



REGION 9 COUNCIL MEETING

January 16, 2025

9:30 am to 11:30 am

ALL-VIRTUAL

<https://us06web.zoom.us/j/82174633014>

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

AGENDA

1. **Opening** - Ethan Dunstan, Chair (5 minutes)
 - Call to Order
 - Roll Call
 - Public Comment

2. **Consent Agenda – ACTION** - Ethan Dunstan (5 minutes)
 - Meeting Minutes, October 19, 2024
 - Financials through November 30, 2024
 - MEMO: FY 24 Capacity Building Budget Revision
 - MEMO: Regionally Significant Sites Definition
 - Dashboard/Director Report

3. **Updates from Committees, Task Forces, etc.** - Ethan Dunstan (10 minutes)
 - Entrepreneurship
 - Grow Existing Business
 - Sites
 - Talent Development
 - Nominating Committee
 - Chair & Executive Committee
 - https://public.tableau.com/app/profile/virginiadhcd/viz/GOVADashboard_17345526597200/GOVADashboard

4. **Proposal Review – ACTION** - Ethan Dunstan (20 minutes)
 - Rivanna Futures (Sites)

5. **Proposal Review – ACTION** - Ethan Dunstan (20 minutes)
 - Wine Industry Implementation Grant (Grow Existing Business)

6. **Project Pipeline** - Ethan Dunstan (5 minutes)

7. **Other Business** - Ethan Dunstan (5 minutes)

8. **Adjourn** - Ethan Dunstan



Upcoming

Region 9 Council Meeting – April 16, 2025, North Fork Meeting Center

Region 9 Proposal Deadline(s) – March 19, 2025 | May 14, 2025

GO Virginia Board Meetings (Richmond) – March 11, 2025



**REGION 9 COUNCIL
North Fork Meeting Center
994 Research Park Blvd, Charlottesville, VA 22911**

**OCTOBER 29, 2024
9:30 am to 11:30 am
IN-PERSON MEETING**

Virtual links in agenda posted with this agenda at www.GOVirginia9.org/calendar

MINUTES

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; Bob Coiner, Town of Gordonsville; Brian Cole, LexisNexis Reed Tech; Ned Galloway, Albemarle County Board of Supervisors; Cheryl Kirby, Atlantic Union Bank; Ray Knott, Blue Ridge Bank; Pace Lochte, UVA Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Brandon Payne, Self-Storage of Louisa; Paige Read, Town of Culpeper; Jean Runyon, Piedmont Virginia Community College; Cathy Schafrik, Greene County; Tom Thorpe, Afton Scientific; Jonathon Weakley, Madison County; Tina Weaver, Papa Weaver's Pork, Inc.

Virtual: Christine Jacobs, Thomas Jefferson Planning District Commission

Absent: Gizelle Curtis, Dominion Energy; Andy Wade, Louisa County

Staff: Helen Cauthen, Kristy Dancy, Shannon Holland, Christie Taylor

Guests: Ike Broaddus (virtual); Matt Brown, Matt Brown Consulting; Stephen Davis, CIC; Joseph Dennie, DHCD; Katie Dulaney, CVPED; Tracey Gardner, Madison County; Ashley Hernandorena, Albemarle County; Rachael Hobbs, UVA; Craig Honick, Good People Research; Maureen Kelley, Nelson County; Emily Kilroy, Albemarle County (virtual); Hope Lawrence, CIC; Greg Rosko, PVCC; Bryan Rothamel, Culpeper County; Candance Spence, CVPED; Debroah Van Earsel, UVAF

1. Opening

• **Call to Order**

Ethan Dunstan called the meeting to order at 9:32 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. Consent Agenda – ACTION ITEM

Ethan Dunstan noted that due to the packed agenda, the six business items listed were 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.

- Approve Meeting Minutes, August 20, 2024
- Approve Financials August 31, 2024
- MEMO: Approve FY 25 Per Capita Project Contract
- MEMO: Update on Project VITAL MOU and Contract
- MEMO: Region 9 Sites Initiative via Operating Funds - Update
- Director Report

Brian Cole made a motion to approve Council business as presented. Ray Knott seconded the motion. The motion carried.

3. Updates

- **Committees:** Ethan Dunstan shared that neither the Executive Committee nor the Nominating Committee met since the last Council meeting.
- **Task Forces:** Ethan Dunstan reported that the Sites, Entrepreneurship and Talent Development Task Forces each met separately on Friday, October 18. Minutes are on the Region 9 website and much of their work is reflected in the meeting agenda.
- **Chair:** Ethan Dunstan attended the Board retreat and meeting in Danville on September 9-10. Shannon Holland and Christie Taylor also participated. Ethan Dunstan offered public comments at that Board Meeting on behalf of Regions 2, 4, and 9 asking the Board to accelerate the contract and MOU for Project VITAL. The MOU for Project VITAL was finished a few weeks ago and the contract has been the topic of several feedback sessions over the past few days. Region 9 is pushing for a November 1 contract date as this what CvilleBioHub needs to have the accelerator operational by January. There are several companies ready to join the accelerator.
- **Other:** Ethan Dunstan extended congratulations to Tom Thorpe on the Governor's announcement in early October that Afton Scientific will be expanding with a \$200M investment and adding 200 employees.

4. Conflict of Interest Policy Revision – ACTION ITEM

Ethan Dunstan directed members to page 35 of the agenda for the policy revision to consider based on the latest version of the VITAL contract.

Ray Knott made a motion to approve the change to the Conflict-of-Interest Policy as provided but only if it is needed to comply with requirements in the Project VITAL project contract but to not approve if it is not needed. Tom Click seconded the motion. The motion carried.

5. Letter of Interest for TPI - ACTION ITEM

- Talent Pathway Planning Initiative (TPI) Letter of Interest:
Ethan Dunstan noted that the TPI proposal deadline is November 1, 2024 at noon. The Talent Development Task Force reviewed the letter and related attachments, with the summary in the packet. With the tight turnaround on the deadline, Council should first decide whether to accept the Letter of Interest and then, if accepted, assign staff to submit the application by November 1.

Shannon Holland added that there was a reviewer comment that we should be clearer in the proposal that UVA workforce needs in biotech will be involved in this effort as well as an important member of the biotech talent ecosystem. Talent Development Task Force Members and project reviewers were asked to give their feedback on the project. In general, all were positive and supportive citing that it will add value to Project VITAL, enhance capacity of the sector, and will strengthen the ecosystem and is highly collaborative.

Paige Read made a motion to accept the Talent Pathways Initiative Letter of Interest from CvilleBioHub. Pace Lochte seconded the motion. The motion carried.

6. Project Review - ACTION ITEM

- Food and Beverage Business Accelerator:

Ethan Dunstan then moved on in the agenda to discuss the Food and Beverage Business Accelerator proposal submitted by Venture Central. He noted that the project was reviewed by the Entrepreneurship Task Force and others. Shannon Holland noted that the milestones attachment had been omitted from the project review files and was included in the meeting materials as several reviewers noted its absence. Also, she added that additional questions developed by the Growing Existing Businesses Task Force were answered by the applicant and were also included in the meeting packet.

Ethan Dunstan solicited feedback from those who reviewed or participated at the Task Force meeting. The discussion was supportive of the project and included discussions on:

- The project articulated its place as an accelerator to develop cooperating with incubators like BEACON's Kitchen as a pipeline approach to advancing the sector.
- The project team demonstrated awareness of the challenges within the industry and prepared to investigate them
- A strong effort to collaborate among existing investments
- Effort should be to keep these businesses in the region and if not here in Virginia
- Efforts should be focused on keeping businesses thriving vs selling
- Land price in our region may require more collaboration with other regions

Tom Click made the motion to accept the Food and Beverage Business Accelerator proposal. Rob Archer seconded the motion. The motion carried.

7. Statewide Planning Grant Request – ACTION ITEM

- Artificial Intelligence (AI) Statewide Landscape Assessment (AISLA):

Ethan Dunstan introduced the statewide planning grant opportunity led by Regions 2 and 3. He added that it had been discussed at the Talent Development Task Force meeting. He added that if the council supports the request the council is being asked to 1) write a letter of support 2) ask staff to participate, and 3) assign a region 9 Council Member to participate. He added that Region 9 funds are not being requested.

Discussion on the proposal brought up concerns about infrastructure needs for AI, and whether this proposal took those into consideration in preparing a workforce for AI careers in regions where jobs may be limited because the infrastructure doesn't support a data center.

Roque Castro agreed to serve as the Region 9 volunteer, and Paige Read asked to shadow so she can learn more about the program.

Jonathan Weakley made the motion to support the AI proposal. Pace Lochte seconded the motion. The motion carried.

8. Presentation – Regional Entrepreneurship Investment (REI) Final Report & Action Plan

- Presentation: *Building a Right Sized Entrepreneurial Ecosystem for Region 9*

Guests: Stephen Davis, President, Community Investment Collaborative
Hope Lawrence, Program Manager, Venture Central
Rebecca Haydock, Director, Venture Central
Craig Honick, Owner, Good People Research

The project team presented the REI Report: *Thrive in Place*.

Questions on the report centered on municipal capacity to implement the suggestions, status of the capital and venture capital (VC) markets to connect with entrepreneurs, entrepreneur eligibility for VC funding and other start-up resources, and comprehensive guides for navigating the ecosystem. The project team spoke to the intensity and necessity of the human element of matching entrepreneurs with resources, which limits comprehensive guides and automation of the venture capital market.

Ethan Dunstan thanked the presenters and stated that he was looking forward to reviewing the action plan that is also a deliverable for the ReI grant as well as the follow-on implementation grants.

9. Presentation – Wine Industry Planning Grant & Action Plan

- 2024 Wine Industry Report and Action Plan

Guests: Matt Brown, MJ Brown Consulting
Maureen Kelley, Nelson County Economic Development

Matt Brown presented the Wine Industry Report and Action Plan. The discussion included:

- Questions centered on how many growers identified expansion as a goal (around 60%);
- what is capacity/saturation point of Region 9 (to be determined);
- definition of a “high performing wine professional” (various positions, tenure-track employees);
- the industry’s connection to hospitality sector (need to improve and opportunities identified as part of the study process);
- and how Virginia wine scores relative to competitive markets (some products globally competitive).



Ethan Dunstan thanked the presenters and indicated he was looking forward to the finalized action plan as well as the follow-on implementation grant proposals.

10. Project Pipeline

Shannon Holland reported that she will get the approved projects submitted to DHCD. She expects implementation project proposals to be submitted as the result of the REI and Wine Reports just presented. Additionally, she will continue to support development of a Sites project as presented in the Council business.

11. Other Business

Ethan Dunstan noted that he is working with staff to “reinvigorate” the Task Forces by hosting regular meetings and appointing Chairs. More to come on that activity.

12. Adjourn

The meeting was adjourned at 11:27 a.m.

DRAFT

GO Virginia
Statement of Financial Position
As of November 30, 2024

	Nov 30, 2024
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union	36,761.91
Total Checking/Savings	36,761.91
Accounts Receivable	
11000 · Accounts Receivable	201,312.45
Total Accounts Receivable	201,312.45
Other Current Assets	
11100 · Accrued Receivable	10,245.73
12000 · Undeposited Funds	-
Total Other Current Assets	10,245.73
Total Current Assets	248,320.09
TOTAL ASSETS	248,320.09
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	139,139.35
20004 · Due to CVPED	98,833.30
Total Accounts Payable	237,972.65
Other Current Liabilities	
25060 · Accrued Expenses - Other	10,245.73
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	10,413.24
Total Current Liabilities	248,385.89
Total Liabilities	248,385.89
Equity	
32000 · Unrestricted Net Assets	4.70
* Net Income	(70.50)
Total Equity	(65.80)
TOTAL LIABILITIES & EQUITY	248,320.09

* Negative net income of \$70.50 represents bank service fees covered by CVPED not yet reimbursed by DHCD.

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)
TOTAL FY2024 SPENDING: June 2024 through November 2024

	Capacity Building			
	Jun '24 - Nov '24	Budget	% of Budget	Remaining
Income				
41520 · State Grants	116,236.92	250,000.00	46.5%	133,763.08
Total Income	116,236.92	250,000.00	46.5%	133,763.08
Gross Profit	116,236.92	250,000.00	46.5%	133,763.08
Expense				
01250 · General Administration	14,032.84	20,000.00	70.16%	5,967.16
54400 · Project Support expenses				
54426 · Audit	0.00	7,000.00	0.0%	7,000.00
54430 · Contract Services	3,519.77	5,250.00	67.04%	1,730.23
54449 · Meetings and Facilitation	244.68	2,500.00	9.79%	2,255.32
54440 · Equipment	1,708.87	2,000.00	85.44%	291.13
54451 · Travel	1,493.08	2,500.00	59.72%	1,006.92
54452 · Rent/Lease	4,209.16	12,000.00	35.08%	7,790.84
54453 · Salaries	89,853.52	188,650.00	47.63%	98,796.48
54457 · Marketing/Advertising/Promotion	1,175.00	5,000.00	23.5%	3,825.00
54462 · Legal Expenses	0.00	100.00	0.0%	100.00
54464 · Taxes & Insurance	0.00	0.00	0.0%	0.00
Total 54400 · Project Support expenses	102,204.08	225,000.00	45.42%	122,795.92
54500 · Planning expenses				
54501 · Contract Services	0.00	0.00	0.0%	0.00
54502 · Technical Assistance	0.00	5,000.00	0.0%	5,000.00
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
Total 54400 · Planning expenses	0.00	5,000.00	0.0%	5,000.00
Total Expense	116,236.92	250,000.00	46.5%	133,763.08
Net Income	0.00	0.00	0.0%	0.00

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

	Accelerating Sites			BEACON's Kitchen		
	End Date: 12/31/2023			End Date: 9/30/2024		
	(Projects)			(Projects)		
	Oct '21 - Nov '24	Budget	% of Budget	Oct '22 - Nov '24	Budget	% of Budget
Income						
41520 · State Grants	786,333.00	786,333.00	100.0%	189,000.00	189,000.00	100.0%
Total Income	<u>786,333.00</u>	<u>786,333.00</u>	<u>100.0%</u>	<u>189,000.00</u>	<u>189,000.00</u>	<u>100.0%</u>
Gross Profit	786,333.00	786,333.00	100.0%	189,000.00	189,000.00	100.0%
Expense						
01250 · General Administration	10,000.00	10,000.00	100.0%	14,000.00	14,000.00	100.0%
54000 · Program expenses						
51280 · Planning 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				5,265.00	5,265.00	100.0%
54440 · Equipment				100,735.00	100,735.00	100.0%
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel				593.64	593.64	0.0%
54452 · Rent/Lease						
54453 · Salaries				68,406.36	68,406.36	100.0%
54454 · Other - Website						
54455 · Fringe Benefits				0.00	0.00	0.0%
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						
Total 54400 · Project related expenses	<u>776,333.00</u>	<u>776,333.00</u>	<u>100.0%</u>	<u>175,000.00</u>	<u>175,000.00</u>	<u>100.0%</u>
Total 54000 · Program expenses	<u>776,333.00</u>	<u>776,333.00</u>	<u>100.0%</u>	<u>175,000.00</u>	<u>175,000.00</u>	<u>100.0%</u>
Total Expense	<u>786,333.00</u>	<u>786,333.00</u>	<u>100.0%</u>	<u>189,000.00</u>	<u>189,000.00</u>	<u>100.0%</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 November 30, 2024**

	Carver Food			Cville Bio Lab		
	End Date: 10/31/2025			End Date: 6/30/2024		
	(Projects)			(Projects)		
	Nov '22 - Nov '24	Budget	% of Budget	May '23 - Nov '24	Budget	% of Budget
Income						
41520 · State Grants	148,632.63	199,727.00	74.42%	100,000.00	100,000.00	100.0%
Total Income	<u>148,632.63</u>	<u>199,727.00</u>	<u>74.42%</u>	<u>100,000.00</u>	<u>100,000.00</u>	<u>100.0%</u>
Gross Profit	148,632.63	199,727.00	74.42%	100,000.00	100,000.00	100.0%
Expense						
01250 · General Administration	11,362.26	14,795.00	76.8%	7,360.00	7,360.00	100.0%
54000 · Program expenses						
51280 · Planning Grant Activities	0.00					
54400 · Project related expenses						
54424 · Administration						
54425 · Architectural and Engineering						
54430 · Contract Services				23,640.00	23,640.00	100.0%
54440 · Equipment	137,270.37	184,932.00	74.23%			
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel						
54452 · Rent/Lease						0.0%
54453 · Salaries				26,000.00	26,000.00	100.0%
54454 · Other - Website				10,000.00	10,000.00	100.0%
54455 · Fringe Benefits						
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses				10,000.00	10,000.00	100.0%
54463 · Other - Outreach and Promotion						
54465 · Other - Collaboration						
54466 · Other - Management & General						
54467 · Fiscal/Account Mgmt Services				5,000.00	5,000.00	100.0%
54468 · Indirect Costs				9,000.00	9,000.00	100.0%
54469 · Studies				9,000.00	9,000.00	100.0%
Total 54400 · Project related expenses	<u>137,270.37</u>	<u>184,932.00</u>	<u>74.23%</u>	<u>92,640.00</u>	<u>92,640.00</u>	<u>100.0%</u>
Total 54000 · Program expenses	<u>137,270.37</u>	<u>184,932.00</u>	<u>74.23%</u>	<u>92,640.00</u>	<u>92,640.00</u>	<u>100.0%</u>
Total Expense	<u>148,632.63</u>	<u>199,727.00</u>	<u>74.42%</u>	<u>100,000.00</u>	<u>100,000.00</u>	<u>100.0%</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 November 30, 2024**

	Regional Entrepreneurship Initiative			Rural Entrepreneur Ecosystem		
	End Date: 6/12/2025			End Date: 4/30/2025		
	(Projects)			(Projects)		
	Jun '23 - Nov '24	Budget	% of Budget	May '23 - Nov '24	Budget	% of Budget
Income						
41520 · State Grants	196,736.69	300,000.00	65.58%	99,723.91	200,000.00	49.86%
Total Income	<u>196,736.69</u>	<u>300,000.00</u>	<u>65.58%</u>	<u>99,723.91</u>	<u>200,000.00</u>	<u>49.86%</u>
Gross Profit	196,736.69	300,000.00	65.58%	99,723.91	200,000.00	49.86%
Expense						
01250 · General Administration	15,191.16	22,080.00	68.8%	9,920.51	14,720.00	67.4%
54000 · Program expenses						
51280 · Planning Grant Activites						
54400 · Project related expenses						
54424 · Administration	764.33	2,500.00	30.57%			
54425 · Architectural and Engineering						
54430 · Contract Services	100,000.00	100,000.00	100.0%	5,551.96	5,551.96	100.0%
54440 · Equipment						
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel	936.68	2,420.00	38.71%	5,857.97	11,960.00	48.98%
54452 · Rent/Lease						0.0%
54453 · Salaries	75,293.67	167,000.00	45.09%	71,943.30	153,000.00	47.02%
54454 · Other - Website						
54455 · Fringe Benefits				6,450.17	14,768.04	43.68%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion	4,550.85	6,000.00	75.85%			
54465 · Other - Collaboration						
54466 · Other - Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
Total 54400 · Project related expenses	<u>181,545.53</u>	<u>277,920.00</u>	<u>65.32%</u>	<u>89,803.40</u>	<u>185,280.00</u>	<u>48.47%</u>
Total 54000 · Program expenses	<u>181,545.53</u>	<u>277,920.00</u>	<u>65.32%</u>	<u>89,803.40</u>	<u>185,280.00</u>	<u>48.47%</u>
Total Expense	<u>196,736.69</u>	<u>300,000.00</u>	<u>65.58%</u>	<u>99,723.91</u>	<u>200,000.00</u>	<u>49.86%</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 November 30, 2024**

	Talent Supply Connector			Tech Talent Retention		
	End Date: 1/31/2025			End Date: 12/31/2024		
	(Projects)			(Projects)		
	Sep '22 - Nov '24	Budget	% of Budget	Sep '22 - Nov '24	Budget	% of Budget
Income						
41520 · State Grants	282,175.37	391,528.00	72.07%	296,071.27	307,800.00	96.19%
Total Income	<u>282,175.37</u>	<u>391,528.00</u>	<u>72.07%</u>	<u>296,071.27</u>	<u>307,800.00</u>	<u>96.19%</u>
Gross Profit	282,175.37	391,528.00	72.07%	296,071.27	307,800.00	96.19%
Expense						
01250 · General Administration	20,588.39	23,616.00	87.18%	19,199.58	22,800.00	84.21%
54000 · Program expenses						
51280 · Planning Grant Activities						
54400 · Project related expenses						
54424 · Administration						
54425 · Architectural and Engineering						
54430 · Contract Services	2,653.50	25,000.00	10.61%	12,000.00	12,000.00	100.0%
54440 · Equipment						
54442 · Training				2,071.77	2,071.77	100.0%
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel	2,217.70	7,500.00	29.57%	2,500.00	2,500.00	100.0%
54452 · Rent/Lease	10,000.00	10,000.00	100.0%	10,000.00	10,000.00	100.0%
54453 · Salaries	200,172.18	272,700.00	73.4%	152,909.80	156,000.00	98.02%
54454 · Other - Website						
54455 · Fringe Benefits	28,831.60	35,000.00	82.38%	33,000.00	33,000.00	100.0%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Other - Outreach and Promotion				30,000.00	30,000.00	100.0%
54465 · Other - Collaboration				18,390.12	23,428.23	78.5%
54466 · Other - Management & General	17,712.00	17,712.00	100.0%	16,000.00	16,000.00	100.0%
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
Total 54400 · Project related expenses	<u>261,586.98</u>	<u>367,912.00</u>	<u>71.1%</u>	<u>276,871.69</u>	<u>285,000.00</u>	<u>97.15%</u>
Total 54000 · Program expenses	<u>261,586.98</u>	<u>367,912.00</u>	<u>71.1%</u>	<u>276,871.69</u>	<u>285,000.00</u>	<u>97.15%</u>
Total Expense	<u>282,175.37</u>	<u>391,528.00</u>	<u>72.07%</u>	<u>296,071.27</u>	<u>307,800.00</u>	<u>96.19%</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 November 30, 2024**

	Technology Academies End Date: 7/24/2025			Wine Industry Planning Grant End Date: 12/30/2024		
	(Projects)			(Projects)		
	Jul '22 - Nov '24	Budget	% of Budget	Dec '23 - Nov '24	Budget	% of Budget
Income						
41520 · State Grants	193,112.82	402,075.00	48.03%	37,000.00	100,000.00	37.0%
Total Income	<u>193,112.82</u>	<u>402,075.00</u>	<u>48.03%</u>	<u>37,000.00</u>	<u>100,000.00</u>	<u>37.0%</u>
Gross Profit	193,112.82	402,075.00	48.03%	37,000.00	100,000.00	37.0%
Expense						
01250 · General Administration	13,976.84	29,783.00	46.93%	7,000.00	7,000.00	100.0%
54000 · Program expenses						
51280 · Planning Grant Activites						
54400 · Project related expenses						
54424 · Administration						
54425 · Architectural and Engineering						
54430 · Contract Services				30,000.00	93,000.00	32.26%
54440 · Equipment	179,135.98	329,360.00	54.39%			
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						
Total 54400 · Project related expenses	<u>179,135.98</u>	<u>372,292.00</u>	<u>48.12%</u>	<u>30,000.00</u>	<u>93,000.00</u>	<u>32.26%</u>
Total 54000 · Program expenses	<u>179,135.98</u>	<u>372,292.00</u>	<u>48.12%</u>	<u>30,000.00</u>	<u>93,000.00</u>	<u>32.26%</u>
Total Expense	<u>193,112.82</u>	<u>402,075.00</u>	<u>48.03%</u>	<u>37,000.00</u>	<u>100,000.00</u>	<u>37.0%</u>
Net Income	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>

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

	Total Projects		
	Mar '21 - Nov '24	Budget	% of Budget
Income			
41520 · State Grants	2,328,785.69	2,976,463.00	78.24%
Total Income	<u>2,328,785.69</u>	<u>2,976,463.00</u>	<u>78.24%</u>
Gross Profit	2,328,785.69	2,976,463.00	78.24%
Expense			
01250 · General Administration	128,598.74	166,154.00	77.4%
54000 · Program expenses			
51280 · Planning Grant Activities			
54400 · Project related expenses			
54424 · Administration	764.33	2,500.00	30.57%
54425 · Architectural and Engineering	776,333.00	776,333.00	100.0%
54430 · Contract Services	179,110.46	264,456.96	67.73%
54440 · Equipment	417,141.35	615,027.00	67.83%
54442 · Training	2,071.77	2,071.77	100.0%
54447 · Other - Programming			
54448 · Other - Workspace			
54449 · Meetings and Facilitation			
54450 · Supplies			
54451 · Travel	12,105.99	24,973.64	48.48%
54452 · Rent/Lease	20,000.00	20,000.00	100.0%
54453 · Salaries	594,725.31	886,038.36	67.12%
54454 · Other - Website	10,000.00	10,000.00	100.0%
54455 · Fringe Benefits	68,281.77	82,768.04	82.5%
54456 · Machinery/Tools			
54457 · Marketing/Advertising/Promotion			
54458 · Planning Assessment			
54462 · Legal Expenses	10,000.00	10,000.00	100.0%
54463 · Other - Outreach and Promotion	34,550.85	36,000.00	95.98%
54465 · Other - Collaboration	18,390.12	23,428.23	78.5%
54466 · Other - Management & General	33,712.00	33,712.00	100.0%
54467 · Fiscal/Account Mgmt Services	5,000.00	5,000.00	100.0%
54468 · Indirect Costs	9,000.00	9,000.00	100.0%
54469 · Studies	9,000.00	9,000.00	100.0%
Total 54400 · Project related expenses	<u>2,200,186.95</u>	<u>2,810,309.00</u>	<u>78.29%</u>
Total 54000 · Program expenses	<u>2,200,186.95</u>	<u>2,810,309.00</u>	<u>78.29%</u>
Total Expense	<u>2,328,785.69</u>	<u>2,976,463.00</u>	<u>78.24%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

MEMORANDUM

Date: January 16, 2025
To: GO Virginia Region 9 Council
From: Shannon Holland, Director GO Virginia Region 9
Re: A. Request Approval for Capacity Building Budget Revisions – FY 2024
B. Request for budget revision allowance of up to \$15,000

A. Request Approval for Capacity Building Budget Revision – FY 2024

Support staff is requesting approval to revise the FY 2024 Capacity Building Budget based on the latest FY 2025 funds forecast and expenses through November 30, 2024. See attached revision worksheet for details.

B. Request for budget revision allowance of up to \$15,000

This is a request to allow support organization staff to make Capacity Building Budget revisions, provided that no line item is increased by more than \$15,000. Staff will report any changes at the Council Meeting immediately following the revision.

This allowance will ensure our agility and ability to manage the capacity building funds and minimize the number of requests before the Council.



BUDGET REVISION REQUEST FOR COUNCIL 1.16.2025

Budget Item		Amount	Original	Proposed	Adjustment
		FY 2025	FY 2024	FY2024	FY2024
A	Administration				
	Admin (General)	\$37,000.00	\$20,000.00	\$37,000.00	\$17,000.00
	Audit	\$6,500.00	\$7,000.00	\$8,500.00	\$1,500.00
	Contract Services	\$9,500.00	\$5,000.00	\$7,000.00	\$2,000.00
	Legal Expenses	\$500.00	\$100.00	\$0.00	(\$100.00)
	Marketing, Outreach, and Websites	\$3,000.00	\$5,000.00	\$3,000.00	(\$2,000.00)
	Meetings and Workshops	\$3,750.00	\$2,500.00	\$2,500.00	\$0.00
	Rent	\$12,000.00	\$12,000.00	\$12,000.00	\$0.00
	Salaries (Fringe if applicable)	\$172,250.00	\$188,650.00	\$170,000.00	(\$18,650.00)
	Supplies & Equipment	\$2,000.00	\$2,000.00	\$2,500.00	\$500.00
	Travel	\$3,500.00	\$2,500.00	\$2,500.00	\$0.00
Total Administration Budget:		\$250,000.00	\$244,750.00	\$245,000.00	
B	Planning Services:				
	Contract Services	\$0.00	\$250.00		
	Planning Grants	\$0.00	\$5,000.00	\$5,000.00	\$0.00
Total Planning Services Budget:		\$0.00	\$5,250.00	\$5,000.00	
TOTAL Expense Budget:		\$ 250,000.00	\$ 250,000.00	\$ 250,000.00	

MEMORANDUM

Date: January 16, 2025
To: GO Virginia Region 9 Council
From: Shannon Holland, Director, GO Virginia Region 9
Re: Definition for Regionally Significant Site

This is to request that the Region 9 Council adopt this definition for what constitutes a regionally significant site.

The Sites Task force provided input during their meeting on January 7th and the wording was finalized with the Sites Task Force Chair, Brandon Payne.

An important criterion for evaluating GO Virginia Sites proposals, especially implementation grants that advance sites beyond Tier 3, is to assure the proposed sites are “regionally significant” or a “regional priority”.

For reference, the Central Virginia Partnership Board approved the following definition at their October Board Meeting: *The Board ... approved defining a priority regional site as one that has high commitment from a locality, shown in part by significant investment incurred, focused on attraction/expansion of companies in CVPED’s target industry sectors, majority publicly controlled, and other localities agree it is a top priority for the region.*

DEFINITION: To be considered a regionally significant site in GO Virginia Region 9 for grant funding, a site proposal must:

- Demonstrate significant financial commitment and investment from one or more localities, and focus on attracting or expanding Region 9’s target industry sectors, and,
- Publicly controlled or majority publicly controlled, and,
- Align with the Region 9 Growth & Diversification Plan, and,
- Stipulate how regional localities are collaborating to advance this site in at least one of the following ways. (Example: An active advisory committee could be established to support activities)
 - Marketing the site to target industries
 - Workforce development planning
 - Engagement with local economic development offices and Virginia Economic Development Partnership (VEDP)
 - or other collaborative effort like a Regional Industrial Facility Authorities (RIFAs).

DIRECTOR REPORT
REGIONAL COUNCIL 9 MEETING
UPDATED: JANUARY 9, 2025
MEETING: JANUARY 16, 2025

Grant Funds Available:

Region 9 Per Capita	\$1,000,000
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Quarterly Progress Reports for Projects: due January 20, 2025 for 2024Q4

Project Changes:

Budget Revisions

- Talent Supply Connector – Nov 2024 Revision moved funds from Contract Services to M&G as Toolkit took less contractor time than projected; expecting revision by 1/15/2025 to add travel category and move funds in preparation for closeout.
- REI – Oct 2024 Revision approved, moved funds from contract services to staff as more expected to be done in-house
- Rural Entrepreneurship Ecosystem Building- expecting revision, details pending

Contracts

- New Contracts: Project VITAL and BioBridge (TPI) (CvilleBioHub)
- Pending: Food and Beverage Business Accelerator (Venture Central)
- Extensions:
 - Expecting one from Tech Academies to extend program beyond July 2025 to capture match-eligible activities since dual-enrollment did not materialize with school systems.
- Milestones:
 - Tech Academies is behind on milestones because the dual enrollment program with Rappahannock will not occur. DHCD has approved a revision to match-eligible activities of boot camps, which is projected to generate similar outcomes as committed (currently at 14/90 credentials and 17/90 students trained). The 80 students in dual enrollment will not be achieved.
- Outcomes/Deliverables:
 - See above note on Tech Academies
 - Tech Talent Retention and Talent Supply Connector will be closing vastly under job commitment numbers; this has been reported at previous Council Meetings and has been a common experience with talent projects statewide.
 - Wine Industry Planning Grant report and action plan submitted.
 - REI Action plan pending

Closeouts

- Completed:
 - Tech Talent Retention closed 12/31/2024. Outcomes forthcoming with final quarterly report and closeout report. All funds expended.
 - Wine Industry Planning Grant closed 12/30/2024. All funds expended. Reported the following outcomes:
 - Wine Industry Report
 - Wine Industry Action Plan
 - Implementation grant project proposal
- In Progress:
 - Accelerating Sites, pending Tier 4 certification letter
- Funds Not Spent at Closeout:
 - Projecting at least \$30,000 return from Talent Supply Connector

Key Staff Activity:

- Project VITAL – MOU and contract signed
- Advanced Serve on Winery Planning Grant Advisory Committee
- Serve on REI Advisory Committee
- New Council Member Onboarding
- Close out FY 2023 Capacity Building Budget
- Supported Task Force Meetings on 1/7/2025: Sites, Talent Development, and Entrepreneurship
- Executive Committee Meeting on 1/7/2025
- Advanced two projects through review process: Wine Industry Planning Grant (Grow Existing Business) and Rivanna Futures (Sites)
- Participated at CHO Airport Tour, hosted by CVPED
- Attended BioManufacturing Summit
- CAV Angels Holiday Event
- INSA National Security Meeting, Boars Head 12/3/2025
- Met with VEDP External Relations, 12/12/2025

LinkedIn: Followers: 474 (+4)



2025 Growth & Diversification Plan Update

Timeline

January 31	DHCD delivers JOBS EQ regional economic data set*
April 16	Council Meeting - review data and provide feedback
May	Draft Plan vetted with subject matter experts, stakeholders, etc.
June 17	Council reviews Draft Version 2
September	Draft Plan vetted with subject matter experts, stakeholders, CEDS committee, etc.
September 15	Draft due to DHCD
October	Council reviews and approves Final Growth Plan Update
October 31	Final Growth Plan Update to DHCD
December 15	Board Review/Approval

Update Includes:

1. Evaluate The Performance of Your Regional Economy
2. A Situational Analysis for Each Targeted Industry Sector
3. Skills Gap Analysis for Your Targeted Industry Sectors
4. Identification Of Plan Goals and Actionable Strategies
5. Identify Strategic Partners for Collaboration

Data set includes:

- Employment growth across all sectors
- Wage growth across all sectors
- Employment growth in targeted traded industry sectors
- Wage growth in targeted traded industry sectors
- New business formation activity (source: TBD)
- New business formation in targeted traded sector industries (source: TBD)
- Economic development announcements (new and expanding businesses) (source: VEDP website/announcements)
- VEDP Site Inventory Data (source: VEDP)



Sites Task Force Project Summary

Project Name: Rivanna Futures

Applicant: Albemarle County

Contact Name: Emily Kilroy, Economic Development Director

Timeline: 12 months

Grant Amount Requested: \$613,570

Match Amount Proposed: \$324,000

Local Match Committed: \$316,000

Match Commitment: Albemarle (300,000 cash); Greene, Charlottesville, CVPED (each \$8,000 in-kind)

Localities Participating: Albemarle County, City of Charlottesville, Greene County

Other(s) Participating: Central Virginia Partnership for Economic Development (CVPED)

Support Letters: Charlottesville, Counties of Albemarle, Greene, Central Virginia Partnership (CVPED)

Strategy: Sites

Region 9 Target Sectors: IT, Light Manufacturing, Biotechnology

Region 9 Growth Plan Opportunities Targeted:

- Sites #4 – Drive the development of regionally prioritized sites for target sectors
- Grow Existing Businesses #2 – Support implementation grants from gaps identified in reports, such as the CEDS Report of 2024 (including Super Regional Strategies)

Summary: Albemarle County is seeking \$613,570 in GO Virginia Site funds to support design and permitting activities aimed at accelerating the advancement of the land known as Rivanna Futures in Northern Albemarle County from Tier 3 toward a Tier 4 site readiness. This work will improve chances for additional state and federal grants for clearing, grading, utilities, road building, and stormwater management. Based on initial engineering due diligence, it is anticipated that this site could add more than 850,000 SF of Light Industrial/Office space and generate more than 1,500 new jobs in Intelligence, cybersecurity, biotech, geospatial, and advanced manufacturing, with an annual income above the prevailing median wage.

ROI – 3627% in 5 -years + IMPLAN study (5,741 office jobs or 3,460 mixed use)

Outcomes/Deliverables: 172 acres impacted/developed

Activities:

1. Delivery of 50% road design plans based on Phase 1 buildout
2. Delivery of 50% site plan design for 6 development blocks identified in Phase 1.
3. VESMP permitting received
4. Utilities plan developed
5. Establish a regional advisory committee to support this project and broader innovation/knowledge sector ecosystem in the Charlottesville MSA

Budget:

Architecture and Engineering Fees (Phase 1):

- Project Management \$38,630
- Site Design (50%) \$149,280
- Road Design (50%) \$169,680
- VESMP (Grading/Stormwater) \$122,600
- Utilities \$116,380

Support Org. Contract Mgmt (CVPED) \$17,000

Task Force Review

REVIEWERS: 7

Task Force Meeting: January 7, 2025

Reviewers identified project as meeting the following goals:

State Goals:	X=1 reviewer
Higher Paying Jobs	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
Out of State Investment	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
Transformative Project	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
Collaboration between government, business, education, etc.	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>

Average Score / Total Points Available:

ECONOMIC IMPACT	28.5/35
REGIONAL COLLABORATION	27/30
PROJECT READINESS	18.5/20
PROJECT BUDGET	14/15
AVERAGE SCORE	88/100

Council Meeting Update

STAFF UPDATE:

Based on Task Force Discussion on January 7, 2024, staff will provide an update at the Council Meeting:

- Corrected ROI received to reflect accurate grant amounts – 5 yr ROI 3334.54%
- New IMPLAN study by Weldon Cooper delivered
- Updates on regional collaboration and engagement that occurred at CVPED Board meeting including County Administrators and Economic Development Partners
- Updates on advisory committee engagement already happening
- Utilities engagement – electric and broadband
- Contractor on term contract



Grow Existing Business (GEB) Task Force Project Summary

Project Name: Wine Implementation Grant

Applicant: Nelson County

Contact Name: Maureen Kelley, Development Director

Timeline: 2 years

Grant Amount Requested: \$353,120

Match Amount Proposed: \$209,784

Local Match: \$191,534

Match Breakdown: In-kind \$173,784 Cash - \$36,000

Localities Participating: Albemarle, Charlottesville, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock

Support Letters: Charlottesville, Counties of Albemarle, Greene, Central Virginia Partnership (CVPED)

Match Commitment: Fluvanna County, Fauquier County, Madison County, Nelson County, Town of Culpeper, CACVB, CVPED, PVCC, Eastwood, Veritas, Williams Compliance

Pending Match: Albemarle County, Greene County, Louisa

Letters of Support: (6 Gov't) Albemarle County, Orange County, Madison County, Fluvanna County, Fauquier County, Town of Culpeper; (9 Private) Capitol Wine School, Hark, King Family, Eastwood, Oakencroft, Williams Compliance, Winebow, Rep. National, RdV (4 Other) CACV, CVPED, SBDC, Venture Central

Strategy: Grow Existing Business

Region 9 Target Sectors: Food & Beverage Manufacturing (Wine Industry)

Region 9 Growth Plan Opportunities Targeted:

- *GEB #2 - Support implementation grants from gaps identified through planning grants or other regional reports such as the CEDS Plans...*
 - Wine Industry Cluster Scale Up planning grant funded Wine Industry Report & Action Plan (2024) <https://www.govirginia9.org/about/reports/>
- *GEB #3 - Support Sector-led vertical to address business-identified and validated sector gaps to traded sector growth*

Summary: Establish a private sector led coalition to coordinate efforts that will strengthen the wine industry in Region 9 while increasing the number of companies exporting products across state lines. The coalition will advance 11 of 25 recommendations generated in the 2024 Wine Industry Report & Action Plan.

ROI: -68.76 at 3yr; -5.86 at 5 yr

GO Virginia Outcomes: 10 jobs; 10 businesses expanded (exports); 104 businesses served

Other Outcomes: Established coalition; Complete Professional Wine Credential; Impact Reporting; Cost Production Report

Activities:

- Hire a consultant/contractor to staff the coalition
- Establish and convene a coalition of wine industry professionals and organizations led by private sector; establish action plan and goals; develop sustainability model; consider expansion to multi-regional or statewide
- Create a website with available technical resources for industry access
- Develop a professional credential targeting education of out-of-state wine professionals to drive demand for Virginia wines; can also be used with tasting room and state professionals
- Provide business support services that are unique to Virginia wine to strengthen business and target exporting
- Connect region wine industry to workforce services and activities
- Establish impact reporting and create inaugural cost of production report

Budget:

\$327,120 - Contract Services Breakdown:

- \$65,500 - Coalition formation, facilitation and support
- \$10,000 – wine industry website
- \$3,500 s – Supplies for Mtgs
- \$7,500 – Travel and Meetings
- \$128,995 Credential Development
- \$88,250 Business and Technical resources for unique wine industry needs
- \$10,375 connecting to talent resources
- \$13,000 Impact reporting and Cost of Production Report

\$26,000 Admin- CVPED Grant Mgmt.



Task Force Review

REVIEWERS: 3

Task Force Meeting: January 7, 2025

Reviewers identified project as meeting the following goals:

GO Virginia Program Goals:	X = 1 reviewer
Higher Paying Jobs	X
Out of State Investment	
Transformative Project	X
Collaboration between government, business, education, etc.	X

Average Score / Total Points Available:

ECONOMIC IMPACT	31/35
REGIONAL COLLABORATION	27/30
PROJECT READINESS	18/20
PROJECT BUDGET	11/15
AVERAGE SCORE	87/100

Council Meeting Update

STAFF UPDATE:

PENDING: Match commitments: Albemarle County \$20,000 cash; \$2,500 in-kind (EDA Mtg. 1/21/25); Greene County \$1,500 in-kind; Louisa County \$2,500

PROJECT REVISIONS:

Based on applicant’s responses to Task Force concerns the following could be updated.

- New Jobs – 20, Business Expanded Exports - 25
- ROI rework based on above - pending
- If pulled, program expenses for Credential Program development – (\$128,995)
-