

Match Verification Form

Project Name GO Virginia Wine Cluster Up Implementation Grant Application
Support Organization: Albemarle County
Regional Council: GO Virginia Region 9

Contributor Information

Name of Business/Individual/Locality/Entity: Albemarle County
Name of Primary Contact: Emily Kilroy
Address: 401 McIntire Road Suite 130
City: Charlottesville **State:** VA **Zip:** 22902
Telephone: 434-296-5841 x3422 **Email:** ekilroy@albemarle.org

Match Information

Type of Match: ☒ **In-kind Match** ☐ **Cash Match**
Local Match: ☐ **No** ☒ **Yes**

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project: _____

Albemarle County Office of Economic Development will participate in the Advisory Council and
support efforts to engage industry partners in Albemarle County in support of this project.

Date(s) Contributed: January 2025-December 2026

Real or Estimated Value of Contribution: \$ \$2,500

How was the value determined?: ☒ **Actual Value** ☐ **Appraisal** ☐ **Other**

Please explain: This is calculated on staff time in serving on the Advisory Council and in
associated outreach and engagement with industry partners during the grant period.

Who Made this Value Determination?: Emily Kilroy

Is there a restriction on the use of this contribution?: ☒ **No** ☐ **Yes**

If yes, what are the restrictions?: _____

Contribution Obtained or Supported with State funds?: ☒ **No** ☐ **Yes**

Signed by:



040FE0002B0440B...

Signature of Contributor

1/15/2025

Date

Match Verification Form

Project Name

GO Virginia Wine Cluster Up Implementation Grant

Support Organization:

Central VA Partnership for Economic Development

Regional Council:

GO Virginia Region 9

Contributor Information

Name of Business/Individual/Locality/Entity: Charlottesville Albemarle Convention & Visitors Bureau (CACVB)

Name of Primary Contact: Courtney Cacatian, Executive Director

Address: P.O. Box 178

City: Charlottesville

State: VA

Zip:

22902

Telephone: 434.293.6789

Email: ccacatian@albemarle.org

Match Information

Type of Match:



In-kind Match



Cash Match

Local Match:



No



Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

As we did with GO Virginia Wine Cluster Up Planning Grant, CACVB will contribute staff time and expertise to support next steps and priorities identified in planning phase and 2024 Wine Industry Report. This support will include meeting and communicating with wineries, vineyards, and other partners within the Monticello AVA.

Date(s) Contributed: During 24-month grant period

Real or Estimated Value of Contribution: \$ 14,784

How was the value determined?:



Actual Value



Appraisal



Other

Please explain:

The value of this contribution is determined as follows: 72 hours @ \$72 each for time provided by Executive Director; 120 hours @ \$50 each for time provided by Director of Marketing & PR; 120 hours @ \$30 each for time provided by Destination Development Manager. Total hours span 24 months.

Who Made this Value Determination?:

Courtney Cacatian

Is there a restriction on the use of this contribution?:



No



Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?:



No



Yes



9/24/2024

Match Verification Form

Project Name GO Virginia Wine Cluster Up Implementation Grant Application
Support Organization: Go Virginia Region 9
Regional Council: Nelson County

Contributor Information

Name of Business/Individual/Locality/Entity: Culpeper Tourism and Town Economic Development
Name of Primary Contact: Paige Read
Address: 803 S. Main Street
City: Culpeper **State:** VA **Zip:** 22701
Telephone: 540-272-4167 **Email:** pread@culpeperva.gov

Match Information

Type of Match: ☒ In-kind Match ☐ Cash Match
Local Match: ☐ No ☒ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Culpeper Tourism and Town Economic Development will utilize Placer.ai, a foot traffic and data location software,
to support the Go Virginia Wine Cluster Up Implementation grant. Tori Buell will continue to serve on the Advisory
Council as well as support growth efforts in the Go VA Region 9 area through local and regional connections to
drive key areas as outlined in the grant application.

Date(s) Contributed: December 2024 - December 2026 (24 month period of grant) (PR)

Real or Estimated Value of Contribution: \$ \$35,000 = \$20,000 in kind salaries + \$15,000 software

How was the value determined?: ☐ Actual Value ☐ Appraisal ☒ Other

Please explain: Total was combined from price of SaaS software used to provide reports and
staff time added up for Tori Buell and Paige Read. It was calculated from the previous planning grant
timesheets, with the addition of more software hours added to support a 24 month period.

Who Made this Value Determination?: Paige Read and Tori Buell

Is there a restriction on the use of this contribution?: ☒ No ☐ Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes

Paige Read

Signature of Contributor

9/24/2024

Date

Match Verification Form

Project Name Wine Cluster Up Implementation Grant
Support Organization: Central Virginia Partnership for Economic Development
Regional Council: GO VA Region 9

Contributor Information

Name of Business/Individual/Locality/Entity: Fauquier County Department of Economic Development & Tourism
Name of Primary Contact: Laura Torpy
Address: 21 Main Street
City: Warrenton State: VA Zip: 20186
Telephone: 540-422-8270 Email: laura.torpy@fauquiercounty.gov

Match Information

Type of Match: ☒ In-kind Match ☒ Cash Match
Local Match: ☐ No ☒ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Our department and specifically, Laura Torpy, will continue to support this project through work on the
implementation of this project.

Date(s) Contributed: 18-24 month period for completion of this project.

Real or Estimated Value of Contribution: \$ \$7,000

How was the value determined?: ☒ Actual Value ☐ Appraisal ☐ Other

Please explain: Fauquier will contribute \$2,000 of in-kind staff time and \$5,000 of cash.

Who Made this Value Determination?: Fauquier County Department of Economic Development
staff.

Is there a restriction on the use of this contribution?: ☐ No ☒ Yes

If yes, what are the restrictions?: Contribution must be used in support of the above mentioned
planning grant.

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes

Douglas J. Pensen
Signature of Contributor

9-23-2024
Date

Match Verification Form

Project Name

Wine Cluster Up Implementation Grant

Support Organization:

Central Virginia Partnership for Eco Dev

Regional Council:

Go Virginia Region 9

Contributor Information

Name of Business/Individual/Locality/Entity:

Fluvanna County

Name of Primary Contact:

Jennifer Schmack

Address:

132 Main Street

City:

Palmyra

State: Virginia

Zip:

22963

Telephone:

434-591-1921

Email:

jschmack@fluvannacounty.org

Match Information

Type of Match:



In-kind Match



Cash Match

Local Match:



No



Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

The Fluvanna County Office of Economic Development will assist with the implementation of the grant.

Date(s) Contributed:

Course of the grant period to include work over 24 months.

Real or Estimated Value of Contribution: \$

5,250

How was the value determined?:



Actual Value



Appraisal



Other

Please explain:

Hourly salary x hours worked during planning grant.

Who Made this Value Determination?:

Fluvanna County

Is there a restriction on the use of this contribution?:



No



Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?:



No



Yes

Jennifer L. Schmack

Signature of Contributor

9/23/2024

Date

Match Verification Form

Project Name Wine Industry Implementation
Support Organization: Greene County
Regional Council: Region 9

Contributor Information

Name of Business/Individual/Locality/Entity: Greene County
Name of Primary Contact: Alan Yost
Address: 9157 Seminole Trail
City: Ruckersville State: VA Zip: 22968
Telephone: 434-825-5002 Email: ayost@gcva.us

Match Information

Type of Match: ☒ In-kind Match ☐ Cash Match
Local Match: ☐ No ☒ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Greene's Director of Economic Development will work closely with private sector and localities
with the project review, advisory meetings, and other implementation efforts.

Date(s) Contributed: Jan 1, 2025 - Dec. 31, 2025

Real or Estimated Value of Contribution: \$ 1,500

How was the value determined?: ☒ Actual Value ☐ Appraisal ☐ Other

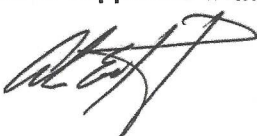
Please explain: estimate of 3 hours per month of Director's salary

Who Made this Value Determination?: Alan Yost

Is there a restriction on the use of this contribution?: ☒ No ☐ Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes



Signature of Contributor

12/20/2024

Date

Match Verification Form

Project Name Go Virginia Wine Implementation Grant
Support Organization: County of Louisa
Regional Council: 9

Contributor Information

Name of Business/Individual/Locality/Entity: Andy Wade
Name of Primary Contact: Andy Wade
Address: 1 Woolfolk Ave, Suite 302
City: Louisa State: VA Zip: 23093
Telephone: 540-967-4581 Email: awade@louisacounty.gov

Match Information

Type of Match: ☒ In-kind Match ☐ Cash Match
Local Match: ☐ No ☒ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project: Time contributed
to meet about and review the plan of implementation regarding this grant.

meet

Date(s) Contributed: _____

Real or Estimated Value of Contribution: \$ 2,500

How was the value determined?: ☒ Actual Value ☐ Appraisal ☐ Other

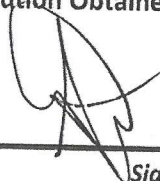
Please explain: Hourly rate x 33 hours contributed

Who Made this Value Determination?: Andy Wade

Is there a restriction on the use of this contribution?: ☒ No ☐ Yes

If yes, what are the restrictions?: _____

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes



Signature of Contributor

12/30/24
Date

Match Verification Form

Project Name Wine Cluster Up Implementation Grant
Support Organization: Central Virginia Partnership for Eco Dev
Regional Council: GO Virginia Region 9

Contributor Information

Name of Business/Individual/Locality/Entity: Madison County Economic Development & Tourism
Name of Primary Contact: Tracey Gardner
Address: 110 N Main Street
City: Madison State: VA Zip: 22727
Telephone: 540-948-7560 Email: tgardner@madisonco.virginia.gov

Match Information

Type of Match: ☒ In-kind Match ☒ Cash Match
Local Match: ☐ No ☒ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

As a member of the Advisory Council on the Planning Grant, I will continue that role during the Implementation Grant to help gather, work on solutions for items found in planning phase and address recommendations found in the Wine Industry Report. This will be done in meetings, emails, programming and disseminating information to our many partners in the wine industry and other partners.

Date(s) Contributed: Course of the grant period which we anticipate being a 24-month span

Real or Estimated Value of Contribution: \$ 6000
How was the value determined?: ☒ Actual Value ☐ Appraisal ☐ Other

Please explain: Cash match of \$1000 and \$5000 In-kind - we estimated 59 hours for planning grant, so would double for this grant at \$43 X 118 at \$5074 for in-kind

Who Made this Value Determination?: Tracey Gardner, Eco Dev and grant partner

Is there a restriction on the use of this contribution?: ☒ No ☐ Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes


Signature of Contributor

9-20-24
Date

Match Verification Form

Project Name

GO Virginia Wine Industry

Support Organization:

Central Virginia Partnership for Economic Development

Regional Council:

Region 9

Contributor Information

Name of Business/Individual/Locality/Entity:

Nelson County Economic Development and Tourism

Name of Primary Contact:

Maureen Kelley

Address:

Post Office Box 636

City:

Lovington

State: VA

Zip:

22949

Telephone:

434-263-7015

Email:

makeiley@nelsoncounty.org

Match Information

Type of Match:



In-kind Match



Cash Match

Local Match:



No



Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

As the project

applicant, this office will administrate the grant. It is estimated that it will take 1,293 hours to implement

the grant. \$10,000 is being contributed as cash match

Date(s) Contributed:

From grant award date through grant period (two year implementation)

Real or Estimated Value of Contribution: \$

\$ 75000 in kind and \$10,000 cash

How was the value determined?:



Actual Value



Appraisal



Other

Please explain:

1,293 hours @ \$58 per hour wage rate

Who Made this Value Determination?:

Nelson County Finance and Human Resources

Is there a restriction on the use of this contribution?:



No



Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?:



No



Yes

Maureen A. Kelley

Signature of Contributor

12/1/2024

Date

Match Verification Form

Project Name GO Virginia Cluster UP Planning Grant
Support Organization: PVCC Educational Foundation
Regional Council: Region 9

Contributor Information

Name of Business/Individual/Locality/Entity: PVCC Educational Foundation
Name of Primary Contact: Rebecca Kendall
Address: 501 College Avenue
City: Charlottesville **State:** VA **Zip:** 22902
Telephone: (434) 961-6525 **Email:** Rkendall@pvcc.edu

Match Information

Type of Match: ☒ In-kind Match ☐ Cash Match
Local Match: ☐ No ☒ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Match will include \$10,000 for faculty stipend or release time for faculty subject matter expert in
biotech to participate in the project, conduct curriculum review, and visit other Community Colleges to be
committed in-kind by PVCC Education Foundation. Additional \$2000 in-kind contribution for facility usage at PVCC.

Date(s) Contributed: 9/25/2024

Real or Estimated Value of Contribution: \$ 12,000.00

How was the value determined?: ☒ Actual Value ☐ Appraisal ☐ Other

Please explain:

\$10,000 for faculty stipend or release time for curriculum review / development and travel to Virginia
Community Colleges. \$2000 for facility usage at PVCC.

Who Made this Value Determination?: Rebecca Kendall, Director of Grants

Is there a restriction on the use of this contribution?: ☒ No ☐ Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes

Rebecca Kendall

Signature of Contributor

9/24/2024

Date

Match Verification Form

Project Name

Wine Cluster Scale Up Implementation

Support Organization:

Nelson County, Virginia

Regional Council:

Region 9

Contributor Information

Name of Business/Individual/Locality/Entity:

Central Virginia Partnership for Economic Development

Name of Primary Contact:

Helen Cauthen

Address:

1001 Research Park Blvd, Suite 301

City:

Charlottesville

State: VA

Zip:

22911

Telephone:

434-979-5610

Email:

Match Information

Type of Match:

☒ In-kind Match

Cash Match

Local Match:

☒ No

Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Match is comprised of 100 staff hours over a 2 year period plus use of the Partnership's conference room

at least 12 times over the next 2 years for convening of the proposed wine advisory coalition.

CVPED will also provide office space for the wine cluster scale-up staff.

Date(s) Contributed:

Jan 1, 2025 - Dec. 31, 2026

Real or Estimated Value of Contribution: \$

13,600

How was the value determined?:

☒ Actual Value

Appraisal

☒ Other

Please explain:

Staff hour estimate at \$50/hr for 100 hours is \$5,000. Conference room

use 12 times during the grant period at \$150 per use is \$1,800. Total is \$6,800.

The office space (a cubicle) is worth \$3,432 per year for two years for a total of \$6,864.

Who Made this Value Determination?:

Candace Spence, CVPED Economic Development Director

Is there a restriction on the use of this contribution?:

☒

No

Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?:

☒

No

Yes

Helen Cauthen

Signature of Contributor

11/26/24

Date

Match Verification Form

Project Name Go Virginia Wine Cluster Implementation C
Support Organization: Eastwood Winery
Regional Council: 9

Contributor Information

Name of Business/Individual/Locality/Entity: Eastwood Farm and Winery
Name of Primary Contact: Athena Eastwood
Address: 2531 Scottsville Rd
City: Charlottesville State: VA Zip: 22902
Telephone: 804-761-6364 Email: athena@eastwoodfarmandwinery.com

Match Information

Type of Match: ☒ In-kind Match ☐ Cash Match
Local Match: ☒ No ☐ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Match is for time spent developing the Coalition
and implementing programs of work

Date(s) Contributed: 1/2025 - 12/2026

Real or Estimated Value of Contribution: \$ 2500

How was the value determined?: ☒ Actual Value ☐ Appraisal ☐ Other

Please explain: owner's hourly wage x estimated time

Who Made this Value Determination?: Owner

Is there a restriction on the use of this contribution?: ☒ No ☐ Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes


Signature of Contributor

9/26/24
Date

Match Verification Form

Project Name Wine Cluster Scale Up Implementation
Support Organization: Veritas Vineyards & Winery
Regional Council: Region 9

Contributor Information

Name of Business/Individual/Locality/Entity: VERITAS WINERY
Name of Primary Contact: GEORGE HUDSON
Address: 151 VERITAS LN
City: AFTON State: VA Zip: 22920
Telephone: 540-456-8000 Email: George@veritaswines.com

Match Information

Type of Match: ☒ In-kind Match ☐ Cash Match
Local Match: ☒ No ☐ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Match is comprised of 50 hours of staff time over the two
year period

Date(s) Contributed: _____

Real or Estimated Value of Contribution: \$ 2500

How was the value determined?: ☒ Actual Value ☐ Appraisal ☐ Other

Please explain: 50 hours @ \$50 per hour

Who Made this Value Determination?: George Hudson, CEO

Is there a restriction on the use of this contribution?: ☒ No ☐ Yes

If yes, what are the restrictions?: _____

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes



Signature of Contributor

9-25-24

Date

Match Verification Form

Project Name GO Virginia Wine Cluster Growth Implementation Grant
Support Organization: Central VA Partnership for Economic Development
Regional Council: Region 9

Contributor Information

Name of Business/Individual/Locality/Entity: Williams Compliance & Consulting Group
Name of Primary Contact: Mary Beth Williams
Address: P.O. Box 98
City: Beaverdam State: VA Zip: 23015
Telephone: (800) 790-6838 Email: marybeth@williamscompliance.com

Match Information

Type of Match: ☒ In-kind Match ☐ Cash Match
Local Match: ☒ No ☐ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Provision of compliance and legal training services and materials for wine industry staff

Date(s) Contributed: Upon issuance of the grant

Real or Estimated Value of Contribution: \$ 8250

How was the value determined?: ☒ Actual Value ☐ Appraisal ☐ Other

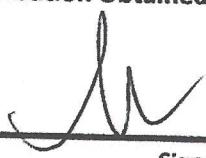
Please explain: 60 hours of services provided at a 50% discount off our standard hourly rate
of \$275.

Who Made this Value Determination?: Mary Beth Williams

Is there a restriction on the use of this contribution?: ☒ No ☐ Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: ☒ No ☐ Yes


Signature of Contributor

9/26/24
Date