legal Expenses	0.00	0.00	0.0%	0.00
54464 · Taxes & Insurance	0.00	0.00	0.0%	0.00
<b>Total 54400 · Project Support expenses</b>	178,895.55	209,000.00	85.6%	30,104.45
54500 · Planning expenses				
54501 · Contract Services	0.00	0.00	0.0%	0.00
54502 · Technical Assistance	5,000.00	5,000.00	100.0%	0.00
54503 · Growth and Diversification Plan Development	0.00	0.00	0.0%	0.00
54504 · Planning Grant	0.00	0.00	0.0%	0.00
<b>Total 54400 · Planning expenses</b>	5,000.00	5,000.00	100.0%	0.00
<b>Total Expense</b>	213,093.64	250,000.00	85.24%	36,906.36
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>

**GO Virginia Projects - Statement of Income and Expense  
From Beginning of All Projects through April 30, 2024**

	Accelerating Sites (Projects)			Ended 12/31/23 Closeout submitted 3/31/2024	Venture Central (Projects)			Ended 11/30/23 Closeout submitted 1/22/2024
	Oct '21 - Apr '24	Budget	% of Budget		Mar '21 - Apr '24	Budget	% of Budget	
<b>Income</b>								
41520 · State Grants	786,333.00	786,333.00	100.0%		299,999.22	300,000.00	100.0%	
<b>Total Income</b>	<u>786,333.00</u>	<u>786,333.00</u>	<u>100.0%</u>		<u>299,999.22</u>	<u>300,000.00</u>	<u>100.0%</u>	
<b>Gross Profit</b>	786,333.00	786,333.00	100.0%		299,999.22	300,000.00	100.0%	
<b>Expense</b>								
01250 · General Administration	10,000.00	10,000.00	100.0%		22,222.00	22,222.00	100.0%	
54000 · Program expenses								
51280 · Plannning Grant Activites	0.00	0.00			0.00			
54400 · Project related expenses								
54424 · Administration								
54425 · Architectural and Engineering	776,333.00	776,333.00	100.0%					
54430 · Contract Services					240,899.00	240,899.00	100.0%	
54440 · Equipment								
54442 · Training								
54447 · Other - Programming					36,000.00	36,000.00	100.0%	
54448 · Other - Workspace								
54449 · Meetings and Facilitation								
54450 · Supplies								
54451 · Travel					878.22	879.00	99.91%	
54452 · Rent/Lease								
54453 · Salaries								
54454 · Other - Website								
54455 · Fringe Benefits								
54456 · Machinery/Tools								
54457 · Marketing/Advertising/Promotion								
54458 · Planning Assessment								
54462 · Legal Expenses								
54463 · Other - Outreach and Promotion								
54465 · Other - Collaboration								
54466 · Other - Management & General								
54467 · Fiscal/Account Mgmt Services								
54468 · Indirect Costs								
54469 · Studies								
<b>Total 54400 · Project related expenses</b>	<u>776,333.00</u>	<u>776,333.00</u>	<u>100.0%</u>		<u>277,777.22</u>	<u>277,778.00</u>	<u>100.0%</u>	
<b>Total 54000 · Program expenses</b>	<u>776,333.00</u>	<u>776,333.00</u>	<u>100.0%</u>		<u>277,777.22</u>	<u>277,778.00</u>	<u>100.0%</u>	
<b>Total Expense</b>	<u>786,333.00</u>	<u>786,333.00</u>	<u>100.0%</u>		<u>299,999.22</u>	<u>300,000.00</u>	<u>100.0%</u>	
<b>Net Income</b>	<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 April 30, 2024**

	Carver Food			Tech Academies		
	(Projects)		Ends 10/31/24	(Projects)		Ends 7/24/24 1 yr. extension requested to 7/24/25
	Nov '22 - Apr '24	Budget	% of Budget	Jul '22 - Apr '24	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	16,415.05	199,727.00	8.22%	188,937.66	402,075.00	46.99%
<b>Total Income</b>	<u>16,415.05</u>	<u>199,727.00</u>	<u>8.22%</u>	<u>188,937.66</u>	<u>402,075.00</u>	<u>46.99%</u>
<b>Gross Profit</b>	16,415.05	199,727.00	8.22%	188,937.66	402,075.00	46.99%
<b>Expense</b>						
01250 · General Administration	8,004.71	14,795.00	54.1%	10,102.20	29,783.00	33.92%
54000 · Program expenses						
51280 · Planning Grant Activites	0.00			0.00	0.00	0.0%
54400 · Project related expenses						
54424 · Administration						
54425 · Architectural and Engineering						
54430 · Contract Services						
54440 · Equipment	8,410.34	184,932.00	4.55%	178,835.46	329,360.00	54.3%
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel						
54452 · Rent/Lease						
54453 · Salaries				0.00	42,932.00	0.0%
54454 · Other - Website						
54455 · Fringe Benefits						
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion						
54465 · Other - Collaboration						
54466 · Other - Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
<b>Total 54400 · Project related expenses</b>	<u>8,410.34</u>	<u>184,932.00</u>	<u>4.55%</u>	<u>178,835.46</u>	<u>372,292.00</u>	<u>48.04%</u>
<b>Total 54000 · Program expenses</b>	<u>8,410.34</u>	<u>184,932.00</u>	<u>4.55%</u>	<u>178,835.46</u>	<u>372,292.00</u>	<u>48.04%</u>
<b>Total Expense</b>	<u>16,415.05</u>	<u>199,727.00</u>	<u>8.22%</u>	<u>188,937.66</u>	<u>402,075.00</u>	<u>46.99%</u>
<b>Net Income</b>	<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 April 30, 2024**

	BEACON's Kitchen			Talent Supply Connector		
	(Projects)			(Projects)		
	Oct '22 - Apr '24	Budget	% of Budget	Sep '22 - Apr '24	Budget	% of Budget
<b>Income</b>						
<b>41520 · State Grants</b>	35,759.77	189,000.00	18.92%	189,384.69	391,528.00	48.37%
<b>Total Income</b>	<u>35,759.77</u>	<u>189,000.00</u>	<u>18.92%</u>	<u>189,384.69</u>	<u>391,528.00</u>	<u>48.37%</u>
<b>Gross Profit</b>	35,759.77	189,000.00	18.92%	189,384.69	391,528.00	48.37%
<b>Expense</b>						
<b>01250 · General Administration</b>	9,458.87	14,000.00	67.56%	15,453.15	23,616.00	65.44%
<b>54000 · Program expenses</b>						
<b>51280 · Planning Grant Activites</b>	0.00					
<b>54400 · Project related expenses</b>						
<b>54424 · Administration</b>						
<b>54425 · Architectural and Engineering</b>						
<b>54430 · Contract Services</b>	0.00	48,000.00	0.0%	749.50	45,000.00	1.67%
<b>54440 · Equipment</b>	0.00	75,000.00	0.0%			
<b>54442 · Training</b>						
<b>54447 · Other - Programming</b>						
<b>54448 · Other - Workspace</b>						
<b>54449 · Meetings and Facilitation</b>						
<b>54450 · Supplies</b>						
<b>54451 · Travel</b>	593.64	2,000.00	0.0%			
<b>54452 · Rent/Lease</b>				9,291.91	10,000.00	92.92%
<b>54453 · Salaries</b>	25,707.26	35,000.00	73.45%	128,807.55	240,000.00	53.67%
<b>54454 · Other - Website</b>						
<b>54455 · Fringe Benefits</b>	0.00	15,000.00	0.0%	21,143.33	55,200.00	38.3%
<b>54456 · Machinery/Tools</b>						
<b>54457 · Marketing/Advertising/Promotion</b>						
<b>54458 · Planning Assessment</b>						
<b>54462 · Legal Expenses</b>						
<b>54463 · Other - Outreach and Promotion</b>						
<b>54465 · Other - Collaboration</b>						
<b>54466 · Other - Management &amp; General</b>				13,939.25	17,712.00	78.7%
<b>54467 · Fiscal/Account Mgmt Services</b>						
<b>54468 · Indirect Costs</b>						
<b>54469 · Studies</b>						
<b>Total 54400 · Project related expenses</b>	<u>26,300.90</u>	<u>175,000.00</u>	<u>15.03%</u>	<u>173,931.54</u>	<u>367,912.00</u>	<u>47.28%</u>
<b>Total 54000 · Program expenses</b>	<u>26,300.90</u>	<u>175,000.00</u>	<u>15.03%</u>	<u>173,931.54</u>	<u>367,912.00</u>	<u>47.28%</u>
<b>Total Expense</b>	<u>35,759.77</u>	<u>189,000.00</u>	<u>18.92%</u>	<u>189,384.69</u>	<u>391,528.00</u>	<u>48.37%</u>
<b>Net Income</b>	<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 April 30, 2024**

	Tech Talent Retention (Projects) <small>Ends 12/31/2024</small>			Cville Bio Lab (Projects) <small>Ends 6/30/2024</small>		
	<u>Sep '22 - Apr '24</u>	<u>Budget</u>	<u>% of Budget</u>	<u>May '23 - Apr '24</u>	<u>Budget</u>	<u>% of Budget</u>
	<b>Income</b>					
<b>41520 · State Grants</b>	222,584.16	307,800.00	72.32%	72,182.00	100,000.00	72.18%
<b>Total Income</b>	<u>222,584.16</u>	<u>307,800.00</u>	<u>72.32%</u>	<u>72,182.00</u>	<u>100,000.00</u>	<u>72.18%</u>
<b>Gross Profit</b>	222,584.16	307,800.00	72.32%	72,182.00	100,000.00	72.18%
<b>Expense</b>						
<b>01250 · General Administration</b>	12,678.33	22,800.00	55.61%	7,360.00	7,360.00	100.0%
<b>54000 · Program expenses</b>						
<b>51280 · Planning Grant Activites</b>						
<b>54400 · Project related expenses</b>						
<b>54424 · Administration</b>						
<b>54425 · Architectural and Engineering</b>						
<b>54430 · Contract Services</b>	7,771.78	12,000.00	64.77%	23,640.00	23,640.00	100.0%
<b>54440 · Equipment</b>						
<b>54442 · Training</b>	1,621.27	2,500.00	64.85%			
<b>54447 · Other - Programming</b>						
<b>54448 · Other - Workspace</b>						
<b>54449 · Meetings and Facilitation</b>						
<b>54450 · Supplies</b>						
<b>54451 · Travel</b>	1,959.61	2,500.00	78.38%			
<b>54452 · Rent/Lease</b>	9,940.79	10,000.00	99.41%		9,000.00	0.0%
<b>54453 · Salaries</b>	112,491.19	156,000.00	72.11%	17,000.00	17,000.00	100.0%
<b>54454 · Other - Website</b>				10,000.00	10,000.00	100.0%
<b>54455 · Fringe Benefits</b>	26,772.87	33,000.00	81.13%			
<b>54456 · Machinery/Tools</b>						
<b>54457 · Marketing/Advertising/Promotion</b>						
<b>54458 · Planning Assessment</b>						
<b>54462 · Legal Expenses</b>				182.00	10,000.00	1.82%
<b>54463 · Other - Outreach and Promotion</b>	25,934.82	30,000.00	86.45%			
<b>54465 · Other - Collaboration</b>	8,890.12	23,000.00	38.65%			
<b>54466 · Other - Management &amp; General</b>	14,523.38	16,000.00	90.77%			
<b>54467 · Fiscal/Account Mgmt Services</b>				5,000.00	5,000.00	100.0%
<b>54468 · Indirect Costs</b>				9,000.00	9,000.00	100.0%
<b>54469 · Studies</b>					9,000.00	0.0%
<b>Total 54400 · Project related expenses</b>	<u>209,905.83</u>	<u>285,000.00</u>	<u>73.65%</u>	<u>64,822.00</u>	<u>92,640.00</u>	<u>69.97%</u>
<b>Total 54000 · Program expenses</b>	<u>209,905.83</u>	<u>285,000.00</u>	<u>73.65%</u>	<u>64,822.00</u>	<u>92,640.00</u>	<u>69.97%</u>
<b>Total Expense</b>	<u>222,584.16</u>	<u>307,800.00</u>	<u>72.32%</u>	<u>72,182.00</u>	<u>100,000.00</u>	<u>72.18%</u>
<b>Net Income</b>	<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 April 30, 2024**

Regional Entrepreneurship Initiative

Rural Entrepreneur Ecosystem

(Projects) Ends 6/12/25

(Projects) Ends 4/30/25

	Regional Entrepreneurship Initiative			Rural Entrepreneur Ecosystem		
	Jun '23 - Apr '24	Budget	% of Budget	May '23 - Apr '24	Budget	% of Budget
<b>Income</b>						
41520 · State Grants	61,329.61	300,000.00	20.44%	54,305.88	200,000.00	27.15%
<b>Total Income</b>	<u>61,329.61</u>	<u>300,000.00</u>	<u>20.44%</u>	<u>54,305.88</u>	<u>200,000.00</u>	<u>27.15%</u>
<b>Gross Profit</b>	61,329.61	300,000.00	20.44%	54,305.88	200,000.00	27.15%
<b>Expense</b>						
01250 · General Administration	10,224.22	22,080.00	46.31%	5,214.12	14,720.00	35.42%
54000 · Program expenses						
51280 · Planning Grant Activites						
54400 · Project related expenses						
54424 · Administration	218.50	13,800.00	1.58%			
54425 · Architectural and Engineering						
54430 · Contract Services	37,000.00	100,000.00	37.0%	3,837.55	65,591.00	5.85%
54440 · Equipment						
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel	209.73	10,120.00	2.07%	2,970.78	11,960.00	24.84%
54452 · Rent/Lease						0.0%
54453 · Salaries	13,667.16	144,000.00	9.49%	38,379.32	75,479.00	50.85%
54454 · Other - Website						
54455 · Fringe Benefits				3,904.11	32,250.00	12.11%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion	10.00	10,000.00	0.1%			
54465 · Other - Collaboration						
54466 · Other - Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
<b>Total 54400 · Project related expenses</b>	<u>51,105.39</u>	<u>277,920.00</u>	<u>18.39%</u>	<u>49,091.76</u>	<u>185,280.00</u>	<u>26.5%</u>
<b>Total 54000 · Program expenses</b>	<u>51,105.39</u>	<u>277,920.00</u>	<u>18.39%</u>	<u>49,091.76</u>	<u>185,280.00</u>	<u>26.5%</u>
<b>Total Expense</b>	<u>61,329.61</u>	<u>300,000.00</u>	<u>20.44%</u>	<u>54,305.88</u>	<u>200,000.00</u>	<u>27.15%</u>
<b>Net Income</b>	<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 April 30, 2024**

	Wine Industry Planning Grant			Total Projects		
	(Projects) Ends 12/30/24					
	Dec '23 - Apr '24	Budget	% of Budget	Mar '21 - Apr '24	Budget	% of Budget
<b>Income</b>						
<b>41520 · State Grants</b>	1,626.40	100,000.00	1.63%	2,076,490.66	3,425,152.00	60.63%
<b>Total Income</b>	<u>1,626.40</u>	<u>100,000.00</u>	<u>1.63%</u>	<u>2,076,490.66</u>	<u>3,425,152.00</u>	<u>60.63%</u>
<b>Gross Profit</b>	1,626.40	100,000.00	1.63%	2,076,490.66	3,425,152.00	60.63%
<b>Expense</b>						
<b>01250 · General Administration</b>	1,626.40	7,000.00	23.23%	123,357.92	199,390.00	61.87%
<b>54000 · Program expenses</b>						
<b>51280 · Planning Grant Activites</b>						
<b>54400 · Project related expenses</b>						
<b>54424 · Administration</b>				218.50	13,800.00	1.58%
<b>54425 · Architectural and Engineering</b>				776,333.00	776,333.00	100.0%
<b>54430 · Contract Services</b>		93,000.00	0.0%	316,554.42	630,786.59	50.18%
<b>54440 · Equipment</b>				192,628.23	595,489.99	32.35%
<b>54442 · Training</b>				1,621.27	2,500.00	64.85%
<b>54447 · Other - Programming</b>				36,000.00	36,000.00	100.0%
<b>54448 · Other - Workspace</b>				0.00	0.00	0.0%
<b>54449 · Meetings and Facilitation</b>				0.00	0.00	0.0%
<b>54450 · Supplies</b>				0.00	0.00	0.0%
<b>54451 · Travel</b>				11,776.51	32,863.68	35.83%
<b>54452 · Rent/Lease</b>				19,232.70	29,000.00	66.32%
<b>54453 · Salaries</b>				431,181.11	805,539.64	53.53%
<b>54454 · Other - Website</b>				10,000.00	10,000.00	100.0%
<b>54455 · Fringe Benefits</b>				80,107.43	163,737.10	48.92%
<b>54456 · Machinery/Tools</b>				0.00	0.00	0.0%
<b>54457 · Marketing/Advertising/Promotion</b>				0.00	0.00	0.0%
<b>54458 · Planning Assessment</b>				0.00	0.00	0.0%
<b>54462 · Legal Expenses</b>				182.00	10,000.00	1.82%
<b>54463 · Other - Outreach and Promotion</b>				25,944.82	40,000.00	64.86%
<b>54465 · Other - Collaboration</b>				8,890.12	23,000.00	38.65%
<b>54466 · Other - Management &amp; General</b>				28,462.63	33,712.00	84.43%
<b>54467 · Fiscal/Account Mgmt Services</b>				5,000.00	5,000.00	100.0%
<b>54468 · Indirect Costs</b>				9,000.00	9,000.00	100.0%
<b>54469 · Studies</b>				0.00	9,000.00	0.0%
<b>Total 54400 · Project related expenses</b>	<u>0.00</u>	<u>93,000.00</u>	<u>0.0%</u>	<u>1,953,132.74</u>	<u>3,225,762.00</u>	<u>60.55%</u>
<b>Total 54000 · Program expenses</b>	<u>0.00</u>	<u>93,000.00</u>	<u>0.0%</u>	<u>1,953,132.74</u>	<u>3,225,762.00</u>	<u>60.55%</u>
<b>Total Expense</b>	<u>1,626.40</u>	<u>100,000.00</u>	<u>1.63%</u>	<u>2,076,490.66</u>	<u>3,425,152.00</u>	<u>60.63%</u>
<b>Net Income</b>	<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>

## REGION 9 COUNCIL MEETINGS

Always confirm dates, deadlines, and all meeting details at [www.GOVirginia9.org/calendar](http://www.GOVirginia9.org/calendar)

<b>Region 9 Council Meeting 9:30 a.m. – 11:30 a.m.</b>
<b>2024</b>
August 20 (Tues) All-Virtual
October 29 (Tues) In-person location TBD
<b>2025</b>
January 16 (Th) All-Virtual (tentative)
April 16 (Wed) Location TBD
June 17 (Tues) In-person location TBD
August 28 (Th) Location TBD
October 28 (Tues) Location TBD



**DIRECTOR REPORT  
REGIONAL COUNCIL 9 MEETING  
UPDATED: JUNE 27, 2024  
MEETING: JUNE 14, 2024**

**Grant Funds Available:**

<b>Region 9 Per Capita</b>	\$0.00
<b>Region 9 – Talent Pathway Initiative (TPI) – expires Dec. 2024</b>	\$250,000

**Quarterly Progress Reports for Projects:** due July 20, 2024, for Q2 2024

**Project Changes:**

**Budgets**

- Talent Supply Coordinator – move \$20,000 from Contract Services and \$20,200 from Fringe; move \$7,500 to new Travel category and \$32,700 to Salary to support contract extension

**Contracts**

- Extensions:
  - BEACON’s Kitchen – from 12/31/2023 to 9/31/2024 – to accommodate construction delays; DHCD approved
  - Tech Talent Retention - from 9/13/2024 to 12/31/2024 – to run program for another UVA semester to help meet committed outcomes; DHCD approved
  - Technology Academies – from 7/24/2024 to 7/24/2025 – to run program for another school year to help meet committed outcomes; extension signatures pending
  - Talent Supply Connector – expecting extension request from 8/31/2024 to 1/31/2025 to have another semester of program activities
- Milestones:
  - n/a
- Modification:
  - n/a
- Outcomes/Deliverables:
  - The three active Talent Development projects below are expressing concern about achieving committed outcomes and each project has requested an extension to gain traction (see above). Factors affecting outcomes will be presented during project presentations at the August 2024 Council Meeting.

Metrics/Outcomes	Talent Supply		Tech Talent Retention		Tech Academies	
	Goal	Actual	Goal	Actual	Goal	Actual
# of new internships created	180	1	NA	---	6	0
# of jobs filled	90	0	55	3	69	0
# of businesses served	40	117	100	93	N/A	---

#### Closeouts

- Completed: Venture Central, closed 2/29/2024
- In Progress: Accelerating Sites, pending Tier 4 certification letter
- Funds Not Spent at Closeout: n/a

#### **Key Staff Activity:**

- Published and Updated Infographic (Christie Taylor)
- Support development of Project VITAL – statewide and regional
- Serve on Winery Planning Grant Advisory Committee
- Serve on REI Advisory Committee
- Join June Board Meeting and Committee Meetings
- Participated in DHCD Policy and Outcomes Feedback Sessions
- Participated in CEDS & Super Regional Strategy planning meetings
- Published Region 9 Annual Report
- Facilitated adoption of CEDS and Super Regional Strategies to open future grant funding opportunities that are eligible through GO Virginia

**LinkedIn:** Followers: 436 (+6)



- \$10.7M** GO Virginia 9 funds invested in **28 projects**
- \$9.7M** Matching funds and **\$2.9M additional leverage**
- 3,034** Businesses served and **27 businesses created**
- 942** Jobs created and **500 existing jobs retained**
- 114** New internships and **550 students trained**
- 57** Entrepreneurs served and **6 businesses expanded**
- 751** Acres evaluated for site development and **700 additional acres** moved up the Virginia Business Ready Sites scale

Making key investments in high-paying, leading industries in Region 9.



**Biomedical & Biotechnology**

\$5,034,427 invested in 4 projects  
131 jobs created, 416 businesses served



**Financial & Business Services**

12 Projects serving the sector  
Figures combined with IT & Comms



**Food & Beverage Manufacturing**

\$782,199 invested in 4 projects  
357 jobs created, 253 businesses served



**IT & Communications**

\$502,075 invested in 2 projects  
100 jobs created, 55 businesses served



**Light Manufacturing**

\$302,975 invested in 2 projects  
40 jobs created, 176 businesses served



**\$10,584,300**  
**\$ 3,760,000**

**Total capital raised by 2 entrepreneurship projects**  
**Venture capital invested in new businesses served by innovation projects**

**Contact Information**

**GO VIRGINIA REGION 9**  
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Charlottesville, VA 22911  
[www.govirginia9.org](http://www.govirginia9.org)  
**SHANNON HOLLAND**  
Director, GO Virginia Region 9  
[sholland@centralvirginia.org](mailto:sholland@centralvirginia.org)  
434.979.5610 ext. 103

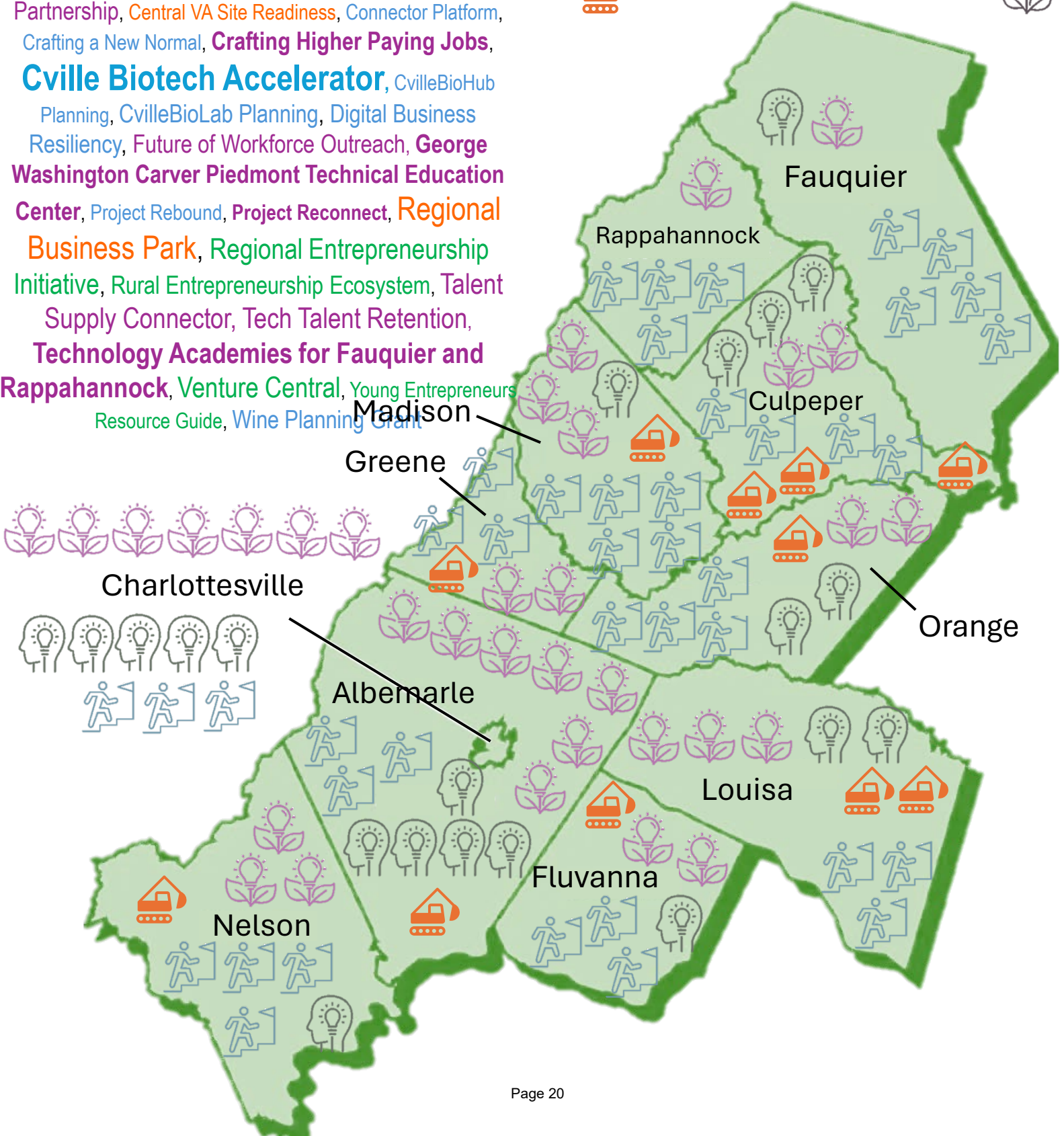
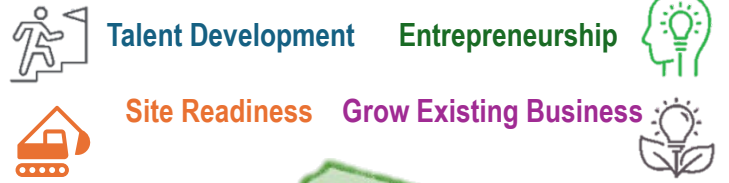
GO Virginia is a business-led economic development initiative that is changing the way the Commonwealth's diverse regions collaborate on economic and workforce development activities. The objective of the GO Virginia program is to foster private sector growth and job creation through grants for strategic regional collaboration.

# Funded Projects

Accelerating Regionally Significant Sites, BEACONs Kitchen, Biotech Innovation Cluster Growth, Business-Driven Workforce Recovery, Carver Food Business Incubator, Catalyst Accelerator Program, Central VA Cybersecurity Partnership, Central VA Site Readiness, Connector Platform, Crafting a New Normal, Crafting Higher Paying Jobs, Cville Biotech Accelerator, CvilleBioHub Planning, CvilleBioLab Planning, Digital Business Resiliency, Future of Workforce Outreach, George Washington Carver Piedmont Technical Education Center, Project Rebound, Project Reconnect, Regional Business Park, Regional Entrepreneurship Initiative, Rural Entrepreneurship Ecosystem, Talent Supply Connector, Tech Talent Retention, Technology Academies for Fauquier and Rappahannock, Venture Central, Young Entrepreneurs Resource Guide, Wine Planning Grant

# Investment Strategies

GO Virginia offers state-funded grants to drive the creation of higher-paying jobs in target traded sectors and incentivize regional collaboration between business, education, and local government.





**SLATE OF NOMINEES  
 GO VIRGINIA REGIONAL COUNCIL 9  
 JUNE 27, 2024 ANNUAL MEETING**

**VOTE FOR ACCEPTANCE**

**Terms begin July 1, 2024, unless otherwise noted.**

**PUBLIC SECTOR APPOINTMENTS**

<b>Appointing Organization</b>	<b>Name</b>	<b>Term</b>
Thomas Jefferson Planning District Commission	Cathy Schafrik County Administrator, County of Greene	3 Years
Thomas Jefferson Planning District Commission	The Hon. Ned Galloway, Board of Supervisors, County of Albemarle	3 Years

**PRIVATE SECTOR APPOINTMENTS**

<b>Appointing Organization</b>	<b>Name</b>	<b>Term</b>
County Economic Development Directors from Rappahannock Rapidan Regional Commission (PD-9)	Paige Read, Director of Tourism and Economic Development, Town of Culpeper	3 Years
Virginia Career Works – Piedmont Region	Cheryl Kirby, Title Solutions Banking Relationship Manager, Atlantic Union Bank	Ex-Officio

**SLATE OF NOMINEES  
GO VIRGINIA REGIONAL COUNCIL 9  
JUNE 27, 2024 ANNUAL MEETING**

**VOTE FOR APPROVAL**

**Terms begin July 1, 2024 unless otherwise noted.**

**PRIVATE SECTOR MEMBER SLATE  
Chamber of Commerce & At-Large**

<b>Nomination Type</b>	<b>Name</b>	<b>Term</b>
Chamber of Commerce – Madison County	Francoise Seillier-Moiseiwitsch Owner, Revelation Vineyards, Madison County	3 Years
At-Large	Rob Archer CEO, Codebase Coworking	3 Years
At-Large	Tom Thorpe CEO, Afton Scientific	Immediately after June 27, 2024, meeting through June 30, 2025 to complete term of Jim Cheng

**OFFICERS AND EXECUTIVE COMMITTEE**

<b>Role*</b>	<b>Name</b>
Chair	Ethan Dunstan
Vice Chair	Rob Archer
Treasurer/Secretary	Francoise Seillier-Moiseiwitsch
At-Large	Ray Knott
At-Large	Jean Runyon
At-Large	Roque Castro

**\*Service:** Chair and Vice Chair serve from immediately after the Annual Meeting until immediately after the following Annual Meeting or until their successors are subsequently elected. Annual Meetings are held yearly in June. All other Executive Committee Members serve annually.

## MEMORANDUM

Date: June 27, 2024

To: GO Virginia Region 9 Council

From: Shannon Holland, Director, GO Virginia Region 9

Re: Accept CEDs & Super Regional Strategies to Activate New Grant Opportunities

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At the April 2024 Council Meeting, Ethan Dunstan, Chair, asked Shannon Holland, Helen Cauthen, Patrick Mauney, and Christine Jacobs to develop a recommendation for how to approach updating the Region 9 Growth & Diversification Plan Update (Growth Plan) once the CEDs and Super Regional Strategies had been completed and approved.

After reviewing the Region 9 Growth Plan Grant Opportunities Summary the group agreed that no physical revision to the Growth Plan is needed. However, the Council should act to accept the plans as approved and published.

The mechanism within the Region 9 Growth Plan that supports this approach is the following wording pulled from the Growth Plan. (See attached Grant Opportunities Summary Sheet)

### *Growing Existing Business*

- *Support implementation grants from gaps identified through planning grants or other regional reports such as the CEDS Plans to be published in 2024.*

### *Other Strategies*

- *Evaluate grant opportunities that align with the Growth Plan that are identified through the Comprehensive Economic Development Strategies (CEDS) to be published in February 2024.*



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

GO Virginia is an economic development initiative designed to diversify and strengthen regional economies by offering grants that drive collaboration between **business, education, and local government.**

## Grant Opportunities Identified in Region 9 Growth Plan Update - 2023

*The Region 9 Council is seeking grant proposals that drive opportunities identified in the Region 9 Growth & Diversification Plan Update, as summarized below. For deadlines and details go to [www.GOVirginia9.org](http://www.GOVirginia9.org).*



### Talent Development

1. Build a comprehensive regional workforce coalition or initiative to drive collaboration and efficiency in the Region 9 talent development ecosystem for target sectors.
2. Drive target sector talent pathways planning efforts as described in the Region 9 Request for Letters of Interest for the Talent Pathways Initiative (TPI) planning grants.
3. Develop sector driven credentialing, apprenticeship, and internship programs for target industries.
4. Evaluate and/or drive strategies to address regional demand for Software Developers (SOC 15-1252).

Project Types	T a r g e t i n g
Talent Development	
Growing Existing Businesses	
Startup/Innovation/ Commercialization	
Site Readiness	
Target Industries	
Biomedical & Biotechnology	
Financial & Business Services	
Food & Beverage Manufacturing	
Information Technology & Communications	
Light Manufacturing	



### Growing Existing Businesses

1. For each target cluster, re-evaluate industries within each cluster as defined in 2017 and identify gaps in growth to develop recommendations for future implementation grants. (i.e. using Cluster Based Economic Development Model, DHCD, 2023)
2. **Support implementation grants from gaps identified through planning grants or other regional reports such as the CEDS Plans to be published in 2024.**
3. Support sector led verticals to address business-identified and validated sector gaps to traded sector growth.
4. Support implementation of a biotech wet lab accelerator/incubator model to support expansion in the sector.





## Startups/Innovation/Commercialization

1. Support recommended implementation grants that catalyze growth in target sector entrepreneurship as prioritized in the Regional Entrepreneurship Investment (REI) Plan in development.



## Sites

1. Develop a plan for regional site development with a goal of identifying priority target sector sites in the region and a sustainable plan for advancing a portfolio of sites and a regular cadence for site projects.
2. Support future planning and/or implementation projects identified in the regional sites plan.
3. Evaluate strategic advantages for site development collaboration
4. Drive the continued development of regionally prioritized sites.
5. Evaluate RIFA development opportunity.



## Other

1. Support planning grants to assess, map, and support the development of emerging industries for which this region may have a competitive advantage using Cluster Based Economic Development Model, DHCD, 2023) (i.e., Ag-Tech, Clean Energy, etc.)
2. Support implementation grants identified in the above report.
3. Evaluate grant opportunities that align with the Growth Plan that are identified through the Comprehensive Economic Development Strategies (CEDS) to be published in February 2024

### Program funding:

GO Virginia has funded 196 projects and awarded approximately \$75.6 million to support regional economic development efforts since 2017

Region 9 has awarded 26 projects totaling over \$6,300,000

Download at [www.GOVirginia9.org](http://www.GOVirginia9.org)



### Contact:

Shannon Holland  
Director, GO Virginia Region 9  
Charlottesville, VA 22911

[sholland@centralvirginia.org](mailto:sholland@centralvirginia.org)  
(434) 979-5610 ext. 103