**Region 8**

*Cities of: Buena Vista, Harrisonburg, Lexington, Staunton, Waynesboro, & Winchester*

*Counties of: Augusta, Bath, Clarke, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah, & Warren*



**GO Virginia Region 8 Grant Review Committee Agenda**

Tuesday, April 4, 2023, 1:00 p.m. – 1:48 p.m.

Laurel Ridge Community College, Middletown Campus, 173 Skirmisher Ln, Middletown 22645

Cornerstone Hall, Thomas & Sharon Byrd Board Room

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| **FIRST** | **LAST** | **AFFILIATION** | **ATTENDED** |
| Tracy | Fitzsimmons | Shenandoah University, Committee Chair | X |
| Devon | Anders | InterChange Group | Virtual |
| Kim | Blosser | Lord Fairfax Community College, Committee Vice-Chair | X |
| Kathlynn | Brown | SRI International | - |
| Ashley | Driver |  | X |
| Mike | Goertzen | Serco, Inc. | Virtual |
| Diar | Kaussler | Abrahamic House | - |
| Lai | Lee | High Meadow Strategies, LLC | X |
| Mark | Merrill | Retired - Valley Health System | Virtual |

Deborah Flippo (Region 8 Executive Director) and Debbie Irwin (applicant) & Ryan Hall participated in-person. Elizabeth McCarty (CSPDC) & Gretchen Henderson (NSVRC) joined the meeting virtually .

Joel Hensley (Region 8 Administrative Coordinator) attended the meeting virtually.

**Call to Order**

The April 4, 2023 Grant Review Committee meeting for GO Virginia Region 8 was called to order by Chair Tracy Fitzsimmons at 1:00p.m.

**Roll Call/Quorum Confirmation**

Joel Hensley took roll call and Chair Fitzsimmons confirmed in-person quorum was met. Mike Goertzen, Mark Merrill & Devon Anders were participating virtually and approval had been given prior to the meeting per the Region 8 Electronic Participation Policy.

**Grant Review Committee Action**

*Approval of October 3, 2022 Grant Review Committee Minutes*

The minutes of the October 3, 2022 Grant Review Committee meeting were reviewed. Lai Lee motioned for the minutes to be approved which was seconded by Kim Blosser.

**Review of Per Capita Applications**

*“SCCF Capacitor Incubator”*

Ryan Hall (SCCF) started the discussion by providing an overview of SCCF and the services they currently provide. Mr. Hall summarized how the Capacitor Incubator Program will assist by filling gaps that exist in the region’s entrepreneurial ecosystem that SCCF is not currently providing. He discussed ways in which the project would hold new businesses accountable while also providing guidance to them during critical early stages in their development.

Lie Lee led a discussion regarding the project proposal’s scope, sustainability,market support, human resource support and the staffing model that plans to be used. Debbie Irwin arrived and addressed those discussion topics, including the issue of financial sustainability. Debbie Irwin referenced Jerry Grugen as a resource that has assisted SCCF with their data tracking processes, employee handbook and showing them how to provide the support that is required for emerging businesses..

Mark Merrill asked several questions regarding the funding amount that was being asked for in the application. Discussion ensued regarding funding, usage of funds and future plans. Debbie Irwin mentioned that Jerry has assisted SCCF from being 99% dependent on grant funding to only 87% dependent on grant funding.

Mike Goertzen asked about the negative ROI and said that a negative ROI is not permissible. Deborah Flippo addressed the issue and mentioned her conversation with DHCD. The agency recognizes that a positive ROI for this type of project will not occur until year four. Year five will compensate for the year three loss.

Tracy Fitzsimmons asked a question about the conflicting numbers that were provided on page four and page seven of the application. Debbie Irwin clarified that page seven should say “92”. Tracy Fitzsimmons discussed the helpfulness of having former project leaders and applicants come to council meetings to remind some of the newer members about past successful projects that Go Virginia has funded. Mike Goertzen expressed a need to clarify outcomes for projects in general and Mark Merrill mentioned various levels of project success that could be included in this type of report.

Joel Hensley took a roll call vote to approve the SCCF application for the Capacitor Incubator. The “I” votes were Tracy Fitzsimmons, Devon Anders, Kim Blosser, Ashley Driver, Mike Goertzen & Lai Lee. Mark Merrell voted “Nay”. The application passed.

*Discussion- “Subject Matter Experts”*

Deborah Flippo started the discussion about subject experts coming from outside of the region for council meetings. Lai Lee believed that this would be helpful. Tracy Fitzsimmons mentioned that Deborah Flippo should identify the experts to bring in. Mike Goertzen says that he supports the

**Public Comment**

No one from the public participated.

**Adjournment**

There being no further business to come before the Region 8 Grant Review Committee the meeting was adjourned at 1:48p.m. by Chair Fitzsimmons.