Board of Directors Joint Meeting
Virginia Innovation Partnership Authority
and the
Virginia Innovation Partnership Corporation
May 30, 2024

Kimpton The Forum
Oak Ballroom
5409 Massie Road
Charlottesville, VA 22903

Directors Present
Rita Roy, Chair
The Honorable Caren Merrick, Vice Chair
Monique Adams
Barbara Boyan
Richard Hall
Chris Long
Rob Quartel
Kelley Powell Williamson

Directors Absent
Lindsay Winter
Shashikant Gupta

Others Present
Joe Benevento, VIPC Interim President and CEO, Commerce & Trade Deputy Secretary
Dale Lachniet, VIPC Interim CFO and Managing Director of Fahrenheit Advisors
Josh Reynolds, Office of Attorney General (Virtual)
Jason Powell, Virginia Deputy Secretary of Finance
Rich Chylla, Executive Director UVA Licensing and Venture Group
Nikki Hastings, Executive Director CvilleBioHub
Dave Touve, Managing Director 434 Accelerator
Mike Lenox, UVA Darden School of Business
Dave Ihrie, VIPC Chief Technology Officer
Sean Mallon, VIPC VP Commercialization
Hina Mehta, VIPC Director of University Programs
Alex Euler, VIPC Senior Investment Director
Conaway Haskins, VIPC VP Entrepreneurial Ecosystems
Angela Costello, VIPC VP Communications and Events
Priscilla Trimble, VIPC Events Director
Nina Araujo-de-Kobes, VIPC Staff
Leslie Williams, VIPC Staff
John Delaney, Commonwealth Cyber Initiative Managing Director

Call to Order
Dr. Rita Roy, Chair of the Virginia Innovation Partnership Authority (VIPA) and Virginia Innovation Partnership Corporation (VIPC) Boards, called the joint meeting of the Boards of Directors to order on May 30, 2024 at 9:07 a.m.

Roll Call
Ms. Leslie Williams, VIPC staff, called the roll and stated a quorum was present.

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Public Comment

Ms. Williams reported that no written public comment was received. The Chair opened the floor to public comment. No public comment was offered.

Approval of Minutes

Dr. Roy asked for any comments or corrections to the March 22, 2023 minutes. With no discussion, the Chair requested a motion to approve the minutes. A motion was made by Mr. Richard Hall and seconded by Secretary Merrick; by voice vote, without, nays, the motion carried.

Spirit of Innovation Award

VIPA Board Chair Dr. Rita Roy recognized the following individuals for their outstanding contributions and their embodiment of the Spirit of Innovation in Virginia.

- VIPC Senior Investment Director Mr. Alex Euler for his work leading some of the organization's largest, complex, and most nuanced transactions over the last year, often in the life science and biotech sectors in Charlottesville.
- VIPC Director of Grants and Contracts Ms. Carole McPhillips for her leadership role in processing subscription documents and legal paperwork related to the Virginia Invests Fund of Fund transactions, often under short-turn around times to ensure execution on a timely basis.

And two women who are catalysts for transformational change through their selfless dedication and commitment to leadership in the startup ecosystem.

- Ms. Monique Adams is a tireless supporter of ecosystem growth and development, is a startup investor, advisor, and valued strategic partner.
- Dr. Barbara Boyan is a nationally acclaimed researcher and entrepreneur, founder of multiple companies and holds more than 24 patents. As VIPA's inaugural Chair, Dr. Boyan guided the organization through its formative stages for which the organization is grateful.

Update from the Administration

Vice Chair Secretary Caren Merrick highlighed collaborative work among state agencies resulting in Virginia rising in state ranking in critical market sectors.

Report from the VIPC Finance Committee

VIPC Finance Committee Chair Mr. Chris Long reported the Committee met on May 22, 2024 to review VIPA and VIPC financial information for the period ending March 31, 2024, the organization's investment policy for funds in excess of short-term operating needs, and received an update on the State Small Business Credit Initiative (SSBCI) venture capital program. Executing ahead of schedule, VIPC has requested transfer of the remaining $36 million currently held by the Virginia Small Business Financing Authority, Virginia's lead on the SSBCI program, and Virginia is projected to achieve its milestone to unlock Virginia's second Tranche of $72 million from the U.S. Treasury in the second half of 2024. Mr. Long reminded the Board that at its next meeting the Committee will recommend for board approval modifications to the organization's procurement policy related to legislation that requires compliance with aspects of the Virginia Public Procurement Act which increases transparency and disclosure requirements. The legislation requires the Board to approve the policy for submission to the administration by November 1, 2024. Mr. Long also reviewed the Commonwealth's Deficit Provision included in the meeting materials providing the Board's annual notification. Dr. Roy asked for a motion for the Board to accept the Finance Committee Report. Mr. Hall so moved, Mr. Quartel seconded. By voice vote, without nays, the motion carried.

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Report from the VIPC Board Governance Committee

VIPC Board Governance Committee Chair Mr. Richard Hall reported the Committee met on May 17, 2024 to review the Committee Charter, a Conflict of Interest FAQ, Board Compensation and Travel Policy and procedures, and a draft FY2025 work plan. After discussion, the Board Compensation and Travel Policy was tabled for further review. The Committee Charter was recommended for approval. Dr. Roy asked for a motion for the Board to accept the Governance Committee Charter. Ms. Adams so moved, Mr. Quartel seconded. By voice vote, without nays, the motion carried.

Report from VIPC Marketing Committee

VIPC Marketing Committee Chair Monique Adams reported that since the last Board meeting the organization participation in several large events including but not limited to the TomTom Festival, the Virginia Invests announcement, and the national Association for Unmanned Vehicle Systems International (AUVSI) event, commending the organization on its energetic messaging strategy. Ms. Adams reported the Committee met to review and refine appropriate outcomes, which may include lead generation, company attraction, partnerships established, awareness. Ms. Adams recommended the organization examine resources, capacity, lead generation and process tools. Dr. Roy thanked Ms. Adams for her leadership and contributions during her service on the Board.

At the conclusion of discussion, Dr. Roy asked for a motion to accept the Committee reports. A motion was made by Mr. Hall and seconded by Mr. Quartel. By voice vote, without nays, the motion carried.

President's Report

Mr. Benevento reviewed the organization's mandate, highlighting its role in commercialization and to increase industry competitiveness through public and private funding sources – to build, to attract and to retain. Mr. Benevento celebrated recent announcements, highlighting community and stakeholder engagements. The Board commended the organization on bipartisan participation in these events.

Mr. Benvento discussed developments in new initiatives including Virginia's investment in life sciences, outlining the $90 million investment in four research institutions and the formation of a research center of life science in Virginia, and the recent Accelerate Southwest economic development initiative.

Members received an update on each program area, including highlights and composition of activity, including an update on Virginia's State Small Business Credit Initiative Venture Capital Program, reporting the launch of Virginia Invests, a $41 million commitment in its first cohort of seven fund managers for a total investment of $100 million in Virginia.

Mr. Benevento presented an analysis of commercialization and innovation in Virginia through a series of state to state comparisons of total research expenditures, total patent licenses produced, total startups formed, and total gross licensing income, each reflecting compound annual growth rates. Virginia universities were compared to reflect total research expenditures, total patent licenses issued, and total startups formed. The Board reviewed Virginia's ranking on key innovation metrics, challenges within the innovation continuum from ideation to incubation to field validation and demonstration, to commercial launch and scalable market transformation. A commercialization case study was discussed.

At the conclusion of the discussion, the Dr. Roy asked for a motion to approve the President's report. A motion was made by Secretary Merrick and seconded by Mr. Hall. By voice vote, without nays, the motion carried.

Charlottesville Commercialization Ecosystem Featured Speakers

Dr. Roy invited featured speakers to present their programs and participate in a roundtable discussion on the Charlottesville ecosystem and commercialization in Virginia.

Rich Chylla, Executive Director UVA Licensing and Venture Group
Nikki Hastings, Executive Director CvilleBioHub
Dave Touve, Managing Director 434 Accelerator
Mike Lenox, UVA Darden School of Business

Participants remarked on the ecosystem's optimism and discussed intentional growth through partnerships, leveraging resources and incentive programs, metric inflection points, and practical timelines for growth in the life sciences. CvilleBioHub was recognized as a leader in industry cluster development in Virginia. Participants discussed unconventional approaches to meeting the needs of founders. University representatives outlined a "founder first" approach, discussing opportunities and actions taken post gap analysis to accelerate services. Challenges discussed included founders leaving Charlottesville to access capital. The discussion was clear, a tight knit network was the key to Charlottesville's success.

After robust discussion of achievement through collaboration and partnership in the region, Dr. Roy thanked the speakers for their commitment and dedication to advancing innovation, and innovative solutions, in the region.

Closed Session

Dr. Roy asked for a motion for the Board to enter into closed session pursuant to Virginia Code § 2.2-3711(A)(6) for the purpose of personnel and § 2.2-3705.7(35) matters that relate to the investment strategies and invited Mr. Benevento and Ms. Williams to participate to aid in portions of the discussion. A motion was made by Mr. Hall and seconded by Dr. Boyan. By voice vote, without nays, the motion passed. Upon exiting closed session, the Board certified via roll call that only business matters lawfully exempt from open meeting requirements were heard, discussed, or considered in the closed meeting.

Next Board Meeting

Dr. Roy noted the next meeting was scheduled for September 17, 2024 in Arlington, Virginia.

Meeting Adjourned

With no further discussion to come before the Board, upon a motion duly made by Mr. Hall and seconded by Secretary Merrick, the meeting adjourned at 2:00 p.m.

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