



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

GO Virginia Region 2

GO Virginia Region 2 Council Meeting Minutes

October 28, 2020, 1:00p.m.- 3:00p.m, Zoom Webinar.

Council members in attendance: Eddie Amos, Amy Ankrum, Nathaniel Bishop, Ab Boxley (Vice-Chair), John Capps, Kenneth Craig, Janice Crawford, Beverly Dalton, Sandy Davis, John Dooley, William Fralin, Michael Friedlander, Don Halliwill, Vince Hatcher, Victor Iannello, Marty Muscatello, Kim Payne, Debbie Petrine, John Putney, Ray Smoot (Chair), Luke Towles.

Council members not in attendance: Watt Foster, Mike Hamlar, Brian Hemphill, Floyd Merryman.

Staff in attendance: John Provo, Scott Tate, Elli Travis, Rachel Jones.

Public in attendance: Traci Blido, Aisha Johnson, Deborah Flippo, Mary Zirkle, Christopher Bryant, Jack Freeman, Jason Ferguson, John Newby, Nikki Hastings, Faith McClintic, Billy Gammel, Gary Christie, Megan Lucas, Marc Nelson, Meredith Hundley.

The meeting convened at 1:06p.m. and adjourned at 2:51p.m.

Financial Report

John Provo began by providing the council with a financial report. The council has a remaining balance of \$1,929,159 in per-capita funds and a remaining balance of \$202,800 in Economic Resilience and Recovery funds.

Proposal Review

Virginia Bio-Connect

Scott Tate began by providing a brief overview of the new project proposal, *Virginia Bio-Connect*, submitted by the Virginia Biotechnology Association. This proposal is a state-wide initiative to catalyze, strengthen, and grow the life science and biotechnology industry cluster in the Commonwealth through a model of formalized regional BioHubs where they currently do not exist, and connecting the BioHubs across the state in the areas of workforce development, commercialization, resource sharing, and mentorship. The project supports the creation, retention, or attraction of at least 15 life sciences companies, with an average of 8 new jobs per company across the state, for a total output of 120 new jobs, with an average bioscience industry salary of \$107,610, annually. John Newby, Virginia Bio, and Nikki Hastings, Charlottesville BioHub, provided the council with an overview of project timeline and deliverables, as well as discussed outcomes of a previously awarded GO Virginia Region 9 grant focused on sustaining growth in the regional life sciences industry. John Newby addressed concerns raised by the council regarding long-term regional sustainability stating the BioHubs will continue to receive support from industry partnerships following completion of the proposed timeline. Chairman Smoot inquired about the Region 2 BioHub directors' responsibilities. Nikki Hastings stated that regional BioHub directors will interact with companies who are seeking funds or support for internships and collaborate



with other regional BioHub directors to establish a plan of action. Directors will meet regularly to discuss progress reported in each region.

Chairman Smoot asked if there were any additional questions. There were none.

The Virginia Biotechnology Association request totaled \$1,790,780 in GO Virginia Statewide Competitive funding, with the required matching funds, including local participation.

Council members recusing from the vote were William Fralin, Don Halliwill, and Michael Friedlander.

Victor Iannello motioned to endorse the project to the GO Virginia State Board and Marty Muscatello seconded. All were in favor and none opposed.

Central Virginia Regional CTE Academy

Scott Tate continued with a brief overview of the new project proposal, *Central Virginia Regional CTE Academy*, submitted by Central Virginia Community College. The proposal will support the startup of a CTE academy in order to serve the college's service region. The academy will enable an estimated 1,120 students to complete a credential or certificate over the 2-year GO Virginia grant period. Students served may be high school students, high school graduates, adult learners, or under-skilled workers. GO Virginia funds are sought after to support 2 positions during the start-up phase, a CVCC Coordinator of CTE initiatives and a CTE Academy Coordinator of Business Partnerships. Jason Ferguson, Central Virginia Community College, addressed program deliverables, as well as the need for the 2 critical positions to effectively implement this initiative.

Chairman Smoot asked if there were any questions. There were none.

Central Virginia Community College request totaled \$266,000 of Region 2 Per-Capita funds, with a local match of \$134,000.

Council members recusing from the vote were John Capps and Kim Payne.

Victor Iannello motioned to approve the project, and Ab Boxley seconded. The motion passed with two opposed.

Special Update- GenEdge

Council member Vince Hatcher began by providing a brief update on the statewide initiative, *Retooling Virginia Manufacturers for Strategic Industries*, led by GenEdge. Vince Hatcher serves on the initiative's advisory committee, representing Region 2. The project team has moved forward with the launch of their website, advertising their services. Vince continued by announcing that as of October 19, 10 companies have applied to receive services, 5 of those companies have completed a commercialization readiness assessment, with all 5 of those companies identified as suitable candidates, receiving approval into the program. Following approval into the program, GenEdge will construct a business case analysis for commercialization, then utilize the information received to assist the company in prioritizing the commercialization plan and address the deficiencies identified as constraints to launch. Total funding provided per company is expected to be around \$75,000, including the company's cash match- a



required 20%. Funding will not be given to participating companies. A market needs assessment from the Virginia Hospital and Healthcare Association is in progress, as well as a market skills assessment from the Virginia Manufacturers Association. This report will address industry workforce development requirements to support the emerging PPE industries around the commonwealth. Vince continued by providing council with an overview regarding project timeline. Vice-Chair Ab Boxley inquired about the most identified needs of a company admitted into the program. Vince stated the need for masks and protective healthcare equipment has been the current priority.

Council Business

The council reviewed minutes from the Region 2 Council meeting held on July 30, 2020, and the Region 2 Executive Committee meeting held on October 14, 2020. Vice-Chair Ab Boxley asked if there were any questions regarding the minutes; there were none.

Sandy Davis motioned to approve the minutes, and Kim Payne seconded. All were in favor and none opposed.

Vice-Chair Ab Boxley provided the council with an update regarding vacancies existing on the Region 2 Council. Vice-Chair Boxley announced the newly appointed executive committee member, Eddie Amos.

Staff Updates

Region 2 Project Evaluation

Elli Travis provided the council with a detailed overview of quarter 3 project evaluation. Most Region 2 funded projects are on track with milestones and metrics, other than a few delays or cancellation of events due to covid-19 restrictions. The Region 2 Talent Collaborative project is in the process of receiving a no-cost extension through a pending date of December 31, 2020, to allow the project staff to evaluate virtual career exploration platforms. Following project closeout, Region 2 Talent Collaborative is expected to return \$105,415 to Region 2 Per-Capita funds. Blockchain Ecosystem Catalyst is notably behind on project milestones, Region 2 staff are intervening to discuss a corrective plan of action regarding quarter 4 deliverables. Regional projects in the process of closeout include Capital Ecosystem Development, Increasing the Birth Rates of New High Growth Companies Phase I, Enhancing the Region Through New Technology for Unmanned Systems, WoodHaven Road, Water, and Sewer Infrastructure Enhancement, Regional Acceleration and Mentorship Program (RAMP), Lynchburg Due Diligence, Regional Career and Technical Education Study, and Stopping the Brain Drain Strategy Development. Travis stated she is compiling a project closeout and outcomes evaluation report, surrounding focus on entrepreneurial collaboration and growth, partnership development and change, as well as working with the sub-grantee to identify additional data to be collected to show long-term impacts of the project.

Vice-Chair Ab Boxley asked if there were any questions. There were none.



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Proposal Pipeline

John Provo provided the council with a brief overview regarding regional project pipeline, stating staff is expecting to present around 4 proposals at the upcoming council meeting in early February. The quarterly deadline to submit is January 8th. Two of the expected proposals will focus on university partnerships pertaining to manufacturing and unmanned systems, one proposal will focus on k-12 initiatives, and one proposal from the Roanoke Broadband Authority, related to rollout of innovative employment of true 5G.

VEDP Site Development Virtual Roadshow

Virginia Economic Development Partnership partnered with the GO Virginia State Board to hold a regional Site Development Virtual Road Show on October 22, 2020. As part of the rollout process for VEDP's recently completed Enhanced Site Characterization effort, VEDP discussed broad themes that have emerged from the data collection and analyses on the 45 sites, across 16 localities, included in the study. Region 2 staff anticipates this study to assist council in the evaluation process of future site development related proposals.

Adjournment occurred at 2:51 p.m.