

April 30, 2025

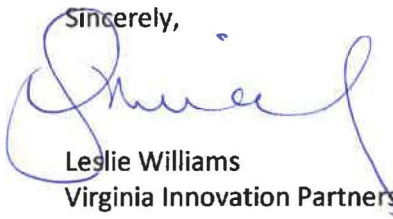
Mr. Michael Maul
Director
Department of Planning and Budget
1111 East Broad Street, Room 5040
Richmond, Virginia 23219

Dear Director Maul:

Enclosed please find the third quarterly report for FY2025 for the Virginia Innovation Partnership Authority. The attached report fulfills the requirements of Item 115.C.2 of the 2024 Special Session I, Virginia Acts of Assembly.

If you may have any questions, please feel free to contact me at 571 224 2347.

Sincerely,



Leslie Williams
Virginia Innovation Partnership Corporation

cc: The Honorable Juan Pablo Segura, Secretary of Commerce and Trade
The Honorable L. Louise Lucas, Chair, Senate Finance & Appropriations Committee
The Honorable Luke E. Torian, Chair, House Appropriations Committee
Ms. Anne Oman, Staff Director, House Appropriations Committee
Ms. April Kees, Staff Director, Senate Finance & Appropriations Committee
Ms. Toni Walker, Associate Director, Department of Planning and Budget
Ms. Samantha Martin, Budget and Policy Analyst, Department of Planning and Budget
Dr. Rita Roy, VIPA and VIPC Board of Directors Chair
Mr. Chris Long, VIPC Board of Directors Finance Committee Chair

Item 115.C.2.a

Fiscal Year 2025 Quarter 3

March 31, 2025

Financial Performance

Virginia Innovation Partnership Authority
BUDGET ANALYSIS
For the Nine Months Ended March 31, 2025

	in thousands			in thousands		
	<i>ACTUAL YTD - Jul through March 2025</i>			<i>FORECASTED - Fiscal Year 2025 (June 30)</i>		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Forecast</u>	<u>Budget</u>	<u>Variance</u>
Revenue						
Commonwealth Appropriation - General Fund	\$ 32,802	\$ 47,617	\$ (14,815)	\$ 63,489	\$ 63,489	\$ -
Interest & Misc. Income	100	94	6	128	125	3
Total Revenue	32,902	47,711	(14,809)	63,617	63,614	3
Expenses						
VIPA Administrative Expense	4	3	1	4	3	1
Appropriation Transfers to VIPC	12,852	12,852	-	17,136	17,136	-
Appropriation Disbursements to Centers of Excellence and Universities Specified in Life Science Research Initiative	19,950	34,765	(14,815)	46,353	46,353	-
Total Expenses & Transfers	32,806	47,620	(14,814)	63,493	63,492	1
Consolidated Revenue, Expenses and Changes in Net Position						
Revenue	32,902	47,711	(14,809)	63,617	63,614	3
Expenses	32,806	47,620	(14,814)	63,493	63,492	1
Change in Net Position	96	91	5	124	122	2
Beginning Net Position	2,791	2,622	169	2,792	2,622	170
Ending Net Position	\$ 2,887	\$ 2,713	\$ 174	\$ 2,916	\$ 2,744	\$ 172

BUDGET ANALYSIS

For the Nine Months Ended March 31, 2025

in thousands				in thousands			
<i>Fiscal Year 2025 (March 31)</i>				<i>FORECASTED - Fiscal Year 2025 (June 30)</i>			
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Forecast</u>	<u>Budget</u>	<u>Variance</u>	
<u>Commonwealth Projects Funded by Appropriation & Other Revenue</u>							
Revenue							
Commonwealth Appropriation - General Fund	\$ 12,852	\$ 12,852	\$ -	\$ 17,136	\$ 17,136	\$ -	
Interest, Sponsorship, Return on Investments & Misc. Income	3,569	3,332	237	4,418	3,776	642	
Total Revenue	16,421	16,184	237	21,554	20,912	642	
Expenses							
Commercialization Division	3,470	6,644	(3,174)	6,931	9,795	(2,864)	
Investment Division	3,631	5,213	(1,582)	6,136	6,950	(814)	
Entrepreneurial Ecosystems Division	1,494	2,659	(1,165)	2,470	3,545	(1,075)	
Strategic Initiatives	657	851	(194)	1,278	1,135	143	
Unmanned Systems	746	764	(18)	1,100	1,122	(22)	
Activities Funded by Building Sale Proceeds	-	-	-	-	4,993	(4,993)	
Corporate and Other	1,175	1,399	(224)	1,881	1,888	(7)	
(Over)/Underapplied Indirects	2,015	335	1,680	1,958	335	1,623	
Total Expenses	13,188	17,865	(4,677)	21,754	29,763	(8,009)	
	3,233	(1,681)	4,914	(200)	(8,851)	8,651	
<u>Contracts & Grants</u>							
Program Revenue - DHS Commercial First Innovation™	1,819	2,721	(902)	1,819	2,721	(902)	
Program Expense	1,685	2,520	(835)	1,685	2,520	(835)	
Profit/(Loss)	134	201	(67)	134	201	(67)	
Program Revenue - State Small Business Credit Initiative (SSBCI)	6,975	12,254	(5,279)	12,602	17,373	(4,771)	
Program Expense	6,975	12,254	(5,279)	12,602	17,373	(4,771)	
Profit/(Loss)	-	-	-	-	-	-	
Program Revenue - EDA Planning Grant	50	22	28	50	22	28	
Program Expense	50	22	28	50	22	28	
Profit/(Loss)	-	-	-	-	-	-	
Program Revenue - Fairfax Founders Fund	1	10	(9)	1	10	(9)	
Program Expense	1	8	(7)	1	8	(7)	
Profit/(Loss)	-	2	(2)	-	2	(2)	
Program Revenue - SBA FAST	115	39	76	155	39	116	
Program Expense	115	39	76	155	39	116	
Profit/(Loss)	-	-	-	-	-	-	
Program Revenue - DOAV Advanced Air Mobility Site Selection	-	-	-	450	-	450	
Program Expense	-	-	-	450	-	450	
Profit/(Loss)	-	-	-	-	-	-	
Program Revenue - ODAA FIX	100	-	100	100	-	100	
Program Expense	93	-	93	93	-	93	
Profit/(Loss)	7	-	7	7	-	7	
Program Revenue	9,060	15,046	(5,986)	15,177	20,165	(4,988)	
Program Expenses	8,919	14,843	(5,924)	15,036	19,962	(4,926)	
Net	141	203	(62)	141	203	(62)	
<u>Consolidated Revenue, Expenses and Changes in Net Position</u>							
Revenue	25,481	31,230	(5,749)	36,731	41,077	(4,346)	
Expenses	22,107	32,708	(10,601)	36,790	49,725	(12,935)	
Change in Net Position	3,374	(1,478)	4,852	(59)	(8,648)	8,589	
Beginning Net Position	75,453	72,688	2,765	75,453	72,688	2,765	
Ending Net Position	\$ 78,827	\$ 71,210	\$ 7,617	\$ 75,394	\$ 64,040	\$ 11,354	

VIPC | FY2025 Forecast (9 mos actual + 3 mos forecast)

	Operating Funds				Designated Funds							Total
	COV	Other	COV				COV					
	Corporate	Grants & Contracts	Investment Division		Commercialization Division	Entrepreneurial Ecosystems Division	Strategic Initiatives Fund	Unmanned Systems Fund	Building Sale Proceeds for Opp Fund/ 115.P			
			SSBCI	VVP								
(In Thousands)												
Beginning Balance at 7/1/2024	\$ 2,640	\$ 1,500	\$ -	\$ 15,326	\$ 27,958	\$ 7,711	\$ 281	\$ 174	\$ 19,863	\$ 75,453		
REVENUE												
General Fund Appropriation	4,036			3,100	5,000	3,000	1,000	1,000		17,136		
Interest, Sponsorship, Return on Investment	1,791			746	1,501	358	10	12		4,418		
Federal and State Grants & Contracts		2,575	12,602							15,177		
Total Revenue	5,827	2,575	12,602	3,846	6,501	3,358	1,010	1,012	-	36,731		
EXPENSES AND TRANSFERS												
Operating and Designated Programs	6,879			3,200	741	710	1,133	994	-	13,657		
Investments/Grants			12,602	1,119	5,480	1,498				20,699		
Federal and State Grants & Contracts Operating Expenses		2,434	-							2,434		
Transfers and Indirect Application to Designated Programs	(400)	201		58	84	30	15	13	-	-		
Total Expenses	6,479	2,635	12,602	4,377	6,305	2,238	1,148	1,007	-	36,790		
Net Change	(652)	(60)	-	(531)	196	1,120	(138)	5	-	(59)		
Forecasted Ending Balance at 6/30/2025	\$ 1,988	\$ 1,440	\$ -	\$ 14,795	\$ 28,154	\$ 8,831	\$ 143	\$ 179	\$ 19,863	\$ 75,394		

Designated Funds are amounts which are to be spent on a specific purpose stated in the Appropriation Act
VVP reflects administrative recovery of SSBCI program activity

Item 115.C.2.b

Fiscal Year 2025 Quarter 3
March 31, 2025

Investments & Grants

Virginia Innovation Partnership Corporation
Investments & Grants
For the Nine Months Ended March 31, 2025

	Actual	Budget	Variance
<u>Convertible Debt and Equity Investments Made:</u>			
Virginia Venture Partners (VVP)			
Investments in 14 companies	\$ 605,000	\$ 1,380,000	\$ (775,000)
State Small Business Credit Initiative (SSBCI)			
Investments in 13 companies and 4 funds	6,971,816	12,254,000	(5,282,184)
Each SSBCI direct investment is a co-investment with VVP			
90% SSBCI funds 10% VVP Funds			
<u>Grants Made:</u>			
Commonwealth Commercialization Fund (CCF)	2,621,484	5,022,000	(2,400,516)
Grants to 40 companies			
Regional Innovation Fund (RIF)	873,000	1,810,000	(937,000)
Grants to 8 companies			

Virginia Innovation Partnership Corporation
Return on Prior Investments
For the Nine Months Ended March 31, 2025

Return on Prior Investments, including realized gains and losses:	Actual	Budget	Variance
Returns from 5 companies	\$ 687,927	\$ -	\$ 687,927

Item 115.C.2.c

Fiscal Year 2025 Quarter 3
March 31, 2025

Financial & Programmatic
Performance of Operating Entities
Owned by VIPC

No Operating Entities Owned
During FY2025 Q3