

Opening Comments & Virtual Meeting

Randy Lail

January 20, 2021

“Due to the nature of the Declaration of a State of Emergency Due to Novel Coronavirus (COVID-19) pursuant to Code § 2.2-3708.2 this meeting is being held by electronic communications, via the web platform Zoom. The catastrophic nature of this declared emergency makes it impractical and unsafe to assemble a quorum in a single location and the purpose of this meeting is to discuss or transact the business statutorily required or necessary to continue operations of the public body, in our case approving projects.”

AGENDA



GO Virginia Region 3 Council

Date and Time: January 20, 2021
1:00 pm – 3:00 pm
Location: Virtual Zoom

Dial-In:	https://bit.ly/3qeZTRE
Meeting ID:	339 011 5898
Password:	202011

Purpose Statement

"Create more high paying jobs through incentivized collaboration, primarily through out-of-state revenue, which diversifies and strengthens regional economies."

AGENDA

- | | |
|--|----------------|
| I. Call to Order and Chairman's Opening Comments | Randy Lail |
| II. Roll Call and Confirmation of Quorum | Deborah Gosney |
| III. Public Comments | Randy Lail |
| a. Previously Submitted | |
| b. Submitted During Virtual Meeting | Randy Lail |
| IV. Declaration of Conflicts of Interest | Randy Lail |
| V. Approval of Minutes* | Randy Lail |
| VI. Financial Report* | Deborah Gosney |

Special Appearances and Presentations

- | | |
|--|---|
| VII. Bridge to Recovery Report – Southern Virginia
Regional Alliance and Virginia's Growth Alliance | Linda Green - Executive Director (SVRA)
Jeff Reed - Executive Director (VGA) |
|--|---|

Old Business

- | | |
|---|-------------|
| VIII. Approved Projects Update | Bryan David |
| IX. Closed Session (if needed) | Randy Lail |
| a. Project Pipeline | |
| X. Action on Closed Session Items (if needed) | Randy Lail |
| I. Motion to Return to Open Session | Tim Clark |
| II. Motion to Certify Closed Session | Tim Clark |

New Business

- | | |
|-----------------------------|---------------|
| X. Committee Reports | |
| a. Project Review Committee | Lauren Willis |
| b. Nominations Committee | Tim Clark |



AGENDA

(continued)

XI. GO Virginia Region 3 Office Space – SOVA Innovation Hub

Bryan David

Program Director's Report

Bryan David

XII. Aggregation of Carbon Credit Offsets under §15.2-4901 (Economic Development Authorities) of the Code of Virginia

Adjourn

MINUTES

**GO VIRGINIA REGION 3 COUNCIL
ZOOM MEETING MINUTES
Wednesday, October 28, 2020**

The GO Virginia Region 3 Council met on Wednesday, October 28, 2020 at 1:00 p.m. utilizing Zoom virtual technology.

REGULAR BUSINESS

1. Call to Order and Chairman's Opening Comments

The meeting was called to order at 1:03 p.m. Chair Randy Lail welcomed everyone to the GO Virginia Region 3 Virtual ZOOM Council meeting. Due to the nature of the Declaration of a State of Emergency due to the novel Coronavirus (COVID-19) and pursuant to Code §2.2-3708.2, this meeting is being held by electronic communications, via the web platform ZOOM. The catastrophic nature of this declared emergency makes it impractical and unsafe to assemble a quorum in a single location. The virtual platform was selected to abide by the restrictions on public gatherings as stated in the Governor's Emergency Declaration and to protect the health of citizens. The required public notice and receipt of public comments was provided as outlined in the requirements of electronic meetings. The agenda items for this meeting are considered essential to the overall operation of GO Virginia Region 3.

2. Roll Call and Confirmation of Quorum

A quorum was present.

A. Region 3 Council Members:

Members	Present	Absent	Members	Present	Absent
W. Scott Burnette	X		Jeff Reed	X	
Rebecca Carter		X	E. Larry Ryder		X
Timothy J. Clark		X	Roger Scott	X	
Angeline Godwin	X		Karl N. Stauber	X	
Amy Griffin	X		Sherry Swinson	X	
Winston Harrell		X	Denise Taylor-Forrest		X
E. Randolph Lail	X		C. R. "Bob" Timmons	X	
Charles H. Majors	X		Lauren Willis	X	
James McClain II	X		Nicole Young		X
John Parkinson		X			

B. Region 3 Staff in Attendance:

Name	Organization
Bryan David	Region 3 Program Manager, UVA-Weldon Cooper Center
Liz Povar	The Riverlink Group
Nancy Pool	The Riverlink Group
Deborah Gosney	Region 3 Support Org/Fiscal Agency Representative
Lisa McGee	Region 3 Support Org/Fiscal Agency Representative

C. Guests in Attendance:

Name	Organization
None	

3. Public Comments

No written or verbal public comments were received.

4. Declaration of Conflicts of Interest

Conflicts of interest potentially exist for activities benefiting and/or contracts issued to the following organizations and projects listed below:

Name	Organization(s)
Charles H. Majors	Mid-Atlantic Broadband, Institute for Advanced Learning and Research, Danville Regional Foundation
Randolph Lail	Mid-Atlantic Broadband
Angeline Godwin	Institute for Advanced Learning and Research, Patrick Henry Community College
Jeff Reed	Virginia's Growth Alliance

5. Approval of Minutes

The minutes of the July 15, 2020 Council meeting were received via email prior to the meeting and included in the meeting packet. **Scott Burnette made a motion that the minutes from the July 15, 2020 Council meeting be approved as presented; the motion was seconded by Jeff Reed and by roll call vote all members voted affirmatively.**

6. Financial Report

The Financial Reports, included in the meeting packet for period September 1, 2020 – September 30, 2020 were reviewed. **Scott Burnette made a motion that the Financial Reports for period ending September 30, 2020 be approved as presented; the motion was seconded by Bob Timmons and by roll call vote all members voted affirmatively.**

OLD BUSINESS

7. Approved Projects Update

The GO-TEC Project is on track and partner MOU's are currently being signed and submitted. The virtual grand opening of the Training Lab at the Institute for the Advanced Learning and Research was held a few weeks ago and created quite a bit of interest in the project. The Bridge to Recovery Project is tracking as expected. State staff has requested that this project be highlighted on the next monthly State Support Organization conference call. The MBC Middle Mile Project is pending EDA's review and approval of the recently submitted application. The Major Clarity Platform Project is moving along as expected. GENEDGE, a GO Virginia multi-region project, is tracking as expected; The GENEDGE Advisory Committee has been formed and Linda Green with Southern Virginia Regional Alliance has been selected to serve.

8. Project Pipeline

A number of projects have been removed from the Project Pipeline list that are inactive, and the next Project Pipeline Report will not reflect these projects. It is possible that these projects may reappear if activities resume. GO Virginia state staff decided that the Harvest Foundation Project, a childcare initiative for large employers to accommodate worker schedules, was to not be a viable project by DHCD staff because it duplicated other initiatives being funded by the Appalachian Regional Commission. The Site Characterization Project continues to be underdeveloped. The goal is to elevate selected sites in each of GO Virginia Region 3's localities from Tier 2/3 to Tier 4 according to VEDP's site characterization standards. This will allow each locality to have a site actively marketed by VEDP. Other grant funding partners for the project include the Tobacco Commission, Economic Development Administration (EDA), and Appalachian Regional Commission.

NEW BUSINESS

9. Committee Reports

- A. Nominations Committee – Amy Griffin recently retired from the Cumberland County Public School system and is agreeing to continue to serve on the Region 3 Council given her experience as a public school administrator and representing the northern portion of Region 3. The following statements were delivered:
- Dr. Amy Griffin should continue to serve as member of Region 3 Council given her expressed interest to do so and the perspective she brings from her professional career as a public-school superintendent.
 - The Region 3 Council remains in compliance with applicable State Code provisions and Virginia Department of Housing and Community Development GO Virginia guidance with Dr. Amy Griffin's continued membership.
 - The current Region 3 Council bylaws sufficiently address the Nominations Committee's consideration and the Council's authority regarding replacement of members prior to the end of a member's appointment term; and,
 - The Nominations Committee will begin its nominations work in January 2021 for members whose terms end June 2021.

The Executive Committee recommended that Dr. Amy Griffin continue as a member of the Region 3 Council per the Nominations Committee's guidance.

B. Innovation Committee - Liz Povar presented the updated Implementation Recommendations for the Entrepreneurship Innovation Investment Strategy Report along with the Investment Scorecard that were included in the meeting packet. The Report is recommended for adoption, inclusive of the Regional Entrepreneurship Scorecard, as the foundation and framework for growth of the entrepreneurial ecosystem in Region 3. It was noted that strong entrepreneur ecosystems in rural areas are rare. The Committee strongly recommend that the program be started now rather than later. Moreover, all sub-regions are to be included. The Committee recommended that GO VA Region 3 should pursue an existing partner to develop a multi-year work program that focuses on building and increasing the number of early stage businesses appropriate for Region 3's localities. The proposed next steps were included in the meeting packet to include solicitation for Letters of Interest. **Roger Scott made a motion to approve the adoption of the Study and the Recommendations for Implementation as presented; Bob Timmons seconded the motion and by roll call vote all members voted unanimously.**

C. Communications Committee –The Communications Committee recommended that the Region 3 website needs to be refreshed. This project will focus on functionality and meeting the goals set forth in the Digital Communications Plan. The Committee is recommending a virtual roadshow in lieu of live “all hands meetings”. The roadshow will be developed by LetterPress Communications. One of the focuses of the roadshow will be introducing the new Program Director, reintroducing GO Virginia Region 3, and hopefully ignite project ideas from stakeholders. LetterPress Communications is scheduled to present the scope and budget to be presented to the Executive Committee in November. The Roadshow Presentation will be shared with all council members for review and comment prior to being launched.

10. GO Virginia Region 3 Project Review Process

A recent survey was implemented by Region 3 staff of the eight (8) GO Virginia regions regarding their project review process. Of note, the survey captured the following items:

- Use of closed meetings by a GO Virginia Council and its committees to consider proposed projects prior to making a final decision.
- How GO Virginia Council members are kept informed about projects under development and review; and,
- Any other information or practices from these other GO Virginia regions that may be useful to the project review process.

The Executive Committee and the Project Review Committee collectively reviewed the survey results. After a thorough discussion, the following are recommended modifications to the current project review process:

- Project Review Committee (PRC) meetings will continue in a confidential setting as currently convened [note: the PRC meeting does not require public

notification because only two (2) members of the Region 3 Council attend].

- On a rotating project by project basis, two (2) Region 3 Council members identified by the PRC Chair and Program Director will be provided project application materials for review and these Region 3 Council members may pose questions and provide input to the Program Director about the pending projects for communication to the PRC.
- The Program Director will determine whether all or any part of a project application should be excluded from public review under the Virginia Freedom of Information Act (§ 2.2-3700), e.g., proprietary information, financials, etc.), and treat such documents accordingly.
- All project applications materials will be considered as “public” documents and will be provided to the Region 3 Council in advance of the regular meeting unless such documents contain information which may be treated as confidential under the Virginia of Information Act. The Program Director will use appropriate methods to transmit such confidential documents to the Region 3 Council.
- All projects coming forward from the PRC will be considered by the Region 3 Council in open meeting unless a closed meeting is necessary for any confidential element of the project.
- The Program Director may engage subject matter experts to review and comment on technical or complex applications prior to PRC consideration.
- Presentations by the project applicants/sponsors to the PRC and the Region 3 Council may occur on a case-by-case basis.
- The Program Director will exercise professional judgement and discretion to screen applicants/sponsors and projects for alignment with the Growth and Diversification Plan as well as the mission and purpose of the GO Virginia program.
- The Program Director will exercise professional judgement and discretion to determine whether a given application and/or applicant may begin or continue with the PRC.
- The Program Director will advise applicants/sponsors of the review process in its entirety prior to submitting a project application or other documentation.

Roger Scott made a motion to adopt the Project Review Process recommendations as presented. Sherry Swinson seconded the motion and by roll call vote all members voted unanimously.

11. Region 3 Council Policy #5 – 8% Administrative Services Fee

The current policy in place is to charge up to an 8% administrative fee to cover tasks associated with project implementation. The Administrative Services Fee is applied to projects receiving per capita or competitive funding. Application of this policy also recognizes that the percentage applied would have a corresponding impact on the required matching fund amount. All agreed that the policy in place is sufficient.

GO Virginia Region 3 Policy #5-8% Administrative Services Fee reads:

As is enabled by the funding guidelines for GO Virginia, it is the policy of the Region 3 Council that applicants for Per Capita and Competitive Funding will be required to negotiate an administrative fee not to exceed 8% above and beyond the project budget requirements, to be used by the Region Council Support Organization to offset costs associated with administration of post- approval project support.

12. Policy for Letters of Support for Non-GO Virginia Projects

There have been several requests for letters of support for non-GO Virginia projects. The Executive Committee has considered this matter at its meetings on August 19th and September 16th. The Draft Region 3 Council Policy #7 – Project Letters of Support establishes two categories for letters of support as follows:

- GO Virginia interregional projects involving GO Virginia regional or statewide competitive funding
- Non-GO Virginia organizations pursuing projects involving funding from other grant sources.

After discussion, the Council recommended changes to the policy wording as follows:

It is the policy of the Region 3 Council that all requests for Letters of Support from non-GO Virginia organizations will be referred to Program Director for review and approval. The Program Director may refer a Letter of Support to the Executive Committee for review and approval due to the nature of the project and/or the non-GO Virginia organization. The Program Director and the Executive Committee will be responsive to such requests subject to the time constraints and other commitments. Further, the Program Director and the Executive Committee will take into consideration whether the organization and the project underlying the Letter of Support aligns with the mission and purpose of GO Virginia.

Scott Burnette made a motion to adopt the Region 3 Council Policy #7 – Project Letters of Support as modified. Sherry Swinson seconded the motion and by roll call vote all members voted unanimously.

PROGRAM DIRECTOR'S REPORT

13. GO Virginia State Board Extension of State Board Policy #11

An update was provided on State Board Policy #11 – Per Capita Funds Match. At the September 22nd meeting, the Board modified its program match requirements for per capita funds extending those modifications through May 31, 2021. These were

previously set to expire on October 30, 2020. The Program Director also reported that the State Board approved utilizing \$500,000 in per capita funds for Economic Resilience and Recovery projects if the initial \$1,000,000 allocation had been fully expended. It was further noted that Chairman Lail had submitted a letter of support to the state board in support of these recovery initiatives. The letter was submitted and read into the record at the GO Virginia State Board meeting on September 22nd.

14. GO Virginia Certification of Regional Councils

The Virginia Department of Housing and Community Development requests that each GO Virginia Council certify annually that its membership complies with requirements of the Code of Virginia and DHCD's guidance. The Certification has been completed and provided to DHCD as required.

15. Resolution of Recognition for Charles H. Majors

At its meeting on September 22nd, the GO Virginia State Board adopted resolutions recognizing the contributions made by prior Chairs of GO Virginia Regional Councils. Region 3's Charles Majors was recognized. A copy of the adopted resolution was provided to Council members in the meeting packet.

OTHER BUSINESS/ADJOURN

There being no additional business matters to go before the GO Virginia Region 3 Council, the meeting adjourned at 2:51 p.m.

Deborah B. Gosney, Southside PDC
Support Organization/Fiscal Agent

Ernest "Randy" Lail
Chairman

FINANCIAL REPORT

FY20 GO VA OPERATING FUNDS

GO Virginia Region 3

Report Period: December 1, 2020 to December 31, 2020

GO VIRGINIA



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

GO VIRGINIA FUNDS

Budget Categories	FY20 Operating Budget	Previously Paid Expenses	DHCD Request Rem. #10	Total Expenses To Date	FY20 Available Funds
Program Operations					
Rent Expense	\$ -	\$ -	\$ -	\$ -	\$ -
Meetings and Facilitation	1,500.00	304.38	720.00	1,024.38	475.62
Marketing - Letterpress	25,772.20	23,997.20	2,650.00	26,647.20	(875.00)
Supplies	500.00	-	-	-	500.00
Audit	1,500.00	20.00	-	20.00	1,480.00
SPDC Staff Salaries	80,000.00	64,533.68	3,795.98	68,329.66	11,670.34
SPDC Contract Staff-Riverlink	84,818.75	83,318.75	750.00	84,068.75	750.00
SPDC Contract Staff-Nancy Pool	2,950.00	1,837.50	300.00	2,137.50	812.50
SPDC UVA MOU	46,383.32	29,516.66	16,866.66	46,383.32	-
Total Program Operations	\$ 243,424.27	\$ 203,528.17	\$ 25,082.64	\$ 228,610.81	\$ 14,813.46
Planning					
Technical Assistance	6,575.73	3,299.55	-	3,299.55	3,276.18
Total Planning	\$ 6,575.73	\$ 3,299.55	\$ -	\$ 3,299.55	\$ 3,276.18
TOTAL	\$ 250,000.00	\$ 206,827.72	\$ 25,082.64	\$ 231,910.36	\$ 18,089.64

**The Checking Account is
is comprised of:**

\$44,039.72 Local Funds - Unexpended (Martinsville/Henry County)
253.84 Interest
(8,433.33) Checks paid as of December 31, 2020
\$35,860.23 **Current Checkbook Balance**

Checks Submitted in Remittance 10

9719 - SPDC - November salaries	\$ 3,795.98
9720 - The Riverlink Group - Oct Hrs	\$ 750.00
9721 - Nancy Pool - Nov Hrs	\$ 300.00
9722 - SPDC - Dropbox	\$ 720.00
9723 - UVA - Executive Director (October and November)	\$ 16,866.66
9724 - Letterpress Comm - Nov Hrs	\$ 2,650.00
Total -	\$ 25,082.64

Checks Paid as of December 31, 2020

9723 - UVA - Executive Director (December - balance of check)	\$ 8,433.33
Total -	\$ 8,433.33

GO VIRGINIA REGION 3
PROFIT & LOSS - FY20
MARCH 1, 2020 THROUGH DECEMBER 31, 2020

	LOCAL FUNDS	STATE FUNDS	TOTAL
INCOME			
Local Money - Martinsville/HC	\$ 44,039.72	\$ -	\$ 44,039.72
State Money - DHCD	-	250,000.00	250,000.00
TOTAL INCOME	44,039.72	250,000.00	294,039.72
EXPENSE			
Program Operations			
Meetings and Facilitation	-	1,024.38	1,024.38
Marketing - Letterpress	-	26,647.20	26,647.20
Legal Expenses	-	-	-
Supplies	-	-	-
Audit	-	20.00	20.00
Salaries - SPDC	-	68,329.66	68,329.66
Contract Services	-	132,589.57	132,589.57
Total Program Operations	-	228,610.81	228,610.81
Planning			
Technical Assistance	-	3,299.55	3,299.55
Total Planning	-	3,299.55	3,299.55
TOTAL EXPENSE	-	231,910.36	231,910.36
NET ORDINARY INCOME	44,039.72	18,089.64	62,129.36
Other Income			
Interest	253.34	-	253.34
Total Other Income	253.34	-	253.34
NET INCOME	\$ 44,293.06	\$ 18,089.64	\$ 62,382.70

* Income is Accrual/Expenses are Cash.

GO-TEC 1

GO Virginia Region 3

Report Period: December 1, 2020 to December 31, 2020



GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previous Remittances	Drawdown (Draw #9)	Cumulative Total	Available Funds
Project Monitoring/Reporting	\$ 48,000.00	\$ 12,862.56	\$ 4,310.23	\$ 17,172.79	\$ 30,827.21
Contract Services	\$ 6,309.08	\$ 6,309.08	\$ -	\$ 6,309.08	\$ -
Equipment	\$ 374,203.42	\$ 374,203.42	\$ -	\$ 374,203.42	\$ -
Salaries	\$ 164,750.00	\$ 164,750.00	\$ -	\$ 164,750.00	\$ -
Training	\$ -	\$ -	\$ -	\$ -	\$ -
Travel and Miscellaneous	\$ 10,293.50	\$ 10,293.50	\$ -	\$ 10,293.50	\$ -
Administration	\$ 44,444.00	\$ 44,444.00	\$ -	\$ 44,444.00	\$ -
Totals	\$ 648,000.00	\$ 612,862.56	\$ 4,310.23	\$ 617,172.79	\$ 30,827.21

****Funds Forfeited**

MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match *	Match Balance
Totals	\$ 674,437.00	\$ 674,437.00	\$ -	\$ 674,437.00	\$ 1,291,793.33	\$ 1,966,230.33	\$ -

* Match totaled \$2,190,539.32. A total of \$224,308.99 was approved by DHCD to carry forward to Phase 2A which left a balance remaining of \$1,966,230.33 in match for Phase 1.

** These funds will revert back to the R3 Per Capita Pool. The funds could not roll over to GO-TEC 2 because GO-TEC 1 was funded from the R3 Per Capita Pool, and GO-TEC 2 was funded from the State Competitive Pool.

GO-TEC 2A

GO Virginia Region 3

Report Period: December 1, 2020 to December 31, 2020

GO VIRGINIA



PROVIDING SUPPORT FOR
GROWTH &
OPPORTUNITY
IN GO VIRGINIA

GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown # 6	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 6,115.00	\$ -	\$ -	\$ -	\$ 6,115.00
Equipment	\$ 835,776.00	\$ 703,618.89	\$ 14,189.00	\$ 717,807.89	\$ 117,968.11
Salaries	\$ 292,875.00	\$ 285,334.27		\$ 285,334.27	\$ 7,540.73
Travel and Miscellaneous	\$ 94,300.00	\$ 31,581.71	\$ 25,893.07	\$ 57,474.78	\$ 36,825.22
Administration	\$ 91,721.00	\$ 76,195.50	\$ 3,006.16	\$ 79,201.66	\$ 12,519.34
Totals	\$ 1,320,787.00	\$ 1,096,730.37	\$ 43,088.23	\$ 1,139,818.60	\$ 180,968.40

MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match **	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match *	Match Balance
Totals	\$ 1,937,646.25	\$ 1,516,051.70	\$ 211,540.28	\$ 1,727,591.98	\$ -	\$ 1,727,591.98	\$ 210,054.27

* The total project match of \$1,033,749.22 includes the \$224,308.99 that was carried forward from Phase 1.

** A Budget Revision submitted on 10/23/2020 increased the match budget from \$1,432,497 to \$1,937,646.25

Regional Entrepreneurship Initiative

GO Virginia Region 3

Report Period: December 1, 2020 to December 31, 2020



GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Longwood Consultant Time	\$ 44,000.00	\$ 34,868.95	\$ -	\$ 34,868.95	\$ 9,131.05
Longwood Travel and Meetings	\$ 6,000.00	\$ 5,533.55	\$ -	\$ 5,533.55	\$ 466.45
MBC Travel and Meetings	\$ 5,000.00	\$ 4,100.68	\$ -	\$ 4,100.68	\$ 899.32
Research, Mapping & Tech Support	\$ 45,000.00	\$ 33,158.94	\$ -	\$ 33,158.94	\$ 11,841.06
Totals	\$ 100,000.00	\$ 77,662.12	\$ -	\$ 77,662.12	\$ 22,337.88

MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
Totals	\$ 50,000.00	\$ 50,000.00	\$ -	\$ 50,000.00	\$ 40,641.32	\$ 90,641.32	\$ -

IALR COMMON PLATFORM

GO Virginia Region 3

Report Period: December 1, 2020 to December 31, 2020



GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Administration	\$3,225.73	\$1,123.95	\$0.00	\$1,123.95	\$2,101.78
Fringe Benefits	\$4,988.00	\$1,093.85	\$0.00	\$1,093.85	\$3,894.15
Meetings and Facilitation	\$6,861.27	\$35.00	\$0.00	\$35.00	\$6,826.27
Salaries	\$15,500.00	\$3,875.00	\$0.00	\$3,875.00	\$11,625.00
Software	\$58,260.00	\$17,475.00	\$0.00	\$17,475.00	\$40,785.00
Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Travel	\$1,305.00	\$0.00	\$0.00	\$0.00	\$1,305.00
Totals	\$90,140.00	\$23,602.80	\$0.00	\$23,602.80	\$66,537.20

MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
Totals	\$ 122,808.00	\$ 47,384.04	\$ -	\$ 47,384.04	\$ -	\$ 47,384.04	\$ 75,423.96

REGION 3 BRIDGE TO RECOVERY

GO Virginia Region 3

Report Period: December 1, 2020 to December 31, 2020

GO VIRGINIA



BRIDGE TO RECOVERY
GROWTH &
OPPORTUNITY
IN EVERY REGION

GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previous Remittances	Drawdown (No Activity)	Cumulative Total	Available Funds
Project Monitoring/Reporting	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00
Administration	\$ 160,000.00	\$ -	\$ -	\$ -	\$ 160,000.00
Construction	\$ -	\$ -	\$ -	\$ -	\$ -
Contract Services	\$ 400,000.00	\$ -	\$ -	\$ -	\$ 400,000.00
Fringe Benefits	\$ 10,313.00	\$ -	\$ -	\$ -	\$ 10,313.00
Salaries	\$ 34,375.00	\$ -	\$ -	\$ -	\$ 34,375.00
Other: Collaborative Support	\$ 69,957.00	\$ -	\$ -	\$ -	\$ 69,957.00
Other: Subscriptions	\$ 61,683.00	\$ -	\$ -	\$ -	\$ 61,683.00
Other: Website Updates	\$ 8,000.00	\$ -	\$ -	\$ -	\$ 8,000.00
Other: Training and Marketing Program	\$ 5,672.00	\$ -	\$ -	\$ -	\$ 5,672.00
Other: E-Commerce Assistance	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00
Other: Marketing	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00
Other: Finance Costs for Cash Flows	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Upgrade Costs for Shop Local	\$ -	\$ -	\$ -	\$ -	\$ -
Other: PPE Tool Kits	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Meeting Expense (Sites/Virtual)	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Finance and Procurement Admin	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Business Services Match Funds	\$ -	\$ -	\$ -	\$ -	\$ -
Totals	\$ 925,000.00	\$ -	\$ -	\$ -	\$ 925,000.00

MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
Totals	\$ 1,211,500.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,211,500.00

OLD BUSINESS

Approved Projects Update



DATE: January 12, 2021

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to be 'RBD', on a light blue background.

RE: Approved Projects

For your review, I have attached the updated progress reports for the following approved projects:

- Bridge to Recovery
- GO TEC 2B
- Common Platform (Major Clarity)
- Genedge_Retooling Virginia Manufacturing for Strategic Industries
- Mid-Atlantic Broadband Communities Corporation (MBC) - Middle Mile Expansion for Economic Growth
- Virginia Small Business Development Centers

RECOMMENDATION:

For the Region 3 Council's information. No action necessary.

Attachments.



Status of Bridge to Recovery – January 2021

Project Name	Grant Category/Award	Project Start/End Dates	Project Milestones
BRIDGE TO RECOVERY PRODUCTS: <ul style="list-style-type: none"> 500 jobs retained 100 full-time jobs created \$10 million in capital investment Region 3 Supplier database Collaborative interface with businesses 	ERR/PC \$925,000 Budget Status: <div> </div>	August 1, 2020 – June 30, 2022	<p>Quarter 2020 (July – Sept 2020)</p> <ul style="list-style-type: none"> Coalition meetings Project marketing and outreach Website production Professional services contracts development <p>4th Quarter 2020 (Oct – Dec 2020)</p> <ul style="list-style-type: none"> Coalition meetings Project marketing and outreach Professional services contracts development and implementation Focus groups Webinars <p>1st Quarter 2021 (Jan – March 2021)</p> <ul style="list-style-type: none"> Coalition meetings Project marketing and outreach Website production Professional services contracts development and implementation <p>2nd Quarter 2021 (April – June 2021)</p> <ul style="list-style-type: none"> Coalition meetings Project marketing and outreach Website production Professional services contracts development and implementation

<ul style="list-style-type: none"> • COVID 19 resource webpage <p>METRICS</p> <ul style="list-style-type: none"> • 88 businesses served • # of jobs retained • # of jobs created • \$ in capital investment • \$ revenues increased <p>CONTRACT SIGNED JULY 2020</p>			<p>3rd Quarter 2021 (July – Sept 2021)</p> <ul style="list-style-type: none"> <input type="radio"/> • Coalition meetings <input type="radio"/> • Project marketing and outreach <input type="radio"/> • Website production <input type="radio"/> • Professional services contracts development and implementation <input type="radio"/> • Webinars <input type="radio"/> • Marketing Assistance <input type="radio"/> • E-Commerce Projects <p>4th Quarter 2021 (Oct – Dec 2021)</p> <ul style="list-style-type: none"> <input type="radio"/> • Coalition meetings <input type="radio"/> • Project marketing and outreach <input type="radio"/> • Website production <input type="radio"/> • Professional services contracts development and implementation <input type="radio"/> • Marketing Assistance <input type="radio"/> • E-Commerce Projects <p>1st Quarter 2022 (Jan – March 2022)</p> <ul style="list-style-type: none"> <input type="radio"/> • Coalition meetings <input type="radio"/> • Project marketing and outreach <input type="radio"/> • Website production <input type="radio"/> • Professional services contracts development and implementation <input type="radio"/> • Marketing Assistance <input type="radio"/> • E-Commerce Projects <p>2nd Quarter 2022 (April – June 2022)</p> <ul style="list-style-type: none"> <input type="radio"/> • Coalition meetings <input type="radio"/> • Project marketing and outreach <input type="radio"/> • Website production <input type="radio"/> • Professional services contracts development and implementation <input type="radio"/> • Marketing Assistance <input type="radio"/> • E-Commerce Projects

Go Va Region 3 Bridge to Recovery

January 11, 2020
Quarterly Report – October through December 2020





GoVa Region 3 Bridge to Recovery

- Metric Outputs

- # of companies served
- Communication, training, focus groups and events – i.e. webinars delivered and attendance
- Suppliers identified
- Surveys, polls and studies
- # of services delivered by professional sector
- PPE Tool Kits deployed and PPE Solutions implemented
- Building modifications or expansions
- Collaborations and partnerships leveraged

- Industry Size Projections

- Small Businesses of 1-24 employees – average projects \$7,000
- Medium Size Businesses of 25-249 – average projects \$12,000
- Large Businesses of 250 and above – average projects \$20,000

- Metric Outcomes

- 500 Existing Jobs
- Create 100 new jobs
- \$10 million in capital investment

GoVa Region 3 Bridge to Recovery

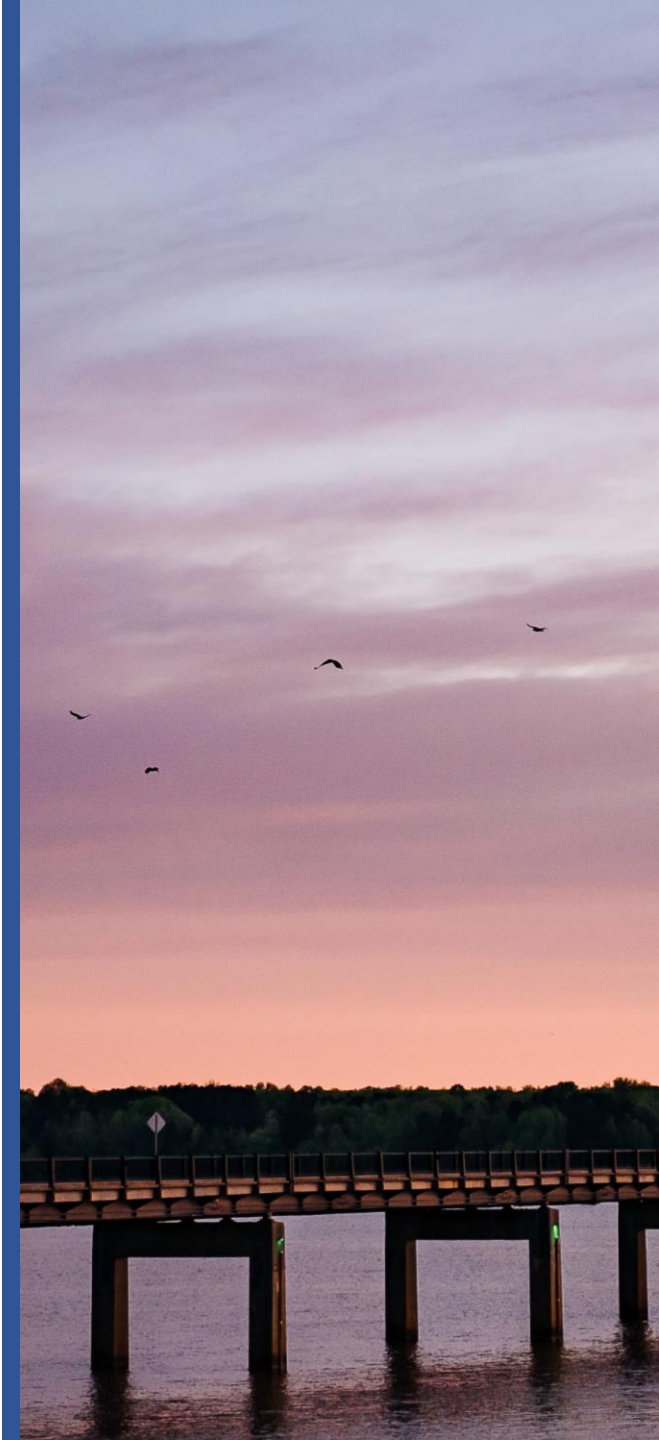
Collaborations and Partnerships – Projected 20

- 16 Chambers of Commerce
 - Patrick County; Martinsville/Henry County; Danville/Pittsylvania; Halifax
 - Amelia County; Brunswick County; Charlotte County; Farmville/Prince Edward; Greenville/Emporia; Lunenburg County; Mecklenburg County (3); Nottoway County (3)
- 12 Local Economic Developers
 - Patrick County; Pittsylvania County; City of Danville; Halifax County
 - Brunswick County; Charlotte County; Cumberland County; Prince Edward County; Greenville County; Emporia; Lunenburg County; Mecklenburg County
- *SBDC – Longwood, Halifax, Martinsville, Danville*
- *GENEDGE Alliance*
- *Workforce – VEC, WIB, DCC, Averett, SVHEC, SVCC, NCI, IALR*
- *Ecosystem Providers – Business Incubators, Launch Place, MBC, Planning District Commissions*
- *Work Groups*

GoVa Region 3 Bridge to Recovery

2ND QUARTER OBJECTIVE CONTINUATION

- Continue Recovery Supplier Funding
- Continue COVID 19 Task Force Operations
- Additional Targeting to Traded Sector Businesses
- Reviewing Requests for Services and Processing Orders with Prequalified Suppliers
- Completing 1st Rounds of Prequalified Supplier Orders
- Processing 2nd Rounds of Funding Requests
- Continue Reviews with Prequalified Suppliers and Identification of Additional Suppliers
- Continue Communications and Outreach
- Add Recovery Dashboard Indicators to Website for Economic, Labor, and Health and Wellness Data





GoVa Region 3 Bridge to Recovery

Status on 2nd Quarter Outputs

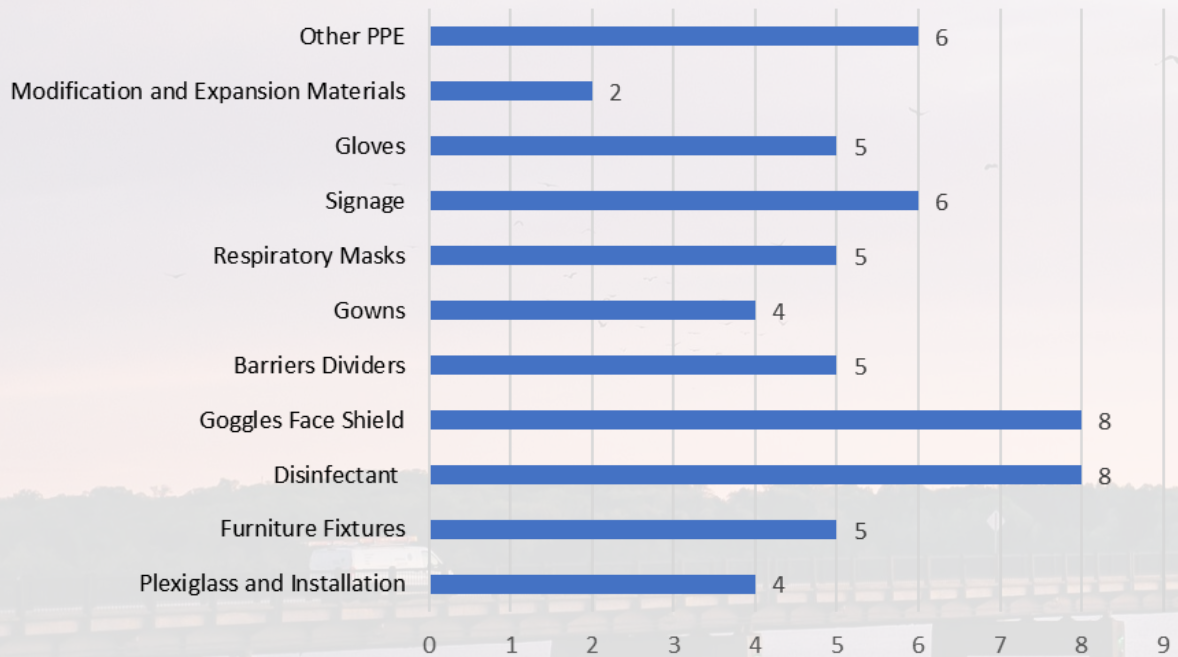
- Identified and prequalified 10 additional suppliers
- Dashboards published to SVRA, VGA, Bridge to Recovery websites
- 29 new requests received
- Processed 37 SVRA applications; Approved 26 SVRA requests
- Processed 28 VGA applications; Approved 20 VGA requests
- Provided updates to the SoVa COVID-19 Recovery Plan
- Started to process orders - issued 12 purchase orders from 5 companies to 7 suppliers for \$22,143.23

1st Qtr - 41 Prequalified Suppliers (65 Identified To Date)

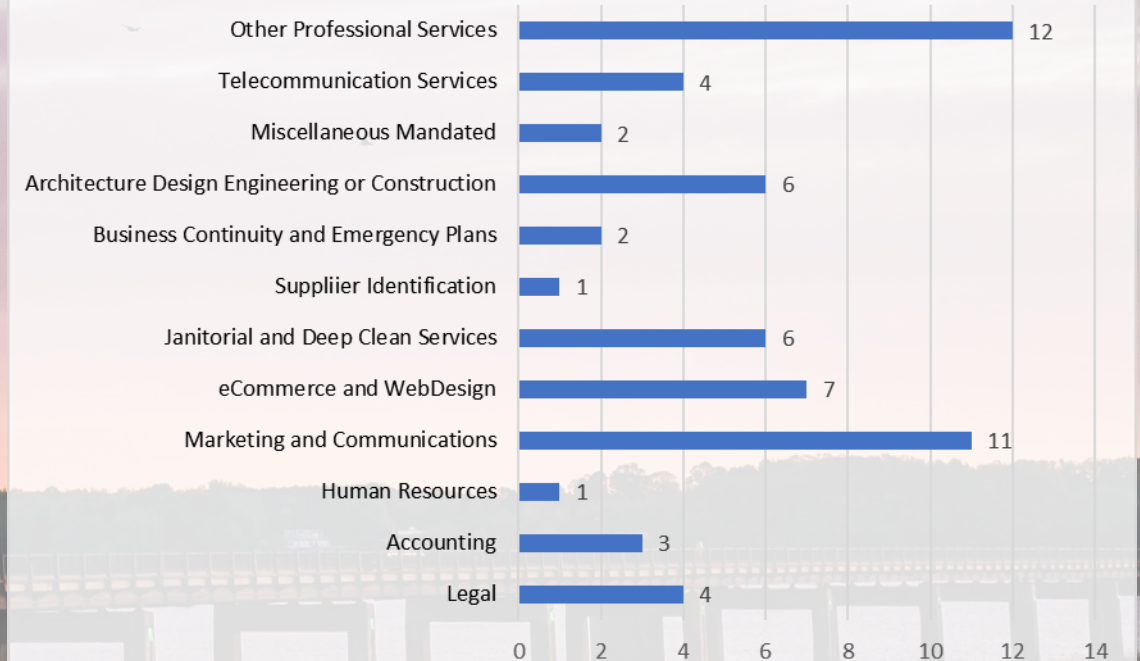
2nd Qtr - 10 Prequalified Suppliers (75 Identified To Date)

(Projection - 30 identified; 25 participating; Chamber Outreach to > 1996 members)

Prequalified PPE Suppliers



Prequalified Professional Services Suppliers

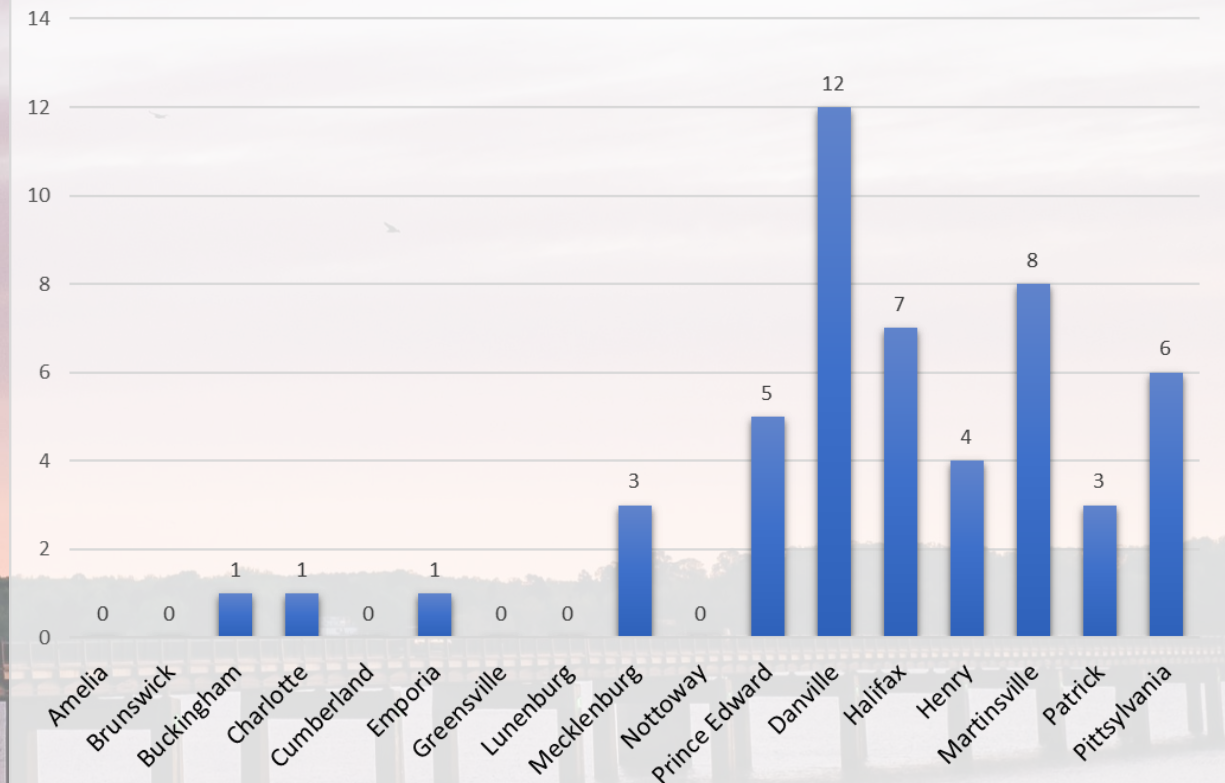


Prequalified Suppliers

11 Localities Represented

1.	Buckingham	1
2.	Charlotte	1
3.	Emporia	1
4.	Mecklenburg	3
5.	Prince Edward	5
6.	Danville	12
7.	Halifax	7
8.	Henry	4
9.	Martinsville	8
10.	Patrick	3
11.	Pittsylvania	6
TOTAL		51

Prequalified Suppliers Locations



1st Qtr 36 Requests for Assistance 2nd Qtr 29 Requests for Assistance (65 Total)

Request for PPE Products



Request for Professional Services



Requests for Assistance

13 Localities Represented

1. Amelia	1
2. Buckingham	1
3. Emporia	4
4. Greenville	4
5. Lunenburg	1
6. Mecklenburg	11
7. Prince Edward	6
8. Danville	12
9. Halifax	5
10. Henry	5
11. Martinsville	10
12. Patrick	2
13. Pittsylvania	3
TOTAL	65

Requests by # of Employees

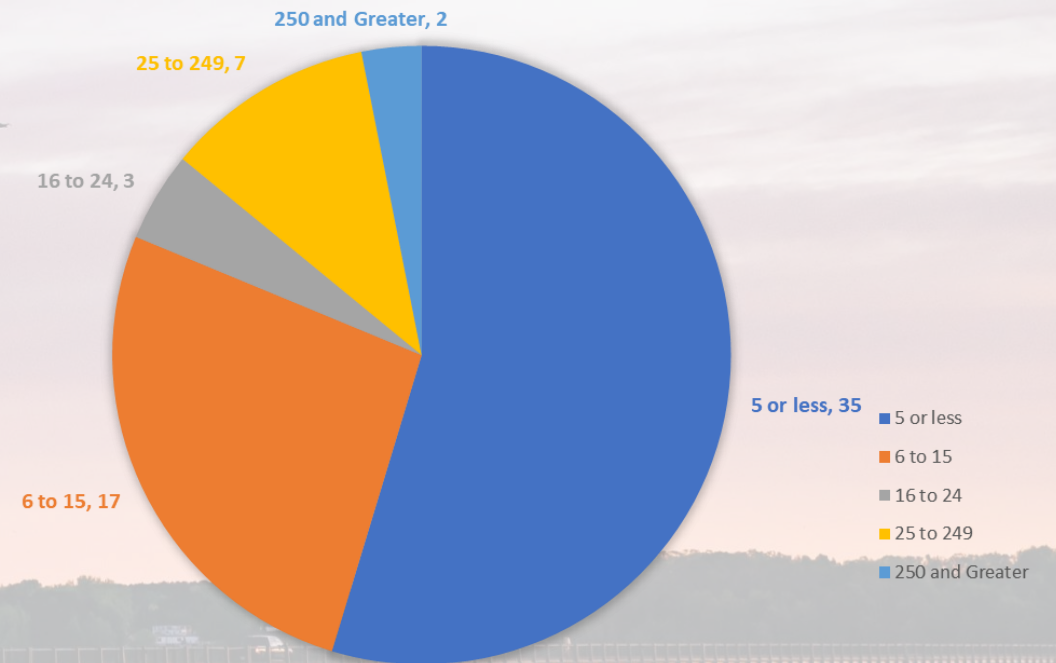
5 or less	35
6-15 employees	18
16 – 24 employees	3
25-249 employees	7
<u>250 & ></u>	<u>2</u>
TOTAL	65

Requests for Assistance

Demographics for Assistance Requests



REQUESTS BY COMPANY SIZE BASED ON NUMBER OF EMPLOYEES



Qtr 2 46 Approved Requests

Total Approved \$317,500

(VGA Drone Grant \$75K)

VGA Approved Applications

\$95,000 (approved max)

Amelia	1
Emporia	4
Greensville	2
Mecklenburg	8
Prince Edward	5
TOTAL	20

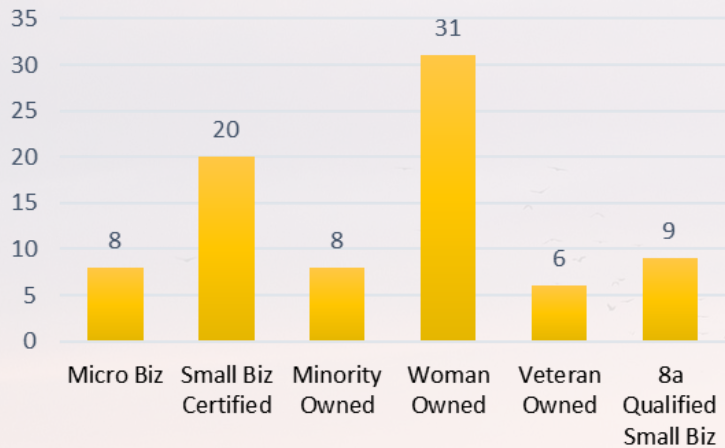
SVRA Approved Applications

\$222,500 (approved max)

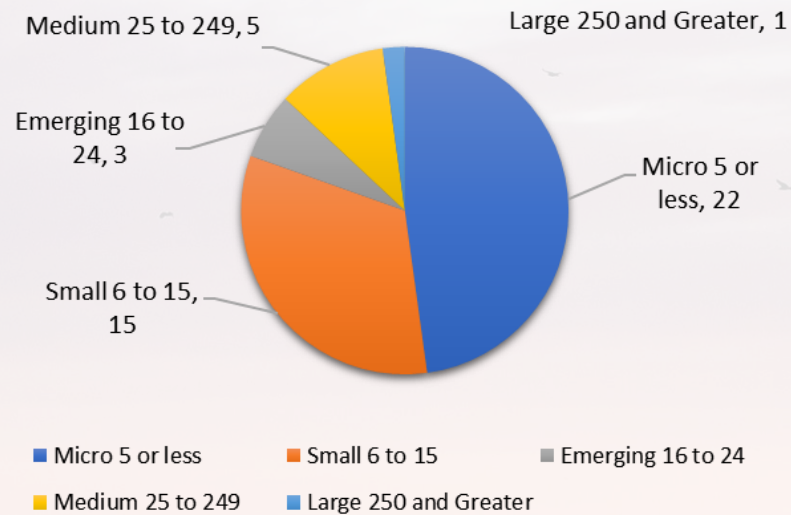
Danville	9
Halifax	5
Henry	2
Martinsville	6
Patrick	1
Pittsylvania	3
TOTAL	26

Approved Requests Demographics

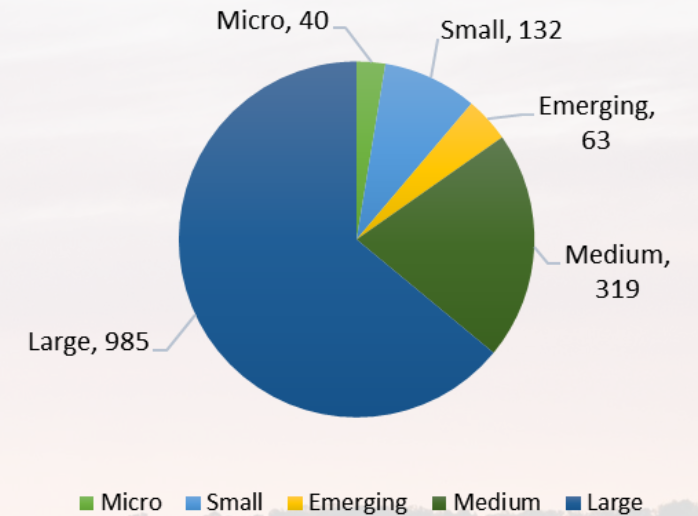
Approved Request Demographics



Approvals by Company Size

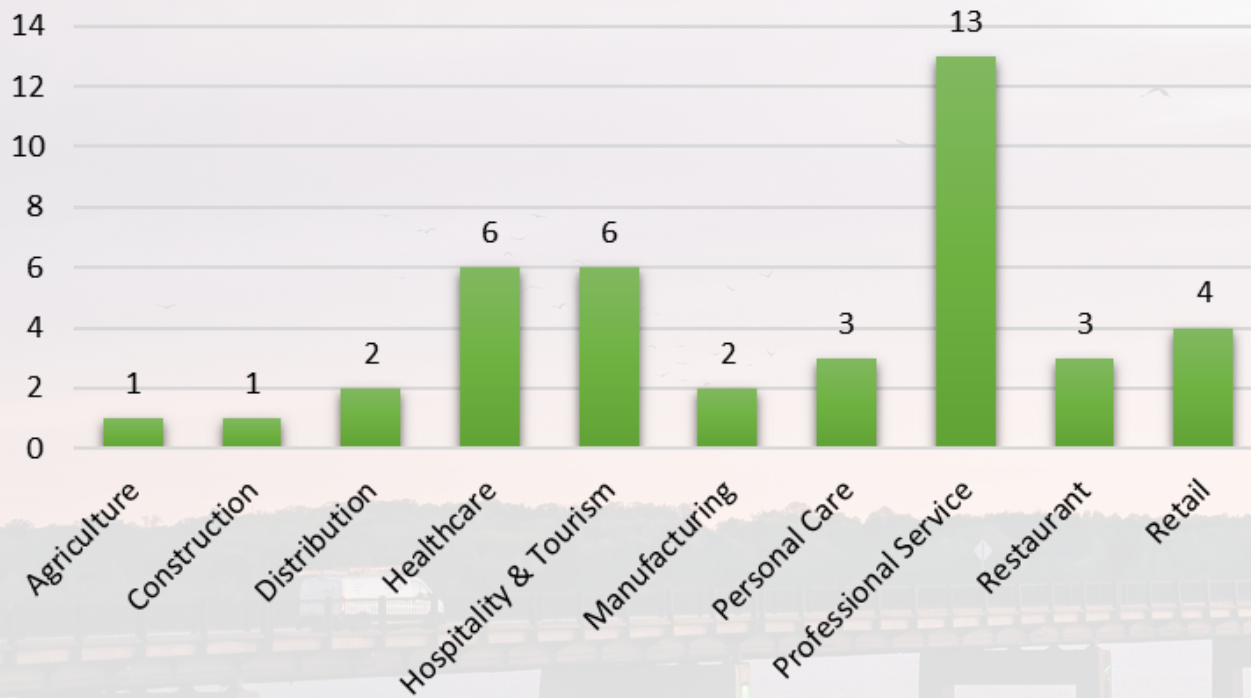


Total Employees Impacted

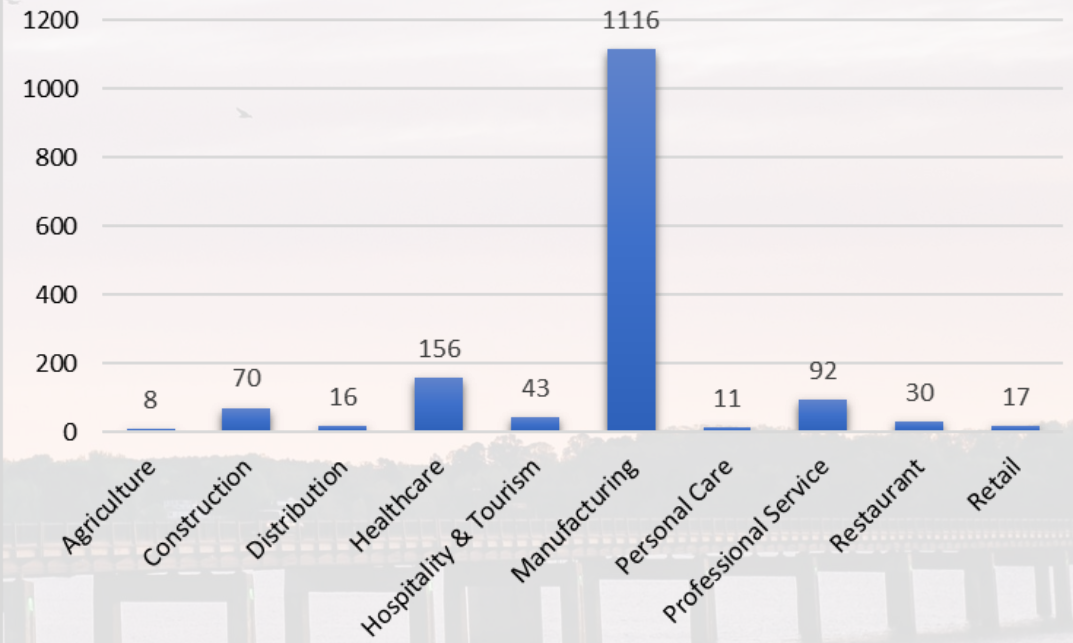


Approved Requests

Number of Requests per Sector



Number of Employees Impacted per Sector



GoVa Region 3 Bridge to Recovery

Communications – Projected 25 Sessions with 500 participants over 2 Years

- Training / feedback sessions – Partners and Preferred Suppliers - communicated to 35 people in 4 events in qtr. 2 (322 people in 26 events since July 1)
- Focus Groups – Supplier Information Session (Oct 7) 15 participants
- Task Force – SVRA and VGA; substantial efforts continue
- Dashboards published November 20th
 - GoVa Region 3
 - SVRA
 - VGA
- Dashboards shared by elImpact; disseminated information Greater Williamsburg Economic Development Partnership
- Online Supplier Database for GoVa Region 3 populated with suppliers
- News Blast – 3 to Task Force and Work Groups (Oct – Dec)
- Survey of SVRA Task Force locality COVID-19 funding
- Sharing of COVID-19 funding applications and participation between region and localities in award reviews

GO VA Economic Dashboard

www.SoVaBrideToRecovery.com



Employment and Unemployment

GOVA Region 3 (Monthly Data)

	Total Sum of Labor Force	Total Sum of Employed	Total Sum of Unemployed	Total Average of Last Period Unemp Rate	Total Average of Last Year Unemp Rate	Total Average of Last Period % Change	Total Average of Last Year % Change
Jan	150,957	144,370	6,587	3.51	4.56	25.62	-3.25
Feb	151,277	145,138	6,139	4.38	4.35	-8.5	-7.12
Mar	150,422	143,347	7,075	4.01	4.13	15.6	12.93
Apr	147,498	129,114	18,384	4.64	3.44	154.91	247.46
May	148,043	133,947	14,096	11.75	3.65	-18.91	159.87
Jun	148,828	135,509	13,319	9.47	4.06	-3.59	123.47
Jul	147,960	134,491	13,469	9.11	4.19	1.42	121
Aug	149,556	138,769	10,787	9.31	4.08	-19.16	82.84
Sep	146,659	136,213	10,446	7.54	3.5	-2.33	108.89
Oct	147,819	139,271	8,548	7.51	3.43	-19.24	75.78
Nov	149,037	141,178	7,859	6.06	3.41	-8.08	61.16

Chart: Courtesy of GOVA Region 3 • Source: State of VA • [Get the data](#) • Created with [Datawrapper](#)

SVRA Economic Dashboard

www.svra.org

Job Postings 30-day Trend

SVRA Region, 2020 vs. 2019

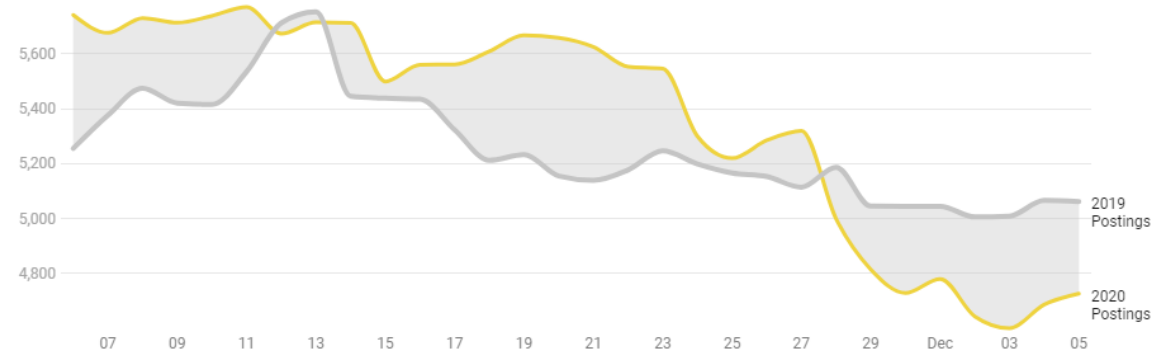
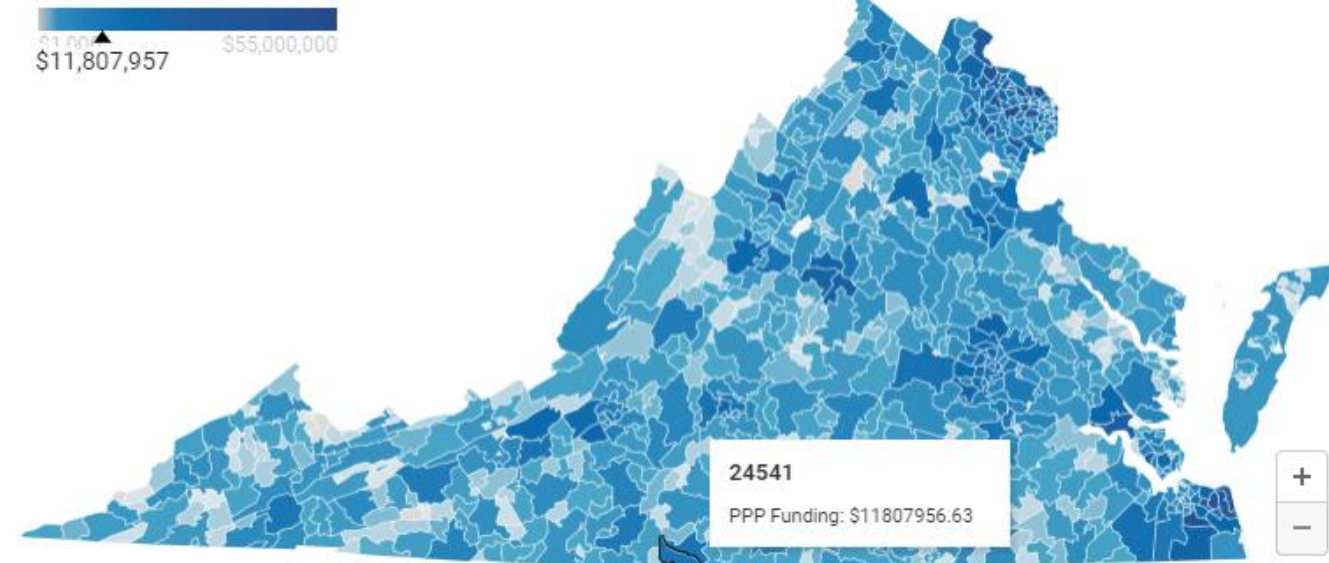


Chart: Courtesy of SVRA • Source: Emsi • [Get the data](#) • Created with [Datawrapper](#)

SBA PPP Loan Totals (\$) By Zip Code

Loans on record as of August 31, 2020



Map: Courtesy of SVRA • Source: SBA • [Get the data](#) • Created with [Datawrapper](#)

VGA Economic Dashboard

www.vagrowth.com

Regional % Change in Small Businesses

VGA Region compared to pre-covid baseline (YoY)

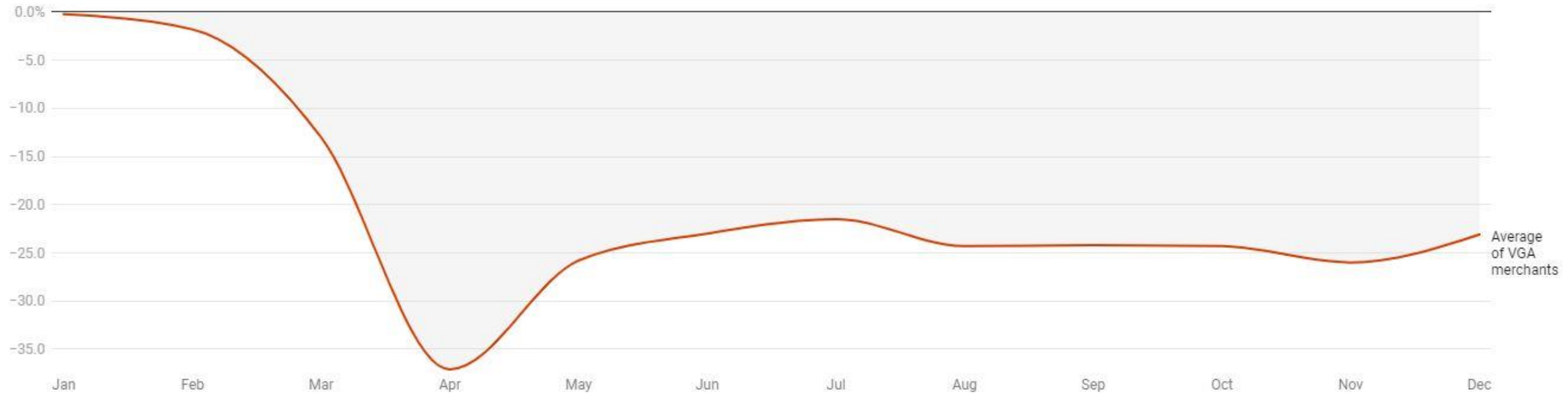
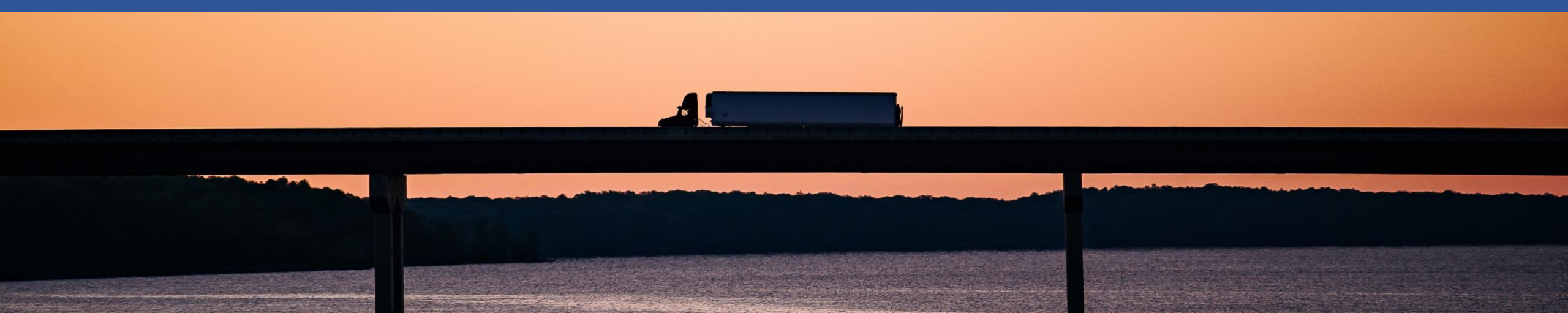


Chart: Courtesy of VGA • Source: TrackTheRecovery • [Get the data](#) • Created with [Datawrapper](#)

GoVa Region 3 Bridge to Recovery

- GoVa Region 3 Bridge to Recovery Website
- SVRA Site
- VGA Site





Status of GO-TEC 1, 2A and 2B – January 2021

Project Name	Grant Category/Award	Project Start/End Dates	Products (See narrative at the end of the document for details on each product.)	Project Milestones
GO-TEC 1 PRODUCTS: Build-out of two middle school career labs: Launch GO-TEC Outreach Campaign; Implement GO-TEC Pathways DELIVERABLES MODIFIED FROM THIS LIST DURING NEGOTIATIONS FOR GO-TEC 2 PROJECT	PC \$648,000 Budget Status:	August 1, 2018 – July 31, 2020	Build out of two middle school career labs. <ul style="list-style-type: none"> - 3 middle school career labs were upfitted at O.T. Bonner (DPS), Westwood (DPS), and Chatham (PCS). Launch GO TEC Outreach Campaign. <ul style="list-style-type: none"> - The GO TEC logo was approved by the GO TEC Board on November 14, 2019. - The GO TEC website is technically active but administration continues to gather feedback and add to the content on the page. - A marketing plan was created to identify the various target groups and determine the most 	<ul style="list-style-type: none"> • Hire GO-TEC Director (Summer 2018) • Create RFP for marketing, branding (Summer 2018) • Spec & procure Career Lab equipment (Summer 2018) • Develop Career Lab curriculums (Summer 2018) • Hire Eastern/Western Regional Coordinator (Shifted to GT2B) • Hire SVHEC Tech Academy personnel (fall 2018) • Hire Career Exploration Trainer (fall 2018) • Hire branding firm (fall 2018) • Continue Career Connections curriculum development (fall 2018) • Website design (Winter 2018; delayed to fall/winter 2019) • Complete branding (Winter 2018; delayed to fall/winter 2019) • Continue Career Connections curriculum development • Train Career Exploration coordinator on equipment (Winter 2018) • Launch website (Shifted to GT2A) • Develop outreach marketing materials (Spring 2019) • Complete Career Connections curriculum (Spring 2019) • Train instructors for Career Connections Labs (Summer/Fall 2019) • Full implementation of Career Connections Curriculum (Summer/Fall 2019)

			<p>appropriate marketing strategy / materials for those groups.</p> <ul style="list-style-type: none"> - Several marketing materials with the GO TEC logo have been ordered and received (i.e. pens, pocket folders, GO TEC marketing boards, jump drives). <p>● Implement GO TEC Pathways.</p> <ul style="list-style-type: none"> - GO TEC curriculum continues to be developed. The general curriculum consists of 9-week modules. These modules can be modified to fit the various schedules at the schools. - Year One curriculum has undergone a lot of changes and now offers an annotated curriculum that will be highly beneficial to Year One teachers. - Year Two curriculum is also under development with new projects being developed. The curriculum will offer a more in-depth learning of the equipment. 	<ul style="list-style-type: none"> ● Completion of outreach marketing materials (Spring 2020) ●
<p>GO-TEC 2A</p> <p>PRODUCTS:</p> <p>PRODUCTS FOR VALIDATION: •</p>	<p>Competitive</p> <p>\$4.9 million</p> <p>(\$1.3 million</p>	<p>March 12, 2019 – September 20, 2020 FOR PHASE 2A</p>	<p>● Build-out of 4 Career Connections labs.</p> <ul style="list-style-type: none"> - 3 labs were upfitted at Gretna (PCS), Cumberland, and Prince 	<ul style="list-style-type: none"> ● 2 Quarter 2019 (April — May): ● Full-time positions for GO TEC personnel, including the Program Manager, Training Coordinator and Program Coordinator, advertised. ● ● 3rd Quarter 2019 (June — September): ● AGREEMENT for the PROJECT executed by contractual parties ●

<p>Build-out of 4 Career Connection Labs • 1,000 students enrolled in Career Connections • 10 students enrolled in Mechatronics program • 20 industry certifications awarded in Mechatronics • 70 students enrolled at Career Tech Academy • 100 industry credentials awarded at the CareerTech Academy • 10 teachers trained during the 2019-2020 Career Connections Training Institute</p> <p>Expansion of the GO TEC marketing campaign</p> <p>CONTRACT SIGNED JULY 2019</p>	<p>Phase A; \$3.6 million Phase B)</p>	<p>PHASE 2B Contingent upon Completion of Deliverables</p>	<p>Edward. (The 4th lab was upfitted during the previous year.)</p> <ul style="list-style-type: none"> ● 1,000 students enrolled in CC <ul style="list-style-type: none"> - 1,414 students enrolled during the 2019-2020 school year. ● 10 students enrolled in Mechatronics program. <ul style="list-style-type: none"> - 254 students enrolled in Mechatronics. ● 20 industrial certifications awarded in Mechatronics. <ul style="list-style-type: none"> - 20 certificates in NCRC and OSHA 10 in Mechatronics. ● 70 students enrolled at Career Tech Academy. (*see narrative) <ul style="list-style-type: none"> - 31 students enrolled in CTA. ● 100 industry credentials awarded at the Career Tech Academy. (*see narrative) <ul style="list-style-type: none"> - 60 industry credentials were awarded at CTA. ● 10 teachers trained during the 2019-2020 Career Connections Training Institute. 	<ul style="list-style-type: none"> • MOUs executed between SUBGRANTEE and SUBSUBGRANTEES ● • GOTECH Program Manager hired ● • Training Coordinator hired ● • Program Coordinator hired (shifted to GT2B) ○ • GO TEC logo and brand developed ● • Draft Career Connections promotional materials developed using GO TEC brand and highlighting GOTECH pathways ● • 1 FT Mechatronics faculty member and 1 FT Career Tech Academy (herein called “CTA”) instructor hired ● • Teachers identified and attend the initial session for the 2019-2020 CC Training Institute ● • 75% of Career Connections equipment purchased ● • 80% of precision machining equipment purchased ● • Mechatronics curriculum updated to reflect prior learning ● • GO TEC Board approved and first meeting ● • 4th Quarter 2019 (October — December): • 100% of precision machining equipment purchased ● • Monthly visits to each CC lab to support teachers and assess curriculum; CC Training Institute session ● • Career Connections Curriculum for 6-week (6th grade) and 9-week (6th grade) programs developed and vetted ● • GO TEC Board meeting and bylaws approved ● • 1st Quarter 2020 (January — March): • Policy development of award credit for industry certifications in Mechatronics ● • Policy development and articulation agreement to award college credit to CTA students for work-based practicum ● • Monthly visits to each CC lab to support teachers and assess curriculum; teacher training ● • Printed and digital GO TEC promotional items developed ● • GO TEC Board meeting ● • 2nd Quarter 2020 (April - May):
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			<ul style="list-style-type: none"> - 20 teachers participated in the TTA. <p>● Expansion of the GO TEC marketing campaign.</p> <ul style="list-style-type: none"> - The GO TEC logo was approved by the GO TEC Board on November 14, 2019. - The GO TEC website is technically active but administration continues to gather feedback and add to the content on the page. - A marketing plan was created to identify the various target groups and determine the most appropriate marketing strategy / materials for those groups. - Several marketing materials with the GO TEC logo have been ordered and received (i.e. pens, pocket folders, GO TEC marketing boards, jump drives). 	<ul style="list-style-type: none"> ● SUBGRANTEE provides ACTIVITY and OUTCOME report to GRANTEE and DHCD, before application deadline to be considered at next GO Virginia Board meeting. ● ● PROJECT marketing and outreach activities continue ● ● GO TEC Board meeting ● ● 3rd Quarter 2020 (June — July): ● METRICS: SUBGRANTEE will work with SUBSUBGRANTEES to develop appropriate data-tracking systems to quantify PROJECT outputs and outcomes. The following metrics will be benchmarked, measured and evaluated: ● <ul style="list-style-type: none"> ○ % increase in student awareness and interest in GO TEC pathways via pre/post assessments ○ % students enrolling in second year CC program (7th & 8th grade) ○ Increase in # of middle school students participating in GO TEC curriculum ○ Increase in # of students enrolled in relevant dual enrollment programs ○ Increase in # of industry credentials, associated with GO TEC pathways, awarded ○ Increase in # of students enrolled in post-secondary training in GO TEC pathways ○ % SOL pass rate for GO TEC students vs. general enrollment ○ % job placement rates for non-matriculating GO TEC students ○ % of job placements earning higher-than-average wages
GO-TEC 2B PRODUCTS: <ul style="list-style-type: none"> ● Teacher Trainings ● Curriculum Development 	Competitive \$3,575,741 Budget Status ●			<ul style="list-style-type: none"> ● 2nd and 3rd Quarter 2020 (June — September) <ul style="list-style-type: none"> ○ Contract for project executed by contractual parties (pending DHCD final approval_12.20) ● ○ MoUs executed between Subgrantee and Subgrantees (school divisions and community colleges) to be completed by 9.30.20 (pending DHCD final approval and then forwarded to subgrantee and subgrantees for execution_10.20) ●

<ul style="list-style-type: none">• Program Outreach & Marketing• Build-out of ten (10) Middle School Exploratory Labs and Curriculum Development• Additional build out and purchase of pilot lab equipment labs for Pittsylvania County and Danville City• Build out of Career Connections equipment at Wytheville Community College and Southside Virginia Community College• Build out and expansion of Dual Enrollment Robotics Program				<ul style="list-style-type: none">○ GO TEC website launched July 2020○ 2020-2021 training for new and returning teacher sessions (2)_August 2020○ Eastern and Western Regional Coordinators positions revised to Program Assistant and Multi-Media Technician_interviews September 2020○ Program Coordinator_not hired and reprogrammed funds for Program Assistant and Multi-Medica Technician to support these positions for 2020-2021 and 2021-2022 school years○ 70% of Career Connections lab equipment purchased○ TBD% of precision machining equipment purchased○ 100% percentage of meteorology equipment purchased○ 75% percentage of dual enrollment robotics equipment○ 7.20, 9.20_GO TEC Board meeting• 4th Quarter 2020 (October — December)<ul style="list-style-type: none">○ MoUs executed between Subgrantee and Subgrantees (school divisions and community colleges) to be completed by 9.30.20 (all partner MOUs received and submitted to DHCD; awaiting execution by DHCD and others_12.20○ GO TEC Website continues to be monitored; no new updates_10.20-12.20○ Teachers identified and attend the initial session for the 2020-2021 CC Training Institute; twenty-six (26) trainings or equipment set-up activities region-wide school division during quarter_10.20-12.20○ GO TEC Team continues support school divisions and improve processes and procedures for grant administration_10.20-12.20○ GO TEC Team training team continues to work with the GO TEC partners to get equipment set up and appropriate personnel trained; grant administration via reimbursement of equipment purchased in process_10-20-12.20○ Wythe Community College coordinating with Phillips Corp as well as local school divisions to determine the most appropriate CNC equipment to align programs with K12 when student return to in-school learning; on-going_10.20-12.20○ Danville City/Pittsylvania County Schools acquired robotics equipment_10.20-12-20○ GO Tec Board meeting 11.20
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<div>at Danville City and Pittsylvania County</div> <div><ul style="list-style-type: none">Expansion of Industry Training Programs related to the GO TEC pathways</div> <div>PRODUCTS FOR VALIDATION:</div> <div>CONTRACT IN DEVELOPMENT</div>				
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PRODUCTS FOR VALIDATION

PHASE ONE

1. Build out of two middle school career labs.

STATUS: COMPLETE. During the 2018-2019 school year, three GO TEC Career Connections labs were created at Chatham Middle School (PCS), Westwood Middle School (DPS), and Bonner Middle School (DPS). Labs were upfitted and equipped and students were enrolled in GO TEC throughout the year.

2. Launch GO TEC Outreach Campaign.

STATUS: COMPLETE.

APRIL 6, 2020: The GO TEC logo was designed and feedback was received from multiple stakeholders. The final design was selected and presented to the GO TEC Advisory Board and approved on November 14, 2019. The GO TEC website is currently under development with 434 Marketing contracted to provide that service. There was a 'soft launch' of the website on April 2, 2020 for the GO TEC team to continue to review and update the content and design. The hard launch is scheduled for May 15, 2020. Marketing materials continue to be developed and a plan was created for the various target areas for marketing to highlight GO TEC partners and target groups in industry, higher education, and K-12.

MAY 4, 2020: Training on the new website and accessing the analytics was held on April 29, 2020. The website continues to be built upon as more content is added. Marketing materials were ordered with a marketing plan created and shared with internal PR department. Various components of outreach have been created (letterhead, email addresses, business cards, etc.).

3. Implement GO TEC Pathways.

STATUS: COMPLETE.

APRIL 6, 2020: The GO TEC Career Connections curriculum continues to be developed and revised based on feedback from the GO TEC CC teachers. Year One curriculum has been drafted and revised throughout the year with projects regularly developed for the various pathways. Year Two curriculum has been under development with more hands-on activities and projects being developed. The training coordinator has worked closely with GO TEC CC teachers this year to learn more about best practices in the classroom and updating curriculum as needed. The curriculum is shared with the teachers through a shared Google folder and several surveys were sent out throughout the year to gather feedback on each unit. The GO TEC team is working on final revisions to Year One curriculum to ensure alignment with state requirements and plan to submit this curriculum to the DOE for review and feedback in hopes that they will approve the GO TEC curriculum as a stand-alone course to meet the career exploration requirements.

MAY 4, 2020: Curriculum for grade 7 continues as more hands-on projects are created / modified. Discussions continue with K12 partners and teachers to discuss program modifications, specifically what a 5th grade curriculum should look like. Currently, 5th graders are offered the same curriculum as Year One students. This could create an issue if students are in GO TEC again during their 6th grade year. GO TEC administration has discussed the need for a separate 5th grade course that would offer only career exploration without the hands-on activities with the actual equipment. This would be proposed as a 6 or 9 week curriculum that would meeting the state's requirements for career exploration. GO TEC administration has also discussed the concerns shared by multiple school divisions regarding the beginning of next school year and the possibility that students would start the year under a virtual curriculum. We are working on the GO TEC contingency plan if this happens, working to identify online simulation courses that students can participate in that directly related to the nine units. We are also trying to plan for how teachers can provide live equipment demo's with students.

PHASE TWO A

1. Build out of four Career Connection labs.

STATUS: COMPLETE.

APRIL 6, 2020: During the 2019-2020 school year, three GO TEC Career Connections labs were created at Gretna Middle School (PCS), Cumberland Middle School, and Prince Edward Middle School. (The fourth lab was created in Phase One at DPS.) There are a total of six Career Connection Labs. All labs have been upfitted and equipped and students have been enrolled in GO TEC throughout the year.

2. 1,000 students enrolled in Career Connections.

STATUS: COMPLETE.

Last enrollment figures received from the participating school divisions reported 1,414 middle school students enrolled in GO TEC Career Connections. Bonner Middle School reported their student enrollment for the first two grading periods (6-week schedule) but no enrollment has been reported for GO TEC since prior to Christmas as their Career Connections teacher left to accept another position. Division and school administration worked to replace the teacher for this program but was not able to find an eligible teacher so late in the school year. They filled the position with a substitute who worked with the students on career exploration activities but did not utilize the GO TEC curriculum or equipment. Therefore, the enrollment numbers for that specific school were NOT included after the teacher left. It is their plan to fill this position during the Summer of 2020 to get the GO TEC Career Connections program back up and running.

3. 10 students enrolled in the Mechatronics program.

STATUS: COMPLETE.

SVCC reported 17 students enrolled in Mechatronics during the 2019-2020 school year.

SVCC updated their enrollment to 198 students enrolled in Mechatronics. SVHEC reported 10 students enrollment in CTA and 2 in the adult program. PHCC reported 44 in the Siemens Mechatronics Level 1, Level 2, and Level 3.

4. 20 industry certifications awarded in Mechatronics.

STATUS: COMPLETE

APRIL 6, 2020: Waiting for SVCC to provide information on the status of their certifications.

MAY 4, 2020: SVCC reports 198 students enrolled in the Mechatronics program during the 2019-2020 school year. 145 were able to complete the program with 14 Career Studies Certificates awarded. Due to the COVID pandemic that resulted in school divisions and colleges closing for the year, colleges were unable to offer the end-of-year certifications. They are working to figure out if and how certifications will be offered to students.

JUNE 8, 2020: The Career Studies Certificate is a locally awarded certificate issued by SVCC. The 14 CSC's reported from SVCC cannot be counted towards the industry certifications in Mechatronics. SVHEC reported 10 NCRC and 10 OSHA 10 industry certifications earned by CTA students in Mechatronics.

5. 70 students enrolled at CTA.

STATUS: ONGOING

APRIL 6, 2020: There were 31 students enrolled in the CTA program at SVHEC during the 2019-2020 school year (17 – IT / 10 Mechatronics / 4 WBL). The enrollment is expected to increase next school year as SVHEC works to define and build upon the WBL program.

MAY 4, 2020: The following information was received from SVHEC.

The SVHEC acknowledges that an enrollment number of 70 was an aggressive target. Some students who participated in Year 1 were not able to return for the second year due to schedule conflicts. We also discovered that some high school career coaches have been slow to promote CTA opportunities. SVHEC has now hired a part-time Career Coach who will work with the high school counselors to promote CTA.

Another factor that impacted enrollment was transportation. Some students were not able to participate in the work-based learning program due to transportation issues. Finally, SVHEC had planned to offer DCC's Automation and Robotics program as part of the CTA curriculum. This program was delayed due to a change in leadership at DCC. Unfortunately, COVID-19 has further delayed this program. Not being able to add this highly requested program has had a significant impact on enrollment.

We are continuing to work with DCC to develop the Automation and Robotics program. We are hoping to be able to offer this program during the 2020-2021 academic year. With the addition of SVHEC's CTA Career Coach and GO-TEC marketing and branding, we believe enrollment numbers in the CTA program will begin to increase.

6. 100 industry credentials awarded at Career Tech Academy.

STATUS: ONGOING until End of Contract (*see June narrative below)

MAY 4, 2020: SVHEC awarded the 60 certifications in CTA in the following:

Information Technology:

CompTIA IT Fundamentals	11
CompTIA A+	2 (passed both portions)
CompTIA Server+	6
NCRC	17

NOTES: SVHEC is working with SVCC to determine the final number of Career Studies Certificates. Several students were hoping to do the test-out option for ITE 115, which we cannot do now. Several are taking the DE version through their schools so there grading option may determine overall outcomes.

Mechatronics:

NCRC	10
OSHA 10	10

NOTES: SVHEC is working with Siemens to see how accommodations can be made to take this test and stay within the gathering guidelines. All 10 students are on track for receiving their Career Studies Certificate in Mechatronics from SVCC.

Work Based Learning:	
OSHA 30	4

NOTES: SVHEC is working with CEWD in hopes that the CTA students can take the Energy Industry Fundamentals (EIF) assessment through Google Docs from their school chrome books.

JUNE 10, 2020: GO TEC administration continues to check with higher education partners monthly to monitor the progress of certification testing.

7. 10 teachers trained during the 2019-2020 Career Connections Training Institute.

STATUS: COMPLETE

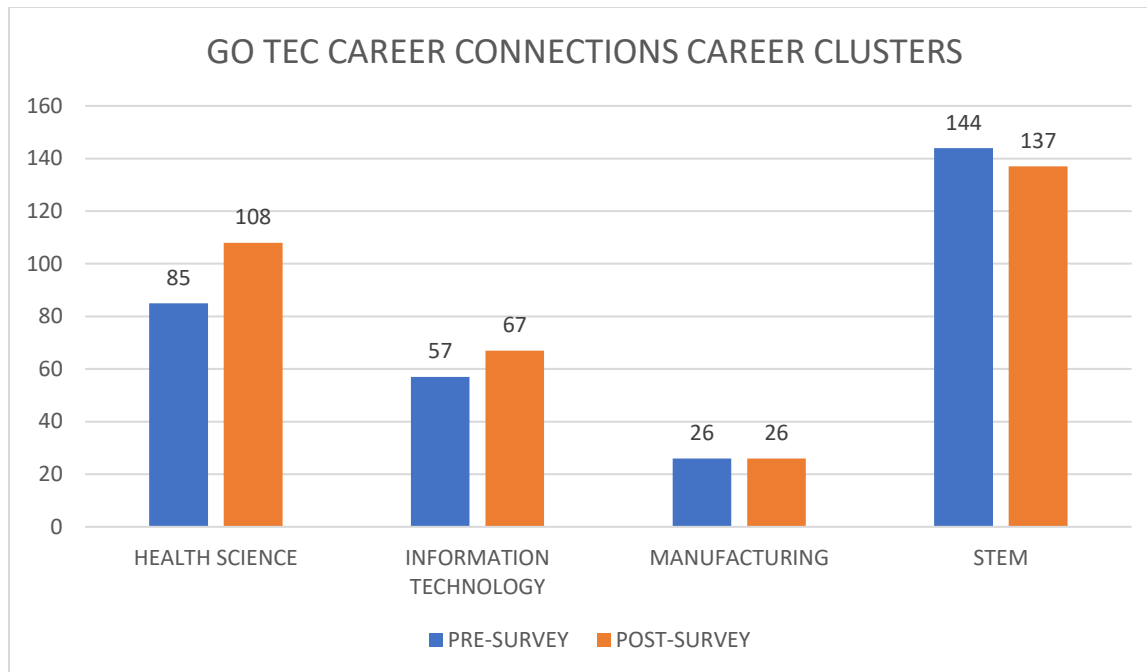
APRIL 6, 2020: The training coordinator has provided training (group and individual) to 20 different teachers participating in Phase One, Phase TwoA, and Phase TwoB during the 2019-2020 school year. Participation is tracked on a Google doc and professional development certifications are awarded so teachers can report as recertification hours.

8. Expansion of the GO TEC Marketing Campaign.

STATUS: COMPLETE.

APRIL 6, 2020: The GO TEC logo was designed and feedback was received from multiple stakeholders. The final design was selected and presented to the GO TEC Advisory Board and approved on November 14, 2019. The GO TEC website is currently under development with 434 Marketing contracted to provide that service. There was a 'soft launch' of the website on April 2, 2020 for the GO TEC team to continue to review and update the content and design. The hard launch is scheduled for May 15, 2020. Marketing materials continue to be developed and a plan was created for the various target areas for marketing to highlight GO TEC partners and target groups in industry, higher education, and K-12.

MAY 4, 2020: The GO TEC website continues to be developed with May 15, 2020 as the target for the hard launch. We continue to work with our partners to provide more information for the various links.



Based on data from 485 comparable student surveys.

Data from pre- and post-surveys indicate students' interests in two of the four GO TEC career clusters (Health Science and Information Technology) increased as more students selected those career areas in their post-survey follow-ups. Manufacturing remained the same (26 students) but had more selections as a second or third choice. Although STEM decreased as a stand-alone career, students are being exposed to STEM through the integrated activities of the nine units.

Student enrollment was compared from year one (18-19 SY) to year two (19-20 SY). For Chatham, 109 students remained in the program from year one to year two. 23 students remained at O.T. Bonner, while 87 remained consistently enrolled at Westwood.

OVERALL 19-20 GO TEC SURVEY RESULTS

Students were asked to rate their level of interest, ability, and knowledge in the various areas included in the GO TEC Career Connections units. There were 420 comparable surveys. Average student answers were as follows (data highlighted in green indicates an increase in overall interest while yellow indicates consistent interest):

1 – Strongly Agree / 2 – Agree / 3 – Not sure; in the middle / 4 – Disagree / 5 – Strongly Disagree / 0 – Don't Understand the statement

I am interested in mechanical engineering. (Pre = 2.8 / Post = 2.7)

I am good at measuring (using a ruler and tape measure). (Pre = 2.6 / Post = 2.5)

I am good at building and fixing things. (Pre = 2.6 / Post = 2.4)

I am interested in 3D printing. (Pre = 2.1 / Post = 2.2)

I enjoy math. (Pre = 2.5 / Post = 2.4)

I understand the importance of safety when at work. (Pre = 1.7 / Post = 1.8)

I am good at math. (Pre = 2.3 / Post = 2.2)

I am interested in machining parts. (Pre = 2.6 / Post = 2.7)

I would like to use creativity and innovation in my future work. (Pre = 2.0 / Post = 2.1)

I am interested in helping people with their health and wellness. (Pre = 2.3 / Post = 2.3)

I like to create new ideas and products. (Pre = 2.1 / Post = 2.2)

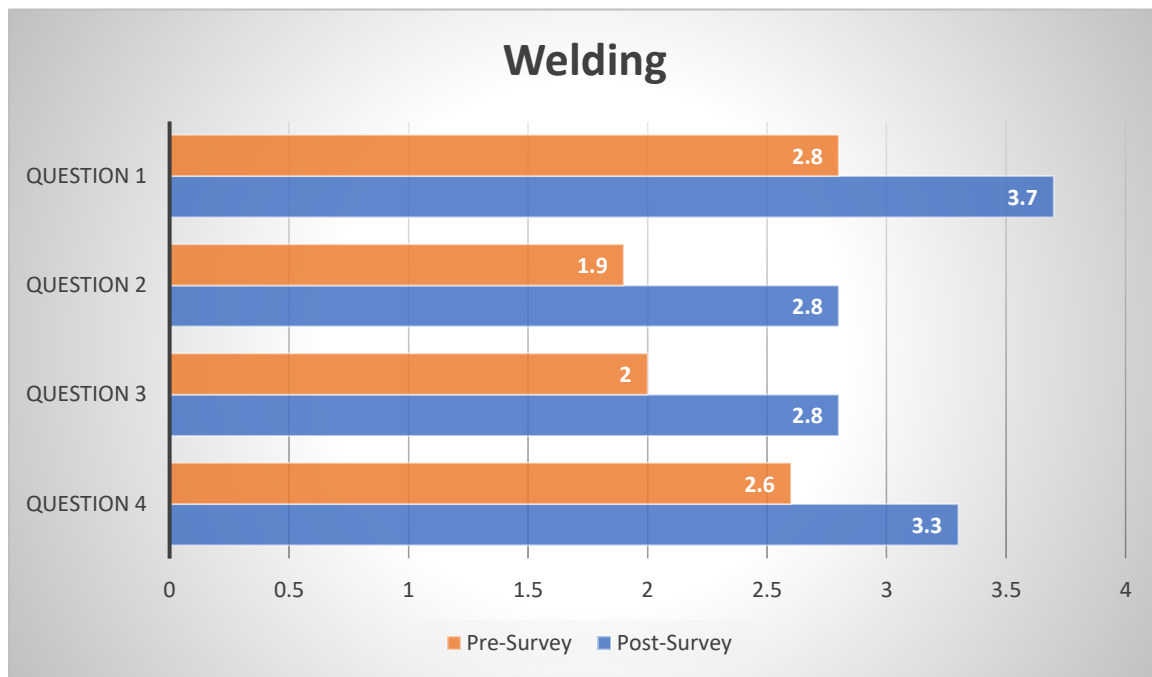
I am interested in coding and creating apps. (Pre = 2.5 / Post = 2.5)

Designing products or prototypes will be important to my future work. (Pre = 2.4 / Post = 2.6)

I am interested in robotics and automation. (Pre = 2.4 / Post = 2.6)

I am interested in how electronics work. (Pre = 2.3 / Post = 2.4)

I enjoy learning how to be healthy. (Pre = 2.2 / Post = 2.2)



QUESTION 1: Do you know what a welder does?

QUESTION 2: Do you know how much money a welder makes?

QUESTION 3: Do you know how long a welder goes to college?

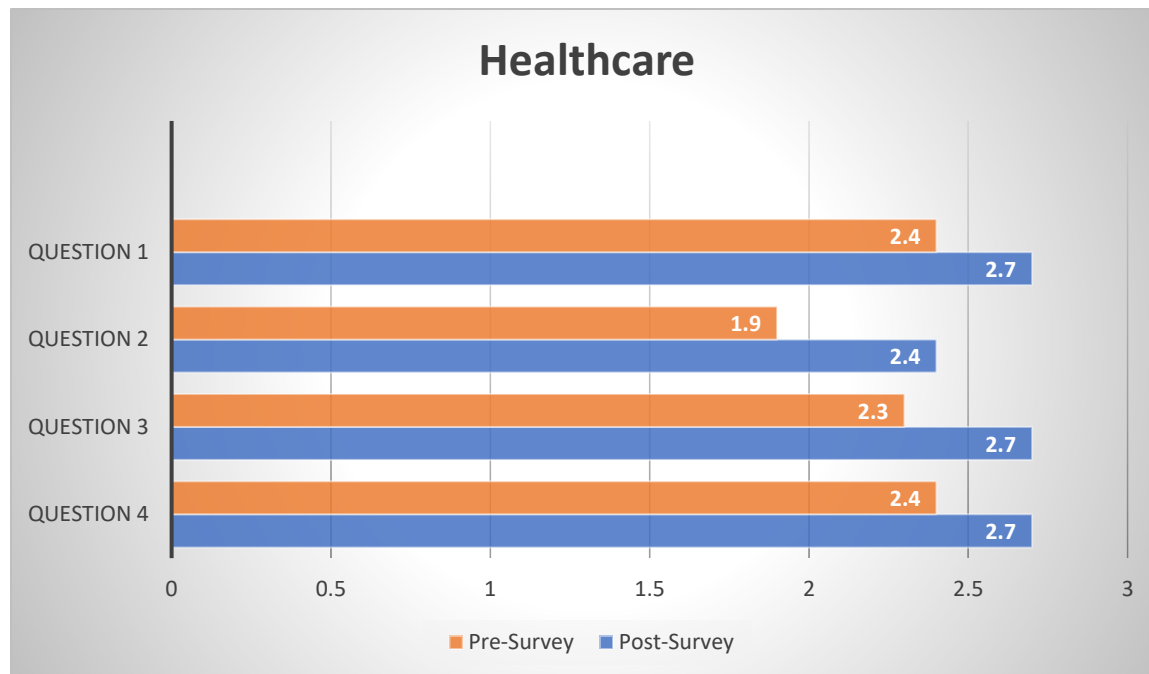
QUESTION 4: Do you know which machines, tools, and technology a welder uses?

ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 320 comparable survey responses for Welding during the 2019-2020 SY.

There is a statistically significant difference between the pre-survey data and the post-survey data.



QUESTION 1: Do you know what a healthcare professional does?

QUESTION 2: Do you know how much money a healthcare professional makes?

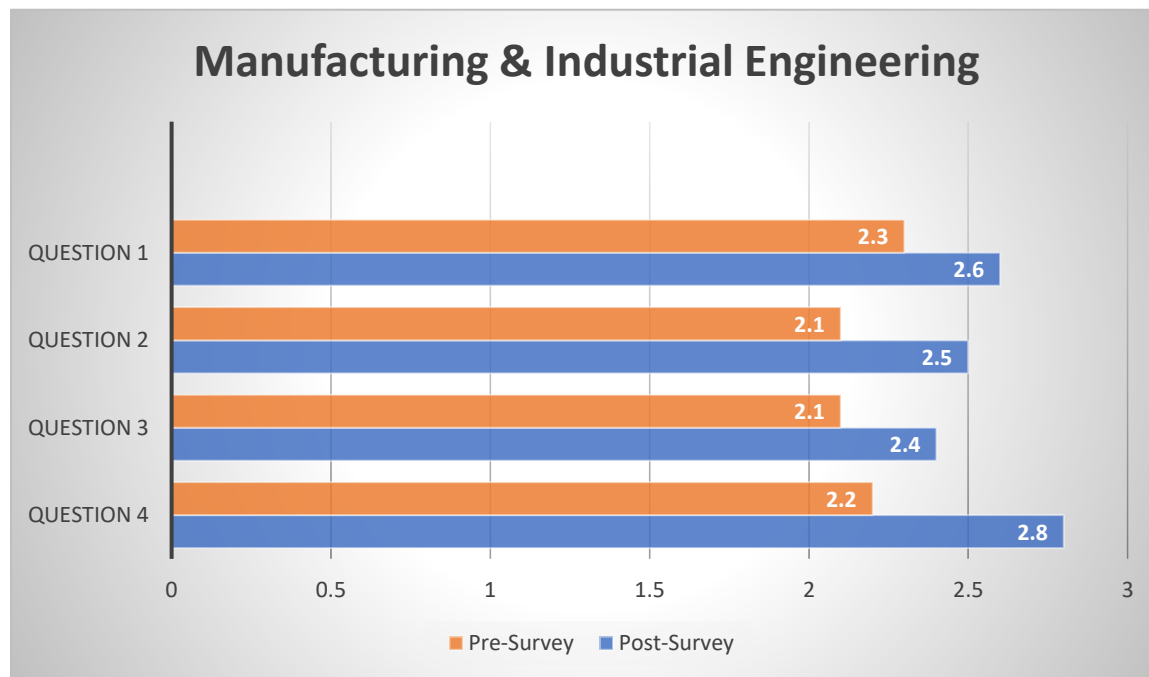
QUESTION 3: Do you know how long a healthcare professional goes to college?

QUESTION 4: Do you know which machines, tools, and technology a healthcare professional uses?

ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 546 comparable survey responses for Healthcare during the 2019-2020 SY.



QUESTION 1: Do you know what an industrial engineer does?

QUESTION 2: Do you know how much money an industrial engineer makes?

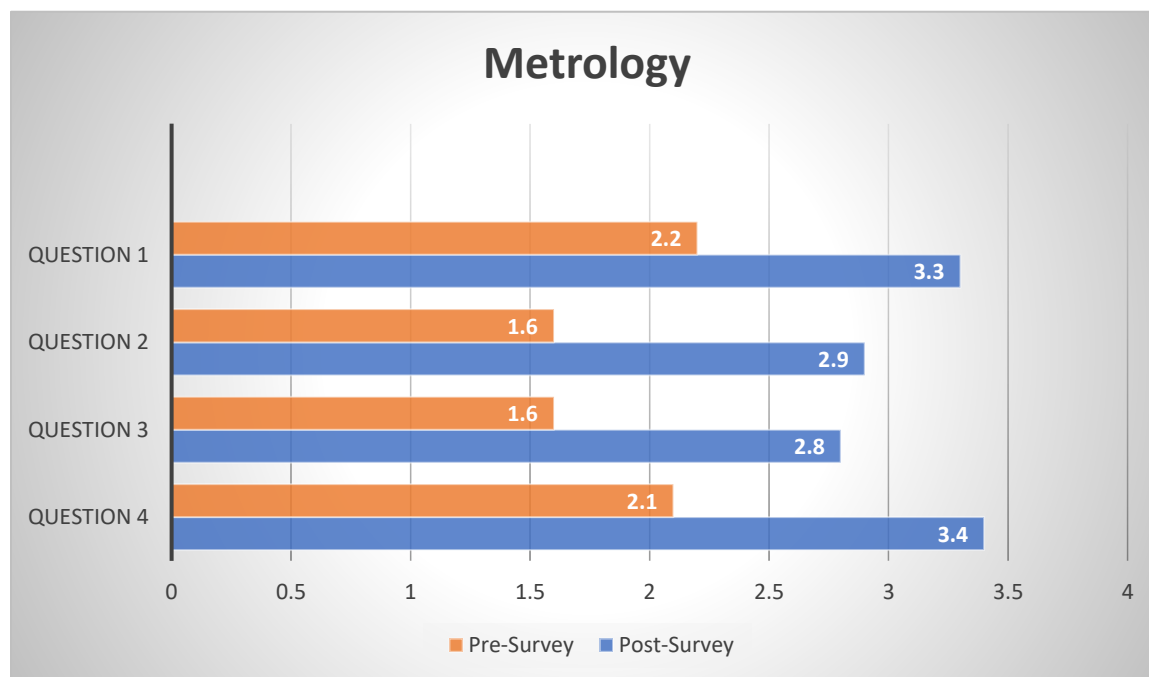
QUESTION 3: Do you know how long an industrial engineer goes to college?

QUESTION 4: Do you know which machines, tools, and technology an industrial engineer uses?

ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 24 comparable survey responses for Manufacturing and Industrial Engineering during the 2019-2020 SY.



QUESTION 1: Do you know what a metrologist does?

QUESTION 2: Do you know how much money a metrologist makes?

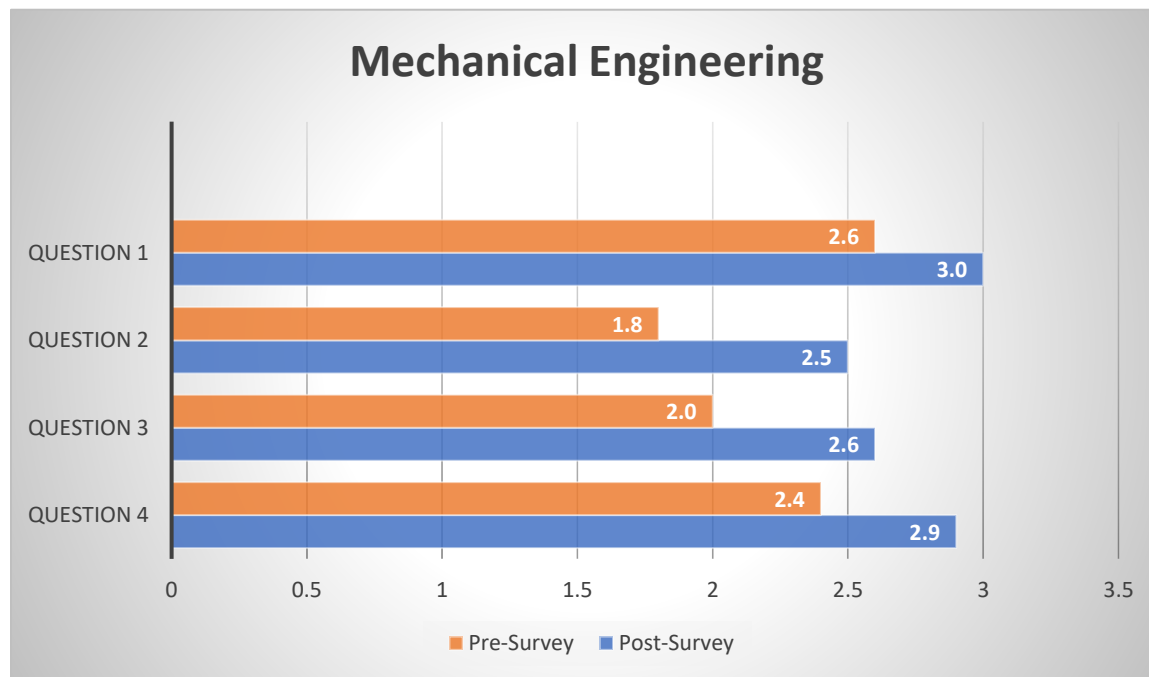
QUESTION 3: Do you know how long a metrologist goes to college?

QUESTION 4: Do you know which machines, tools, and technology a metrologist uses?

ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 132 comparable survey responses for Metrology during the 2019-2020 SY.



QUESTION 1: Do you know what a mechanical engineer does?

QUESTION 2: Do you know how much money a mechanical engineer makes?

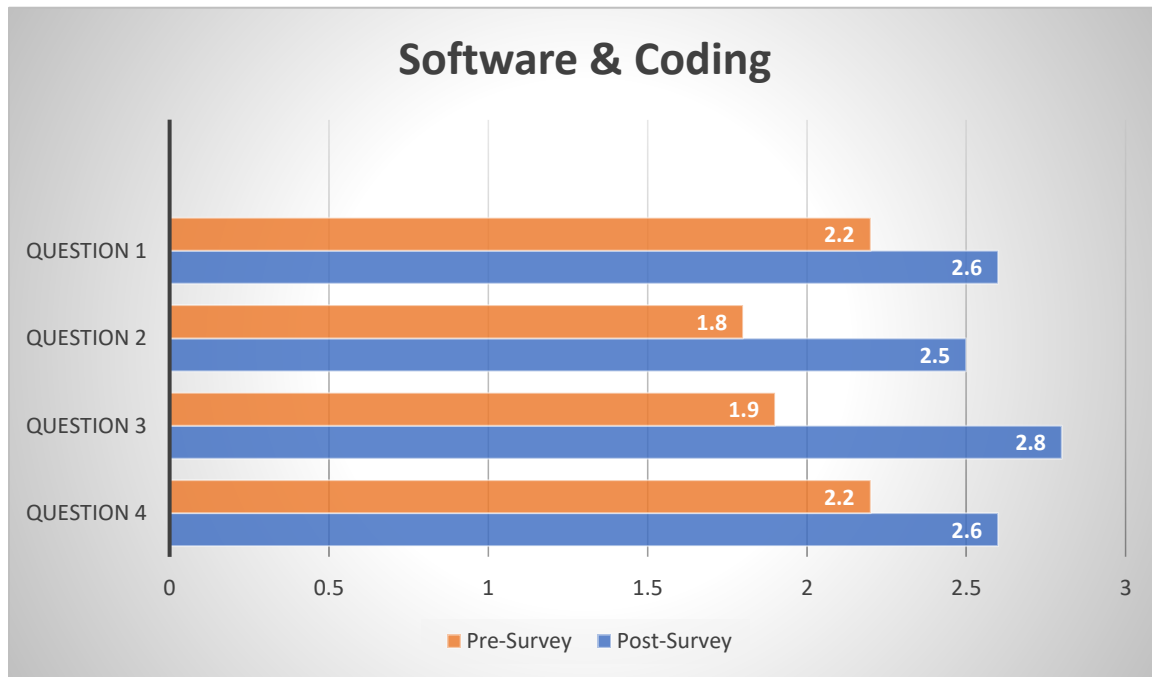
QUESTION 3: Do you know how long a mechanical engineer goes to college?

QUESTION 4: Do you know which machines, tools, and technology a mechanical engineer uses?

ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 185 comparable survey responses for Mechanical Engineering during the 2019-2020 SY.



QUESTION 1: Do you know what a software developer does?

QUESTION 2: Do you know how much money a software developer makes?

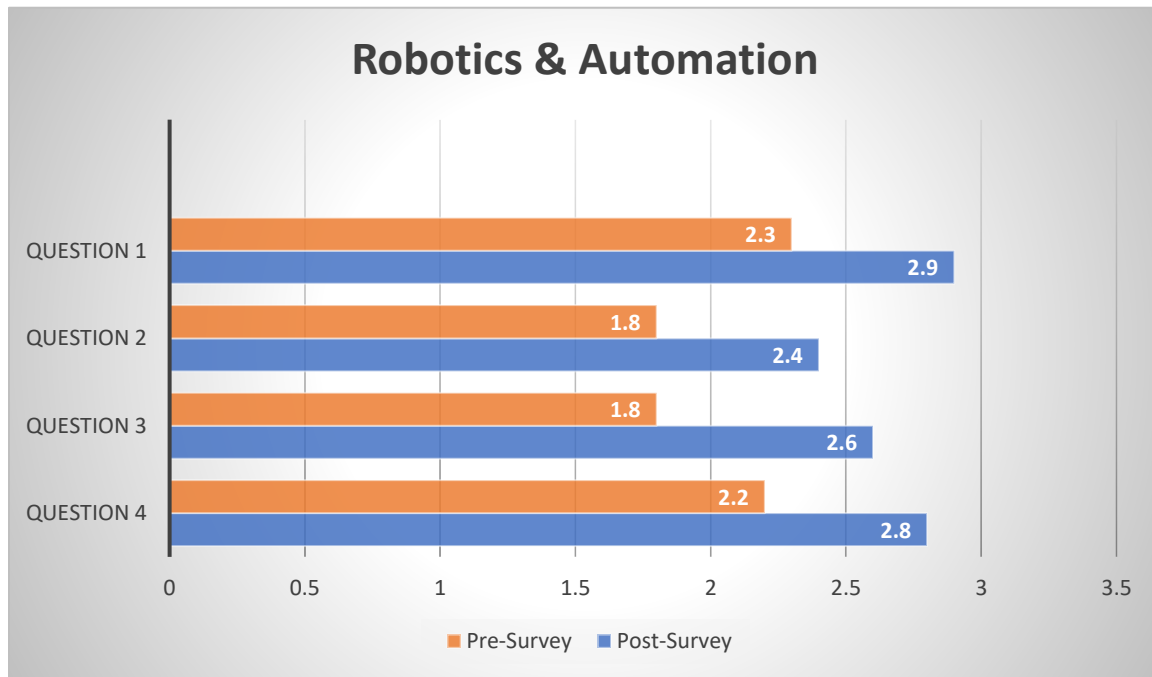
QUESTION 3: Do you know how long a software developer goes to college?

QUESTION 4: Do you know which machines, tools, and technology a software developer uses?

ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 406 comparable survey responses for Software and Coding during the 2019-2020 SY.



QUESTION 1: Do you know what a robotics technician does?

QUESTION 2: Do you know how much money a robotics technician makes?

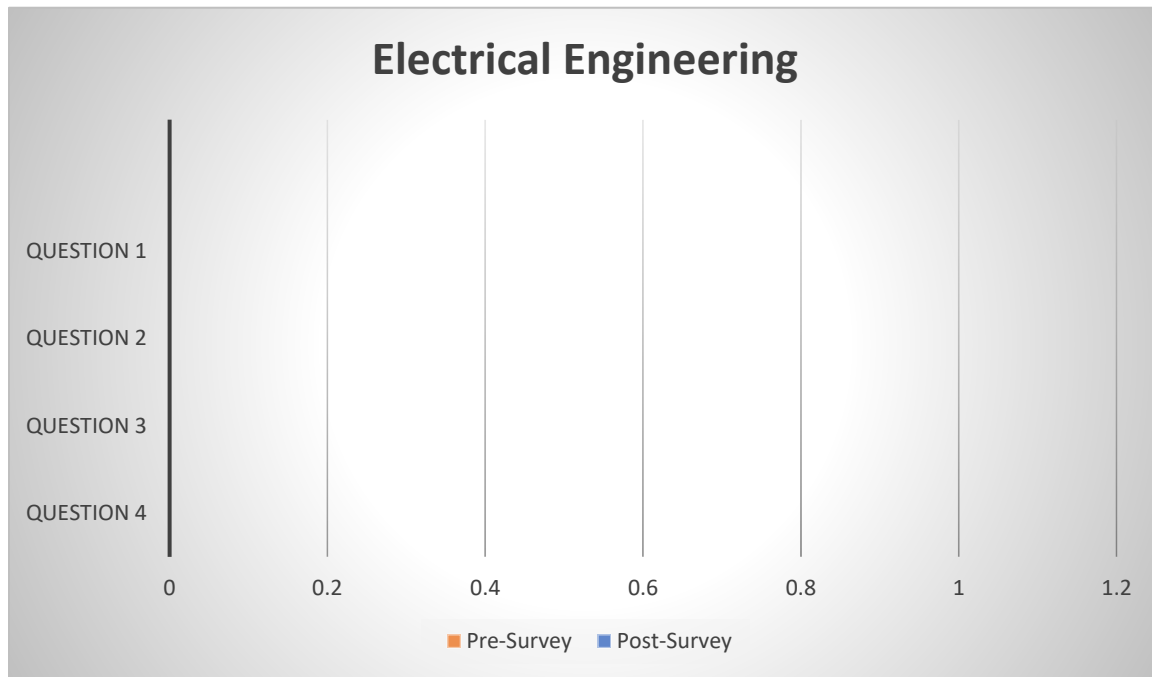
QUESTION 3: Do you know how long a robotics technician goes to college?

QUESTION 4: Do you know which machines, tools, and technology a robotics technician uses?

ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 438 comparable survey responses for Robotics and Automation during the 2019-2020 SY.



QUESTION 1: Do you know what an electrical engineer does?

QUESTION 2: Do you know how much money an electrical engineer makes?

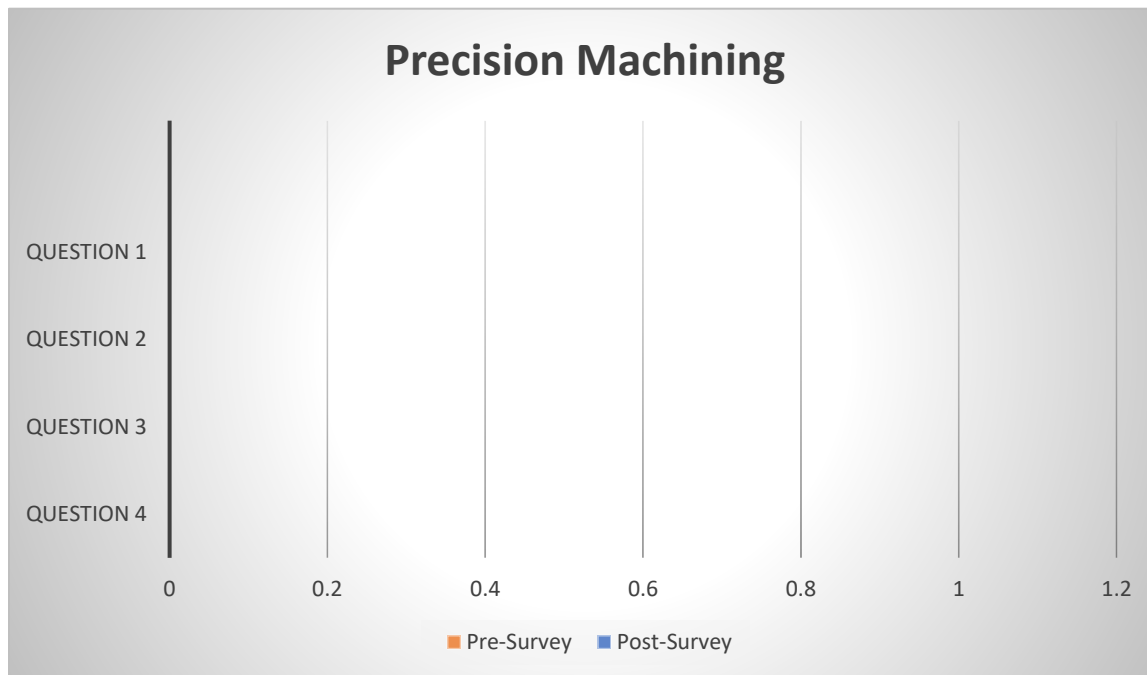
QUESTION 3: Do you know how long an electrical engineer goes to college?

QUESTION 4: Do you know which machines, tools, and technology an electrical engineer uses?

ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 0 comparable survey responses for Electrical Engineering during the 2019-2020 SY. Due to the COVID shutdown, the results received were deemed invalid.



QUESTION 1: Do you know what a CNC machinist does?

QUESTION 2: Do you know how much money a CNC machinist makes?

QUESTION 3: Do you know how long a CNC machinist goes to college?

QUESTION 4: Do you know which machines, tools, and technology a CNC machinist uses?

















ANSWER CHOICES:

- 1 NO IDEA
- 2 VERY LITTLE
- 3 SOME IDEA
- 4 GOOD IDEA
- 5 EXPERT

There were 0 comparable survey responses for Precision Machining during the 2019-2020 SY. Surveys were not conducted on Precision Machining for this school year.










Status of Common Platform (Major Clarity) – January 2021

<i>Project Name</i>	<i>Grant Category/Award</i>	<i>Project Start/End Dates</i>	<i>Project Milestones</i>
COMMON PLATFORM PRODUCTS: Full implementation of the Major Clarity platform among participating school divisions Development of full-scale employer engagement strategy Qualitative and Quantitative Evaluation of the Platform	ECB \$90,140 Budget Status 	Start Date: June 1, 2020 End Date: August 31, 2021	<ul style="list-style-type: none"> • April – June 2020 <ul style="list-style-type: none"> ○ Sign Contractual agreements  ○ Recruit & hire WBL Coordinator  ○ Begin implementation of MJ platform  • July – September 2020 <ul style="list-style-type: none"> ○ Continue implementation of MJ platform  ○ Begin counselor and teacher training  • October – December 2020 <ul style="list-style-type: none"> ○ Continue implementation of MJ platform  ○ Continue counselors and teacher training  ○ Begin employer outreach  • January – March 2021 <ul style="list-style-type: none"> ○ Finalize use of MJ platform  ○ Continue outreach to employers  ○ Post WBL experiences to MJ platform  • April – June 2021 <ul style="list-style-type: none"> ○ Begin student participation in WBL  ○ Additional training to counselors and teachers  ○ Continue outreach to employers  • July – September 2021 <ul style="list-style-type: none"> ○ Post WBL experiences to MJ platform 

CONTRACT SIGNED 6-22-20			<ul style="list-style-type: none"> ○ Continue training to counselors and teachers ○ ○ Continue outreach to employers ○ ○ Report initial outcomes to DHCD and Region 3 ○



Status of GENEDGE – Retooling Virginia Manufacturers for Strategic Industries – January 2021

<i>Project Name</i>	<i>Grant Category/Award</i>	<i>Project Start/End Dates</i>	<i>Project Milestones</i>
GENEDGE PRODUCTS: Expand the capabilities of existing suppliers to develop sustainable ongoing revenues in the areas of PPE and other medical equipment and supplies to address critical shortages and provide more secure domestic supply chains for these products. CONTRACT SIGNED Region 1 managed	Statewide ERR \$2.95MM GO VA \$1.475MM Matching Total - \$4.425MM Budget Status 	Start Date: August 2020 End Date: August 2022	Quarter 1 2020 (July – September)  • Region 1 hires Dr. Cheryl Carrico as Program Manager based in Abingdon, VA  • Project Advisory Committee membership identified (Linda Hutson Green_Southern Virginia Regional Alliance_represents Region 3 Council)  • Project Advisory Committee meeting 9.21.20 Quarter 2 2020 (October – December)  • Project Advisory Committee meeting 10.19.20  • Project Advisory Committee meeting 11.16.20 • Region 3_2 applications_1 approved_1 assessment in process (no change from prior report)  • Project Advisory Committee meeting 12.20.20 • Region 3_2 applications_1 assessment_1 approved prior report) Quarter 3 2021 (January – March)



Re-Tooling VA Industries for Strategic Industries Advisory Board Meeting

21 December 2020

Agenda










- 1) Welcome – Bill Donohue
- 2) Roll Call – Valerie Simpson
- 3) November Meeting Minutes – Rick Gagliano
 - a. Motion to approve
- 4) Program Updates – Cheryl Carrico
 - a. Marketing
 - b. Pre-acceptance Status
 - c. Post-acceptance Status
- 5) Readiness for Commercialization Assessment Results since November meeting – Cheryl Carrico
 - a. Motion to approve results to date by a block vote – Rick Gagliano
- 6) Other business – Rick Gagliano
- 7) Public Comment – Rick Gagliano
- 8) Next meeting – Rick Gagliano
- 9) Adjourn – Rick Gagliano

Program Status (through 12/18/2020)

GO Va Region	Total Applications	Pre-Assessment Mtgs	Total Assessments	New Assessments	Accepted Companies
1	2	2	2		2
2	1	1	1		1
3	2	2	1		1
4	5	5	4		4
5	4	4	3		3
6	1	1	1	1	
7	1	1	1		1
8	2	2	2	1	1
9	0				
Grand Total	18	18	15	2	13







Status of MBC Middle Mile Expansion for Economic Growth – January 2021

Project Name	Grant Category/Award	Project Start/End Dates	Project Milestones
MBC MIDDLE MILE PRODUCTS: <ul style="list-style-type: none"> Outside Plant Planning Engineering Environmental Assessment METRICS <ul style="list-style-type: none"> Completion of 206 miles of 432+ strand fiber optics cable CONTRACT COMPLETED	ECB \$100,000 Budget Status: 	TBD, 2020 – TBD, 2021	<p>Quarter 1 2020 (July – September)</p> <ul style="list-style-type: none">  DHCD contract negotiations deferred until submission of companion Economic Development Administration grant; contract negotiations scheduled for 9.16.20  US Economic Development Administration (EDA) application for Cares Act Funding (\$800k) submitted 9.11.20 pending review 10.20 <p>Quarter 2 2020 (October – December)</p> <ul style="list-style-type: none">  EDA application under review (no change from 11.16.20 report)  DHCD contracted executed 10.13.20  EDA application approved and funded <p>Quarter 3 2020 (October – December)</p> <ul style="list-style-type: none">  EDA application under review (no change from 12.2020 report)  DHCD contracted executed 10.13.20  EDA application approved and funded



Status of Virginia Small Business Development Centers Project – January 2021

<i>Project Name</i>	<i>Grant Category/Award</i>	<i>Project Start/End Dates</i>	<i>Project Milestones</i>
VSBCD PRODUCTS: •provide the required cash match to ensure George Mason University, on behalf of the local SBDC offices, can access the full amount of SBA funding in order to sustain SBDC services for small businesses •all GO Virginia Regions participating	State-wide competitive \$1,620,235 Budget Status: 	TBD, 2020 – TBD, 2021	Quarter 1 2020 (July – September)  • DHCD contract negotiations underway Quarter 2 2020 (October – December)  • DHCD contract negotiations continuing Quarter 3 2020 (October – December)  • DHCD contract executed

MOTION TO GO INTO CLOSED SESSION

Southern Virginia GO Region Council 3 – Executive Committee

January 20, 2021

Pursuant to Section 2.2-3712 et seq of the Virginia Freedom of Information Act, I move that the Executive Committee of the GO Region 3 Council convene in closed session to discuss or consider pursuant to Sections 2.2-3711 A.1, A.29, and A.48, respectively, of said Act, the terms and conditions of contracts for the Support Organization; terms and conditions of contracts for vendors of selected services; for Weldon Cooper Center personnel; and, grant proposals under development for the GO Virginia Region 3 Council to be submitted for consideration to the Virginia Growth and Opportunity Board.

At the conclusion of any closed meeting, the public body holding the meeting must immediately reconvene in an open meeting and take a roll call or other recorded vote certifying that to the best of each member's knowledge:

"Having convened and concluded a closed meeting pursuant to Section 2.2-3712 et seq of the Virginia Freedom of Information Act, members of the Southern Virginia GO Region 3 Executive Committee certify the following pursuant to Section 2.2-3712 et seq of said Act: 1) Only public business matters lawfully exempted from open meeting requirements under this chapter, and 2) Only such public business matters as were identified in the motion by which the closed meeting was convened, were heard, discussed or considered in the meeting by the public body."

The vote must be included in the minutes of the open meeting.

Committee Reports

Project Review Committee
Nominations Committee



DATE: January 12, 2021

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to read 'RBD', is placed over the 'FROM' line.

RE: Project Review Committee Report

The Project Review Committee (PRC) is currently processing an application related to the recently adopted Entrepreneurship and Innovation Investment Strategy. The PRC met on January 6th and again on January 13th.

The complete application and the PRC's recommendation will be sent to the Region 3 Council under separate cover by the week's end.

RECOMMENDATION:

For the Region 3 Council's information. No formal action is needed.

Attachment



DATE: January 11, 2021

TO: Region 3 Council

FROM: Tim Clark, Chair, Nominations Committee
R. Bryan David, Program Director

RE: Region 3 Council Membership

At its meeting on October 28th, the Nominations Committee reported that it would begin council member nominations work in January 2021 for members whose terms end on June 30, 2021. This being provided for the Region 3 Council's reference at this time.

Attached is the current member roster of the Region 3 Council and those members whose current terms are through June 30th are highlighted. These members are eligible to serve a second consecutive term in accordance with the Region 3 Council bylaws.

Nominations Committee – Tim Clark_Chair, Charley Majors, Bob Timmons, and Nicole Young

RECOMMENDATION:

For the Region 3 Council's information. No formal action is needed.

Attachment



COUNCIL CERTIFICATION FORM

Name	Title	Organization	E-Mail	Term
Scott Burnette	CEO	VCU Health Community Memorial Hospital	scott.burnette@vcuhealth.org	7/1/2019 - 6/30/2023
Rebecca Carter	County Administrator	Buckingham County	bcarter@buckinghamcounty.virginia.gov	7/1/2019 - 6/30/2023
Timothy Clark	President	Blair Construction, Inc.	tclark@blair-construction.com	7/1/2017 - 6/30/2021
Angeline Godwin	President	Patrick Henry Community College	agodwin@patrickhenry.edu	7/1/2019 - 6/30/2023
Amy Griffin	Superintendent, Retired	Cumberland County Public Schools	dramygriffin@gmail.com	7/1/2019 - 6/30/2023
Winston Harrell	Director of Human Resources and Safety	R. O. Harrell, Inc.	winstonharrell@hotmail.com	7/1/2019 - 6/30/2023
Randolph Lail	Retired	Peebles Dept. Stores, Inc.	randy.lail@earthlink.net	7/1/2017 - 6/30/2021
Charles Majors	Chairman of the Board	American National Bank	majorse@amnb.com	7/1/2019 - 6/30/2023
James McClain	President/CEO	SW Virginia Energy Industries	james@swvagas.com	7/1/2017 - 6/30/2021
John Parkson	CEO	Drake Extrusion, Inc.	jparkinson@drakeextrusion.com	7/1/2019 - 6/30/2023
Jeff Reed	Executive Director	Virginia's Growth Alliance	jeff@vagrowth.com	5/20/2020 - 6/30/2023
Larry Ryder	Retired	Hooker Furniture	eryder1@comcast.net	7/1/2019 - 6/30/2023
Roger Scott	President	Eclipse Enterprises	rascott@eclipsetools.com	7/1/2019 - 6/30/2023
Karl Stauber	President/CEO	Danville Regional Foundation	knstauber@outlook.com	7/1/2017 - 6/30/2021
Sherry Swinson	Director, Hull Springs Farm	Longwood University	swinsons@longwood.edu	7/1/2017 - 6/30/2021
Denise Taylor-Forrest	Retired	Presto Products	nisey4@aol.com	7/1/2017 - 6/30/2021
C. R. "Bob" Timmons	Retired		tcsbobt@yahoo.com	7/1/2017 - 6/30/2021
Lauren Andrews Willis	Director of Compliance	Bank of Charlotte	ltawillis10@gmail	7/1/2017 - 6/30/2021
Nicole Young	Branch Manager	Benchmark Community Bank	nicole.young@bcbonline.com	7/1/2017 - 6/30/2021

Subtotal	
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Total Membership Count	19
Private Sector as Percentage of Total Membership	0.526315789

Regional Council:			Region 3					
Certification Period:		12/8/2020		TO		12/31/2021		
Representing the following: (Please enter a "1" in the appropriate category; members may represent more than one category but please select ONE that represents their primary "voice".)								
Private Sector Business	Education	Civic/Community Leader	Local or Regional Economic Development	Workforce Development (private citizen member of the local workforce development board)	Local Government Representative	Regional Planning Entities	Non-Profits or Others	Optional/ Other
1								
					1			
1								
	1							
	1							
1								
1								
1								
1								
1								
1								
1								
1								
			1					
1								
				1				
							1	
	1							
		1						
						1		
1								
1								
10	3	1	1	1	1	1	1	0

PROGRAM DIRECTOR'S REPORT



DATE: January 11, 2021

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to read 'RBD', is placed over the name 'R. Bryan David'.

RE: GO Virginia Region 3 Office Space – SOVA Innovation Hub

At its meeting on November 18th, the Executive Committee considered the leasing a Region 3 office and accompanying meeting space at the SOVA Innovation Hub in South Boston.

Background:

The Region 3 Council has used meeting space provided at no charge by the Halifax Industrial Development Authority until Spring 2020 when the pandemic's public health safeguards limited large, in-person meetings. Following this event, the Region 3 Council the engaged a Program Director in June 2020 to manage the Region 3 Council's program on its behalf.

The SOVA Innovation Hub is being built by Mid-Atlantic Broadband Communities Corporation (MBC) in partnership with Microsoft's TechSpark program in the Town of South Boston (<https://sovainnovationhub.com/>). GO Virginia Region 3 awarded a grant (~\$80k) to fund an economic impact study, site development, and architectural design for this project. In addition to having co-working space available at the building it will house MBC's corporate offices and Microsoft's TechSpark program.

Suitable office space for the GO Virginia Region 3 Program Director has been identified on the first floor of the building. The building is nearing completion and the office should be made available for occupancy after February 1st. The monthly lease rate is quoted at \$451.25 per month based on a twelve (12) month lease for an annual lease cost of \$5,415.00.

The 1st floor plan for the building is attached and the space identified and available for the GO Virginia Region 3 office is labeled as #113. The lease payment Includes all utilities, high-speed internet, cleaning, and access to the kitchen/coffee/snacks, printer/copy/fax station, reception area, and other support amenities. The private office lease also includes eight (8) hours use per month for a small conference room (5 people) and one (1) day per month day for the large conference room/training space (25-30 people). Additional reservations for either of these meetings rooms are discounted, but SOVA Innovation staff has advised that because GO Virginia Region 3 is an important partner to the SOVA Innovation Hub additional time for the large meeting space can be made available at no cost.

Deborah Gosney and I have reviewed the current operations budget for the Region 3 Council and identified funds which are available for the total annual lease expense. We have tentatively included as a budget amendment funding for the office space lease expense from



Region 3 Council
January 11, 2020
Page 2

February 1 through June 30. Additionally, the total lease expense will be included in the FY21-22 Region 3 budget.

It should be noted that the UVA Cooper Center received an invitation from the New College Institute's (NCI) Interim Executive Director Karen Jackson that office and meeting space could be made available to GO Virginia Region 3 as needed. These spaces would be at the NCI's Baldwin Building in Martinsville.

Executive Committee Recommendation:

The Executive Committee recommends GO Virginia Region 3 lease office and meeting space at the SOVA Innovation Hub in South Boston as presented.

Recommendation:

Authorize the authorize the Chairman to execute a lease for GO Virginia Region 3 office and meeting space at the SOVA Innovation Hub in South Boston as presented and that necessary budget amendments to the FY20-21 GO Virginia budget for this expense be made.

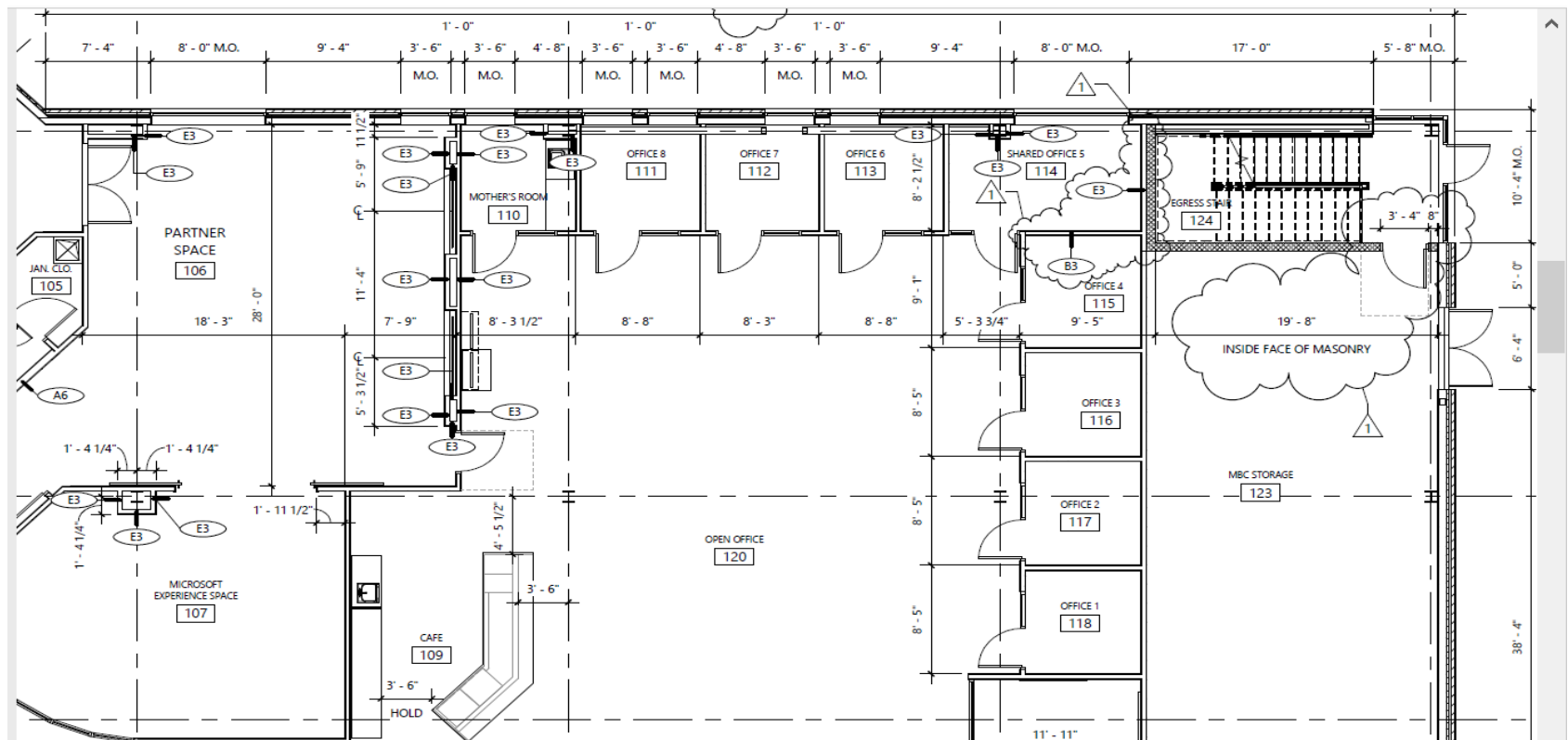
Attachments:

- SOVA Innovation Hub floor plan and lease schedule
- SOVA Innovation Hub Coworking Space specifications

cc: Deborah Gosney, Executive Director, Southside Planning District Commission

SOVA Innovation Hub - Coworking Office Dimensions and Lease Rates - 08.31.2020 Draft

Office ID	Room ID	Desks	Window	Width	Depth	Width In	Depth In	Sq Ft	Monthly Lease	3-month	6-month	12-month	
8	111	1	No	8'8"	8'2 1/2"	104	98.5	71.14	\$400	\$388.00	\$384.00	\$380.00	
7	112	1	Yes	8'3"	8'2 1/2"	99	98.5	67.72	\$475	\$460.75	\$456.00	\$451.25	
6	113	1	Yes	8'8"	8'2 1/2"	104	98.5	71.14	\$475	\$460.75	\$456.00	\$451.25	
5	114	2	Yes	14'8 3/4"	8'2 1/2"	176.75	98.5	120.90	\$600	\$582.00	\$576.00	\$570.00	
4	115	1	No	9'1	9'5"	109	113	85.53	\$400	\$388.00	\$384.00	\$380.00	
3	116	1	No	8'5"	9'5"	101	113	79.26	\$400	\$388.00	\$384.00	\$380.00	
2	117	1	No	8'5"	9'5"	101	113	79.26	\$400	\$388.00	\$384.00	\$380.00	
1	118	1	No	8'5"	9'5"	101	113	79.26	\$400	\$388.00	\$384.00	\$380.00	
										3%	4%	5%	
										Month-to-Month	Discount for longer leases		





SOVA

INNOVATION HUB

Coworking Space

The SOVA Innovation Hub is a non-profit sparking economic transformation in Southern Virginia by inspiring people to pursue digital careers & entrepreneurship. We are a place to work, learn, and experience: our facility includes a coworking space, training space, and Microsoft Experience Center.

Coworking Space Amenities

Amenities available to all paid members: High-speed WiFi, Kitchenette, Reception Area, Complimentary Coffee, Tea, and Water, Access to Book Small Conference Room and Large Training Space, Wellness & Mothers Room, Phone Booths, Free Parking, and Outdoor Patio Workspace with WiFi

Additional amenities depending on membership category: wired fiber internet, Print/Copy/Scan/Fax Station, Keyless building entry during extended hours, and use of the SOVA Innovation Hub mailing address as professional business address during your stay.

Membership Options

Community Member | \$0 | Free! Join our online community of entrepreneurs at StartupSpace. Access the reservation system for the small and large conference rooms.

Daily Flex | \$20 a day | Day passes grant you access to a seat and amenities between the hours of 8:00am and 5:00pm.

Monthly Flex Desk | \$125 a month | Grab an open desk between the hours of 8:00am and 5:00pm Monday through Friday. This membership includes free reservation of the small conference room for up to four hours per month. Additional reservations can be made at a 20% discounted rate.

Dedicated Desk | \$225 a month | Put your name on a dedicated desk and have extended access to the coworking space between the hours of 8:00am and 5:00pm Monday through Friday. After-hours access available on request. Additional amenities include keyless entry and use of professional business address during your stay. This membership includes free reservation of the small conference room for up to six hours per month. Additional reservations can be made at a 20% discounted rate. Membership is limited to one individual per dedicated desk (unless joint option is added)

Private Office | \$400+ a month | Put your name on a dedicated office and have extended access to the coworking space between the hours of 8:00am and 5:00pm Monday through Friday. After-hours access available on request. Additional amenities include wired fiber internet, keyless entry, and use of professional business address during your stay.

This membership includes free reservation of the small conference room for up to eight hours per month and one full-day reservation of the large training space per month. Additional reservations can be made at a 20% discounted rate. Membership is limited to one individual per office, with the exception of the two-person office and joint option.

Flexible Options

Shared Membership Are you a family that is trying to work and help kids with virtual school? The adults in the family can take a break from home by alternating who comes into the coworking space. Or perhaps your business has multiple employees on different schedules?

Share any of the following membership categories for an additional fee and access the same amenities as the membership category chosen. Only one member can use the space at a time.

Monthly Flex Desk | \$175 a month

Dedicated Desk | \$300 a month

Private Office | \$500+ a month

Multi-Member Discount If you are a business that needs space for three or more employees at the same time, the multi-member discount is for you. The multi-member discount is available for the following memberships – employees have access to the same amenities as the membership category chosen.

Monthly Flex Desk | 15% discount for 2 memberships, 25% discount for 3 or more memberships

Dedicated Desk | 15% discount for 2 memberships, 25% discount for 3 or more memberships

Don't see a membership option that works for you? Let us know what you need, and we'll see if we can make it work.

Meeting Rooms

Rooms for trainings and meetings can be reserved. There are two spaces available, the small conference room and the large training space. Those with monthly or longer coworking agreements receive a certain amount of free reservations per month and receive a 20% discount for reservations in excess of these amounts.

Both rooms must be reserved prior to use and are available for reservation on a first come-first served basis.

Discounted rates for the rooms are as follows:

- Small Conference Room
 - Hourly | ~~\$50~~ \$40
 - After hours & weekends: 15% upcharge prior to discount
- Large Training Space
 - Full day: ~~\$500~~ \$400
 - After hours & weekends: 15% upcharge prior to discount



DATE: January 12, 2020

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to read 'RBD', is written over the 'FROM' line.

RE: Carbon Credit Offset Aggregation under §15.2-4901 (Economic Development Authorities) of the Code of Virginia

Background Information:

During my tenure as the Orange County Administrator, I supported the Orange County Board of Supervisors and the Orange County Economic Development Authority with the development of a program under the Healthy Watersheds Forest Retention Project sponsored by numerous Regional, State and Federal agencies and organizations.

When operationalized, this program would assist forest landowners to access the voluntary carbon credit offset markets by monetizing the naturally occurring carbon sequestration properties of trees. Thereby, attracting outside private capital to these landowners and the community at large much like *traded-sector businesses* in economic terms.

These landowners would access the carbon offset markets via the Orange County Economic Development Authority which would serve as an acreage aggregation vehicle. The aggregation of forest tracts together under an economic development authority program commands a higher value in the carbon credit offset markets. The program would be managed by a third-party firm under contract.

Further, an overarching goal of the Healthy Watersheds program is to provide a financial incentive to private landowners to actively manage their forest land for growth, cutting, and replanting and thereby directly benefit the water quality of the Chesapeake Bay and its tributaries. [It should be noted this project is no longer being pursued by the Orange County Economic Development Authority and the Orange County Board of Supervisors].

My work on the Healthy Watersheds program was in close collaboration with the Rappahannock River Basin Commission and its staff, Secretary of Agriculture and Forestry Bettina Ring, the Virginia Department of Forestry, the Virginia Division of Agriculture and Forestry Development, and Chandler Van Voorhis. Mr. Van Voorhis is a co-founder and managing partner of Green Trees and its ownership firm Acres Investment, LLC. (<https://green-trees.com/>
<https://www.acre-investment.com/>).

These firms along with a number of other similar firms are active in enrolling privately-owned forest lands in the voluntary carbon credit offset markets managed by the American Carbon Registry (ACR). The ACR was the first private (non-profit) carbon credit offset exchange market. More information can be found at <https://americancarbonregistry.org/>.

As presented above, using an economic development authority as the aggregation vehicle was enabled by an amendment to §15.2-4901 (Industrial/Economic Development Authorities Act) of the Code of Virginia adopted by the 2019 Virginia General Assembly. I contributed as a project



principal to the drafting of the amendment. The amendment passed the House of Delegates and Senate by a cumulative vote of 99-1. This enabling legislation is now available to all local and regional economic development authorities state-wide.

GO Virginia Region 3:

I introduced this concept to the Executive Committee at its meeting on November 18th for consideration as probable GO Virginia concept. It was presented in my continued belief that the program when operationalized could benefit rural forest landowners of small to large tracts as well as local economic development authorities by creating long-term revenue streams from the emerging and growing voluntary carbon offset credit markets. Further, aggregating all-sized tracts of privately-owned forest land together via an economic development authority program commands a higher value in the carbon credit offset markets.

Landowners enrolled in the program would receive annual payments via a contract with a carbon offset broker over a set number of years generally corresponding with the production cycle of the softwood or hardwood tract. Additionally, economic development authorities could receive a reasonable share of these payments to cover operational overhead expenses and to invest in traditional economic development programs and projects in the community to attract and retain business investment and create jobs. The program would be managed by a third-party contractor on behalf of the economic development authority.

As noted above, trees used as carbon credit offsets under contract does not prevent or otherwise limit a forest landowner from cutting timber after the contract is concluded. These lands once logged could be replanted and made available again for carbon credit offsets over the next production cycle. Also, contracts will include appropriate contingencies for either the property owner or the carbon credit holder to exit the contract prior to its ending date.

I believe the GO Virginia Region 3 Council is uniquely positioned to facilitate and support the exploration of standing-up a regional economic development authority pilot project to demonstrate the program's viability and positive economic impact. This economic impact includes the attraction of dollars from outside the community to forest landowners via payments received from the carbon credit offset markets and by creating a demand for high-wage jobs involved with forest management and related activities. These initial jobs would likely include professional foresters and allied positions, land surveyors, real property title and records examiners, and in-community individuals hired by firms active in the carbon credit offset markets.

Executive Committee Guidance:

The Executive Committee took this project concept under advisement in November and agreed for me to continue its development and report back at the Committee's February 17th meeting. Further, the Executive Committee believed it was important to brief the Region 3 Council at its meeting on January 20th.



Following the Executive Committee meeting, I collaborated with Deborah Gosney in her capacity as the Executive Director of the Southside Planning District Commission (SPDC). We both agreed that either the Southside Planning District Commission or the Lake Country Development Corporation (LCDC) would be eligible to apply and receive GO Virginia grants of this nature. Each is uniquely positioned with its member localities (Brunswick, Halifax, and Mecklenburg Counties) to assist with the necessary steps to continue project development. Further, we would seek guidance from Virginia Department of Housing and Community Development GO Virginia staff on which organization would best serve as the grantee.

These initial steps included having the SPDC or LCDC approve applying for a GO Virginia *Enhanced Capacity Building (ECB)* grant with two (2) deliverables for this discovery phase of the project. The first deliverable would be an analysis from a qualified firm of the overall economic impacts (including projected direct and induced increases in household income) and job creation for Halifax, Mecklenburg, and Brunswick Counties.

The second deliverable would be a report and assessment from a qualified law firm about the available legal structures and operating considerations under Virginia law for the creation of a special purpose regional economic development authority or other authorized political subdivision to undertake the development, implementation, and management of a program to enroll and aggregate forest landowners and facilitate their access the carbon credit offset markets.

It is important to note that governing and economic development leadership Brunswick, Halifax, and Mecklenburg Counties will have to be first approached and give their support for the ECB application prior to developing the application. If such support is given, then a complete application will be prepared and brought forward to the Project Review Committee and ultimately to the Region 3 Council for consideration and approval.

Funding for the project at this step only involves cost to produce an economic impact and job creation analysis and a legal report and assessment. A preliminary cost estimate for these items combined is in the range of approximately \$50,000 - \$60,000. This total cost is subject to revision based on the submission of written proposals by qualified firms setting forth scope of work, budget, schedule, and deliverables.

Recommendation:

For the Region 3 Council's information. No action necessary

Attachments:

- i. §15.2-4901 (Industrial/Economic Development Authorities Act) of the Code of Virginia (pertinent paragraph is highlighted at end of code section)
- ii. Excerpt from the *Healthy Watersheds Forest Retention Project Update (2019)* presentation to the Rappahannock River Basin Commission and the Orange County Board of Supervisors
- iii. BP Boosts Its Bet on Trees, Wall Street Journal, 12.16.2020
- iv. Agriculture Industry Bets on Carbon as New Cash Crop, Wall Street Journal, 12.23.2020

cc: Deborah Gosney, Executive Director, Southside Planning District Commission

§ 15.2-4901. Purpose of chapter

It is the intent of the legislature by the passage of this chapter to authorize the creation of industrial development authorities by the localities in the Commonwealth so that such authorities may acquire, own, lease, and dispose of properties and make loans to the end that such authorities may be able to promote industry and develop trade by inducing manufacturing, industrial, governmental, nonprofit and commercial enterprises, and institutions of higher education to locate in or remain in the Commonwealth and further the use of its agricultural products and natural resources, and to vest such authorities with all powers that may be necessary to enable them to accomplish such purposes, which powers shall be exercised for the benefit of the inhabitants of the Commonwealth, either through the increase of their commerce, or through the promotion of their safety, health, welfare, convenience, or prosperity. Such authority shall not itself be authorized to operate any such manufacturing, industrial, nonprofit or commercial enterprise, or any facility of an institution of higher education.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities the powers contained herein with respect to pollution control facilities to the end that such authorities may protect and promote the health of the inhabitants of the Commonwealth and the conservation, protection, and improvement of its natural resources by exercising such powers for the control or abatement of land, sewer, water, air, noise, and general environmental pollution derived from the operation of any industrial or medical facility and to vest such authorities with all powers that may be necessary to enable them to accomplish such purpose, which powers shall be exercised for the benefit of the inhabitants of the Commonwealth, either through the increase of their commerce, or through the promotion of their safety, health, welfare, convenience, or prosperity.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities the powers contained herein with respect to medical facilities and facilities for the residence or care of the aged to the end that such authorities may protect and promote the health and welfare of the inhabitants of the Commonwealth by assisting in the acquisition, construction, equipping, expansion, enlargement, and improvement of medical facilities and facilities for the residence or care of the aged in order to provide modern and efficient medical services to the inhabitants of the Commonwealth and care of the aged of the Commonwealth in accordance with their special needs and also by assisting in the refinancing of medical facilities and facilities for the residence or care of the aged owned and operated by organizations which are exempt from taxation pursuant to § 501(c)(3) of the Internal Revenue Code of 1954, as amended, in order to reduce the costs to residents of the Commonwealth of utilizing such facilities and to vest such authorities with all powers that may be necessary to enable them to accomplish such purposes, which powers shall be exercised for the benefit of the inhabitants of the Commonwealth and for the promotion of their health and welfare. It is not intended hereby that any such authority shall itself be authorized to operate any such medical facility or facility for the residence or care of the aged.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities the powers contained herein with respect to facilities for use

by organizations (other than institutions organized and operated exclusively for religious purposes) which are described in § 501(c)(3) of the Internal Revenue Code of 1954, as amended, and which are exempt from federal income taxation pursuant to § 501(a) of the Internal Revenue Code of 1954, as amended, to the end that such authorities may protect or promote the safety, health, welfare, convenience, and prosperity of the inhabitants of the Commonwealth by assisting in the acquisition, construction, equipping, expansion, enlargement, improvement, financing, and refinancing of such facilities of the aforesaid entities and organizations in order to provide operations, recreational, activity centers, and other facilities for the use of the inhabitants of the Commonwealth and to vest such authorities with all powers that may be necessary to enable them to accomplish such purposes, which powers shall be exercised for the benefit of the inhabitants of the Commonwealth and for the promotion of their safety, health, welfare, convenience, or prosperity. It is not intended hereby that any such authority shall itself be authorized to operate any such facility.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities the powers contained herein with respect to facilities for accredited nonprofit private institutions of higher education in the Commonwealth whose primary purpose is to provide collegiate or graduate education and not to provide religious training or theological education to the end that such authorities may protect and promote the health and welfare of the inhabitants of the Commonwealth by assisting in the acquisition, construction, equipping, expansion, enlargement, and improvement of facilities of aforesaid institutions in order to provide improved educational facilities for the use of the inhabitants of the Commonwealth and to vest such authorities with all powers that may be necessary to enable them to accomplish such purposes, which powers shall be exercised for the benefit of the inhabitants of the Commonwealth and for the promotion of their health, welfare, convenience, or prosperity. It is not intended hereby that any such authority shall itself be authorized to operate any such educational facility.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant industrial development authorities the powers contained herein with respect to facilities for a locality, the Commonwealth and its agencies, and governmental and nonprofit organizations and to vest such authorities with all powers that may be necessary to enable them to accomplish such purposes, which powers shall be exercised for the benefit of the inhabitants of the Commonwealth and for the promotion of their health, welfare, convenience, or prosperity.

It is further the intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities the powers contained herein with respect to facilities for museums and historical education, demonstration, and interpretation, together with any and all buildings, structures, or other facilities necessary or desirable in connection with the foregoing, for use by nonprofit organizations in order to promote tourism and economic development in the Commonwealth, to promote the knowledge of and appreciation by the citizens of the Commonwealth of the historical and cultural development and heritage of the Commonwealth and the United States and to promote thereby their health, welfare, convenience, and prosperity. It is not intended hereby that any such authority shall itself be authorized to operate any such facility.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities the powers contained herein with respect to facilities devoted to the staging of equine events and activities (other than racing) for use by governmental or

nonprofit, nonreligious organizations and operated by such governmental or nonprofit, nonreligious organizations in order to promote the equine industry and equine-related activities (other than racing) which are integral to the Commonwealth's economy and heritage and to promote thereby the safety, health, welfare, convenience, and prosperity of the inhabitants of the Commonwealth.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities the powers contained herein with respect to acquiring, developing, owning, and operating an industrial park and any utilities that are intended primarily to serve the park and to issue bonds for such purposes. The bonds may be secured by revenues generated by the industrial park or the utilities being financed or by any other funds of the authority.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities created by one or more municipalities whose housing authorities have not been activated as provided by §§ 36-4 and 36-4.1, in addition to the powers previously or hereafter granted in this chapter, the powers contained herein with respect to facilities used primarily for single or multi-family residences in order to promote safe and affordable housing in the Commonwealth and to benefit thereby the safety, health, welfare, and prosperity of the inhabitants of the Commonwealth. It is not intended hereby that any such authority shall itself be authorized to operate any such facility or exercise any powers of eminent domain set forth in § 36-27.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant industrial development authorities the powers contained herein with respect to public school buildings and facilities to promote the safety, health, welfare, convenience, and prosperity of the school children of the Commonwealth by assisting in the acquisition, construction, equipping, expansion, enlargement, improvement, financing, and refinancing of such facilities of school boards in order to provide for the modernization of public school buildings or facilities pursuant to Article 3 (§ 22.1-141.1 et seq.) of Chapter 9 of Title 22.1.

It is the further intent of the legislature and shall be the policy of the Commonwealth to grant to industrial development authorities the powers contained herein with respect to facilitating and supporting landowner access to carbon markets through aggregation of landowners to reach a size that attracts the investment of private capital. Such aggregation provides landowners of various size tracts of land enhanced opportunities to access capital and benefits that support and enhance the agriculture and forest industries for the health, welfare, convenience and prosperity of the inhabitants of the Commonwealth.

In any instance in this chapter where an industrial development authority may issue bonds through its authority to finance, the authority may also refinance such bonds.

This chapter shall be liberally construed in conformity with these intentions.

1966, c. 651, § 15.1-1375; 1972, c. 783; 1975, c. 489; 1977, c. 619; 1978, cc. 276, 526; 1984, c. 700; 1985, c. 317, § 15.1-1392; 1986, c. 473; 1988, c. 211; 1990, c. 312; 1991, c. 6; 1997, cc. 587, 758, 763; 2002, cc. 680, 725; 2005, c. 928; 2012, c. 498; 2019, cc. 546, 818, 819.

The chapters of the acts of assembly referenced in the historical citation at the end of this section may not constitute a comprehensive list of such chapters and may exclude chapters whose



Healthy Watersheds Forest Retention Project Update

Rappahannock River Basin Commission

December 4, 2019

Orange County Board of Supervisors Meeting

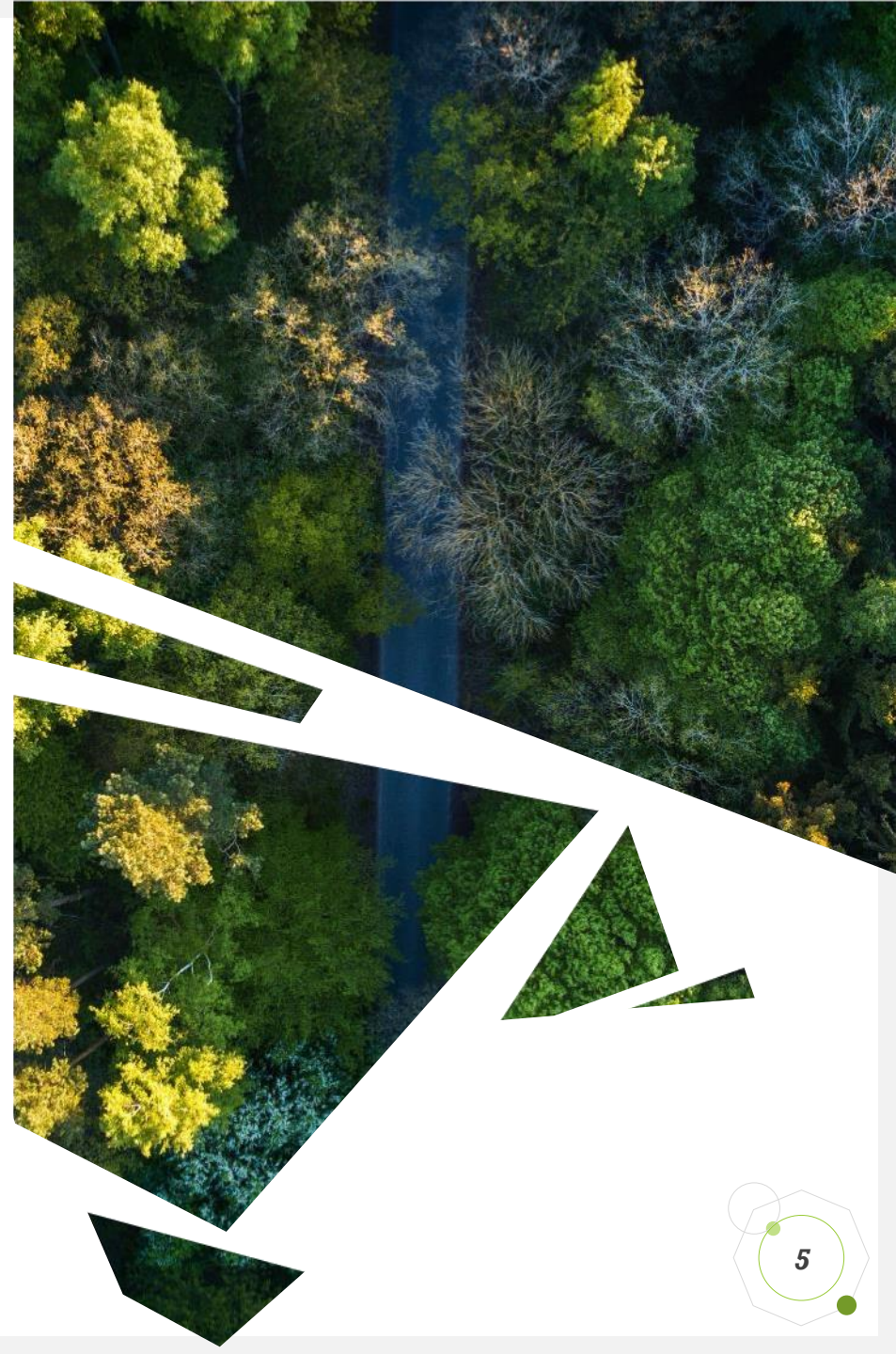
November 13, 2019

Carbon Components

Carbon is measured in the following:

- Live above ground (i.e. trunk, branches and leaves)
- Live below ground roots
- Soil (reforestation only)
- Deadwood (i.e. in fallen trees)
- Long-term wood product (i.e. manufactured goods)

Carbon is sold in Vintage Years like wine, in the year it was produced. Most carbon registries and standards require carbon to be verified *ex post facto* (*after the fact*).



The Carbon Process



The Carbon calculation conversion process illustrated, describes the process of converting biomass grown into a tradable commodity that has been independently verified by either a voluntary or compliance registry that requires *ex post facto*.

EDA Working Schematic

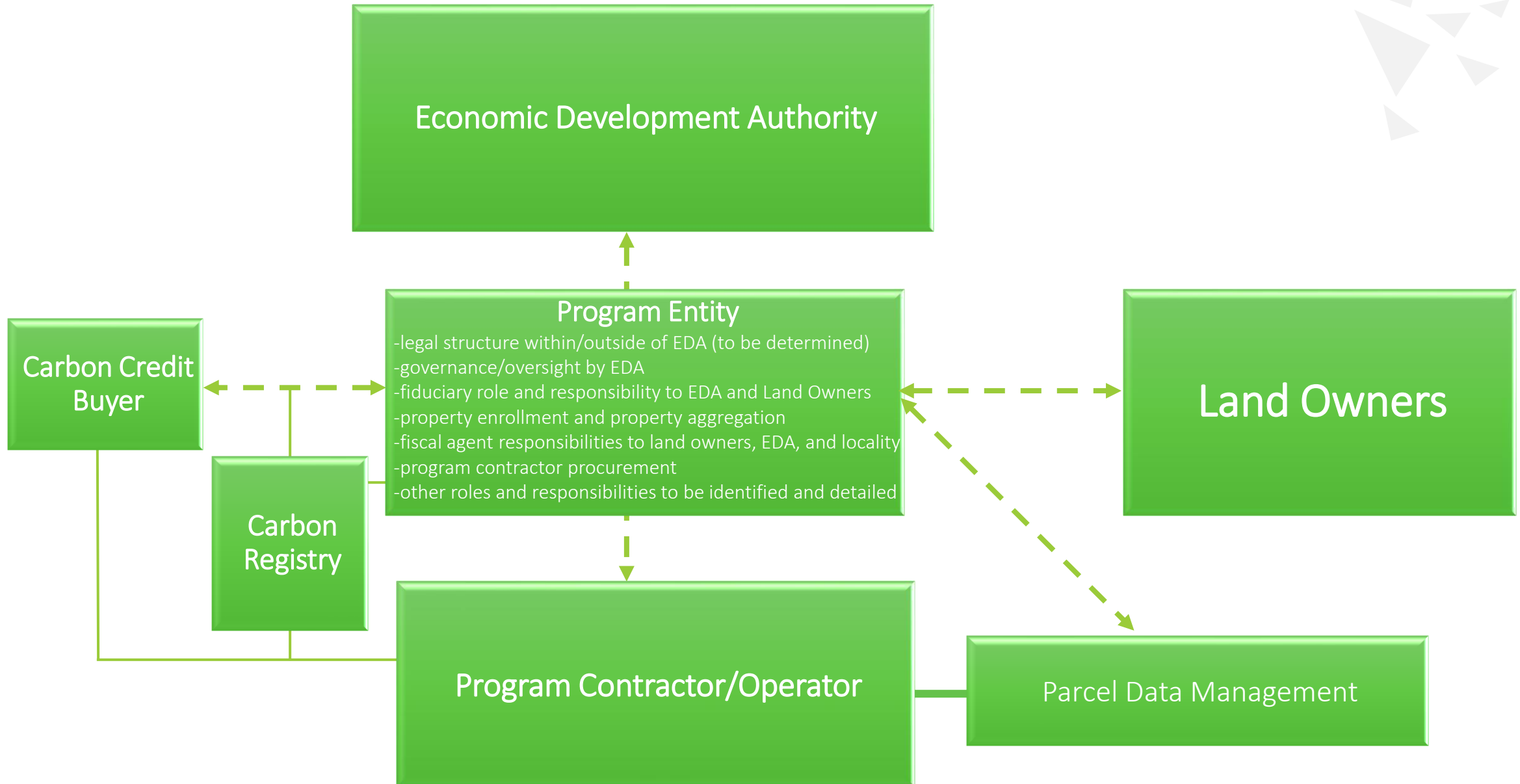


Illustration of a 1,400 acre Property

- ACR IFM methodology for non-federal forest lands, version 1.3, excluding deadwood, no fire risk
- 3% Annual Growth of the stand
- 0% Leakage Deduction
- 15% Buffer Contribution
- Starting Price of \$10 per mtCO₂e, inflating at 5% per annum

Table 23. Illustrative Income For Landowners

	20 Year Total ⁴⁵
Credits Issued	182,462
Average Carbon Price over 20 Years	\$17.00
Gross Income	\$3,049,422
Total Per Acre Income	\$2,130
Cumulative Credits Per Acre	\$127.00
Average income per acre per year over 20 years	\$106.00

⁴⁵ Illustration only. Actual returns will vary

B. SCALE, STRUCTURE, AND STRATEGY

SCALE

From the previous example, one can see that 1,400 acres generates 182,000 credits over 20 years. However, if this example were based on 50,000 acres under same circumstances, the pool of credits would be 6,350,000 over 20 years

Scale through Aggregation is key!

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<https://www.wsj.com/articles/bp-boosts-its-bet-on-trees-11608098400>

◆ WSJ NEWS EXCLUSIVE | COMMODITIES

BP Boosts Its Bet on Trees

With majority ownership of Finite Carbon, the oil giant plans to take global the business of paying landowners not to cut down trees



As companies rush to offset their carbon emissions, trees may have more value standing than cut down.

PHOTO: BRETT CARLSEN FOR THE WALL STREET JOURNAL

By [Ryan Dezember](#)

Dec. 16, 2020 1:00 am ET

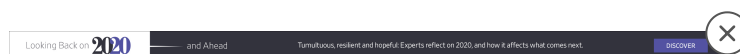


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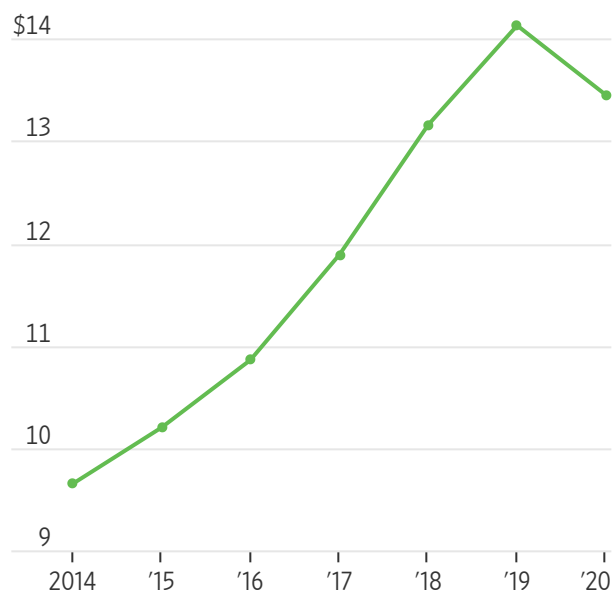
BP PLC **BP -0.08%** ▼ has bought a controlling stake in the largest U.S. producer of carbon offsets, doubling down on a bet that preserving forests will be key to companies meeting their carbon-reduction goals.

The oil giant in late 2019 made a \$5 million venture investment in Pennsylvania's Finite Carbon, which helps landowners sell their forests as carbon sinks. With majority ownership of Finite, BP plans to take global the business of paying landowners not to cut down trees.



BP and Finite didn't disclose financial terms of the latest deal but said that the forestry firm was now part of the energy company's Launchpad. The unit functions similarly to a private-equity firm by taking big economic stakes in businesses with an eye toward steering them through expansion.

California carbon-offset credit price



Note: Weighted average; Data are annual except for 2020, which is a third-quarter price

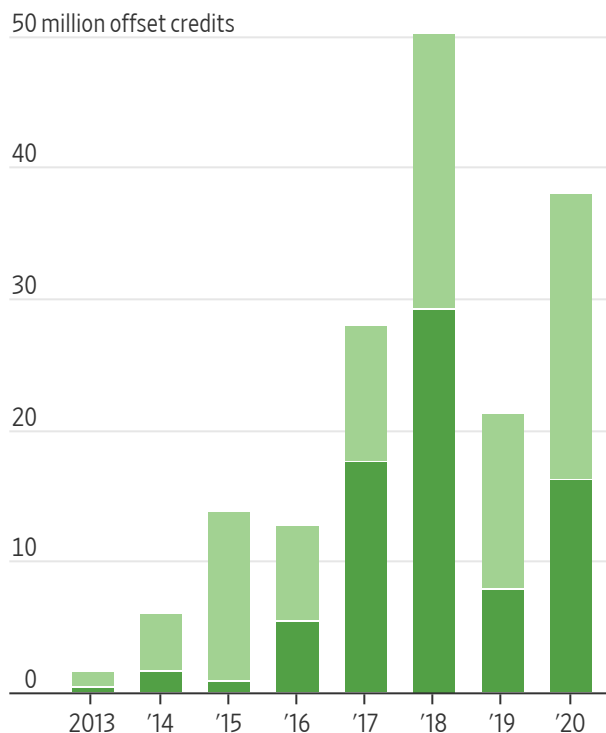
Source: California Air Resources Board

“Finite Carbon has the potential to build a global platform for managing and financing natural climate solutions,” said David Eyton, BP’s executive vice president of innovation and engineering.

BP itself has been one of the world’s biggest buyers of forest carbon-offset credits, a type of climate-change currency. The company has spent hundreds of millions of dollars on offsets to comply with California regulators. They operate a so-called cap-and-trade system that aims to reduce greenhouse gasses by making it more expensive over time for companies operating in the state to pollute.

California forest carbon offset credits issued

■ Finite Carbon clients ■ all others



Note: Each credit represents a metric ton of carbon sequestered in standing forests.

Source: California Air Resources Board

In California's system, preserving forests with centurylong conservation pacts is rewarded with credits, each representing a metric ton of carbon sequestered in trees that landowners have been paid not to cut.

BP is wagering that cap-and-trade will spread. Meanwhile, there is a growing, speculative market for what are known as voluntary offset credits. Such credits are created under guidelines similar to California's strict rules but not used for regulatory compliance—at least not yet.

For now, voluntary offsets are mainly used by companies wanting to cancel out emissions on their own carbon ledgers. The billions of dollars piling up in ESG funds, which promise to invest with ecological and social responsibility in mind, has sent companies racing to reduce their emissions and make up for those they cannot avoid. Companies including Amazon.com Inc., Apple Inc. and Royal Dutch Shell PLC. have promised carbon neutrality in the coming decades.

BP targeting carbon neutrality by 2050, says it is environmentally responsible

Looking Back on 2020 and Ahead. Turbulent, resilient and hopeful. Experts reflect on 2020 and how it affects what comes next.

output by drivers and power plants. Beyond ensuring ample supply of offsets, energy firms like BP are equipped with trading desks that can capitalize on broader demand for carbon credits.

Energy firms and others are working to develop carbon-capture technology that sucks carbon dioxide from the atmosphere and stashes it underground. Doing so is thus far uneconomical and untested at scale, though. When it comes to carbon sequestration, trees are nature's known quantity.

Like other forestry consultants, Finite sizes up trees on behalf of landowners. But instead of estimating what sawmills will pay for the timber, Finite's foresters measure trees to estimate biomass and thus how much carbon is being stored on properties.



The height of trees is measured inside a Tennessee forest used for carbon-offset credit.

PHOTO: BRETT CARLSEN FOR THE WALL STREET JOURNAL

Finite has created and sold offset credits on behalf of landowners. They include a railroad, Maine's Passamaquoddy tribe, Appalachian coal concerns, land trusts and timberland management organizations, which pool investors' cash to buy forests.

Finite says its clients have been paid more than \$500 million not to cut down trees, mostly by buyers using the offsets to operate in California. Finite has been responsible for more than 45% of all forest offsets issued by the state since cap-and-trade started in 2013, according to California Air Resources Board data.



expense of enrolling large tracts in the California program.

Carbon-conscious companies' demand for voluntary credits has lately swamped the 20-person firm, said Sean Carney, who founded Finite with financial backers in 2009 and will remain chief executive. BP's bigger investment will enable Finite to continue adding foresters and expand into forests around the world.

"They're doubling down, and we're staffing up," Mr. Carney said. "BP has operations in 70 countries; we're not planning to be in all countries over night, but that's a start."

SHARE YOUR THOUGHTS

What are the best ways for companies to reduce or offset their carbon emissions? Join the conversation below.

Write to Ryan Dezember at ryan.dezember@wsj.com

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<https://www.wsj.com/articles/agriculture-industry-bets-on-a-new-cash-crop-carbon-11608719403>

BUSINESS

Agriculture Industry Bets on Carbon as a New Cash Crop

Big companies and startups jockey to pay farmers for capturing greenhouse gases in fields; environmental groups question impact

By [Jacob Bunge](#) / Photography by Rachel Mummey for The Wall Street Journal

Dec. 23, 2020 5:30 am ET



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U.S. farmers make their living raising crops from the soil each year. Now, some are getting paid for putting something back into their fields: carbon.

Big agriculture companies including [Bayer AG](#) [BAYRY -1.71% ▼](#), [Nutrien Ltd.](#) [NTR -0.08% ▼](#) and Cargill Inc. are jockeying with startups to encourage crop producers to adopt climate-friendly practices and develop farming-driven carbon markets. Those efforts would let retailers, food makers and other companies offset their greenhouse gas emissions by paying farmers for their fields' capacity to withdraw carbon dioxide from the atmosphere and trap it in the soil.

The concept envisions the U.S. Midwest's swatches of cropland doing double duty as a vast carbon sink. Plants' process of photosynthesis withdraws carbon dioxide from the air, combines it with water and sunlight to produce energy, and ultimately embeds carbon in dirt through roots, while releasing oxygen back into the atmosphere. Soil, if left undisturbed, can retain the converted carbon for years.



Kelly Garrett's son Colin hauling manure earlier this month.

Agricultural companies, long criticized as environmental villains, say that paying farmers to maximize those natural processes can put the scale of modern farming behind a potential climate solution. Farmers, following half a decade of lean crop prices, are contemplating a possible new source of income that is less dependent on weather and agricultural commodity markets. The Environmental Protection Agency has estimated that the agriculture sector accounts for 10% of U.S. greenhouse gas emissions.

President-elect Joe Biden's administration also plans to pursue the concept. Mr. Biden said this month that under his administration, the U.S. Department of Agriculture will direct federal conservation payments to farmers who use their fields to capture more carbon.

There is no U.S. federal requirement for companies to offset their greenhouse gas emissions, whether by buying credits from farmers or other means. But some companies say they are voluntarily looking for ways to reduce or eliminate their carbon footprint, to attract environmentally conscious consumers and investors, and pursue their own corporate missions.

In September, while other Iowa farmers were tilling their fields after harvest to help combat weeds, Kelly Garrett headed out to plant again. The wheat and rye he sowed on his farm near Denison, Iowa, won't be harvested and sold. Keeping his fields covered with growth over the winter months, he said, keeps his soil enriched and boosts the quantity of carbon dioxide his fields can pull from the atmosphere. In the spring, he plants his typical crops into the residue.



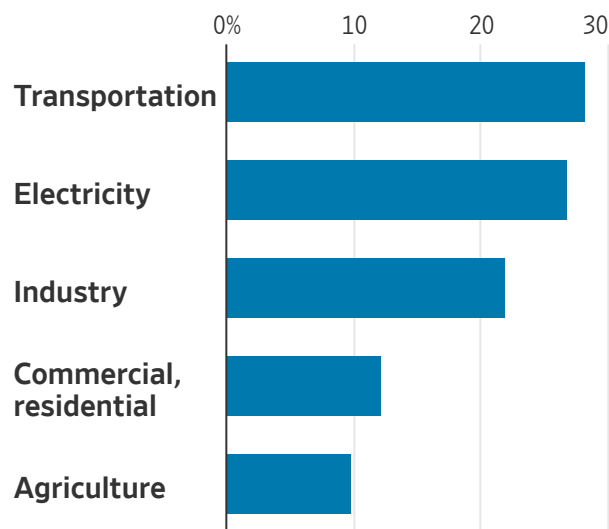
Kelly Garrett, second from left, works the farm with his sons, Connor, to his right, Colin, to his left, and Max Grady.

It is also padding his bottom line. In early November, Mr. Garrett posed in one of his corn fields with an oversize check for \$75,000, proceeds from selling 5,000 carbon credits that his farm generated through a program being developed by the agricultural startups Nori LLC and Locus Agricultural Solutions.

“There’s a lot of money to be made here for farmers,” said Mr. Garrett, who adopted carbon-trapping practices on his farm several years ago to help enrich his soil.

Carbon Footprints

Percentage of U.S. greenhouse gas emissions
by economic sector



Note: Data as of 2018. Percentages might not add up to 100% because of rounding.

Source: Environmental Protection Agency

The buyer of Mr. Garrett's carbon bounty was Shopify Inc. The e-commerce platform used the carbon reductions generated by Mr. Garrett's farm to help offset carbon emissions from the boats, planes and trucks transporting goods sold through Shopify's platform during the Black Friday/Cyber Monday weekend of Nov. 27 to Nov. 30.

Shopify's Shop Pay payment system automatically offsets emissions associated with purchases. Stacy Kauk, director of Shopify's Sustainability Fund, said that and other efforts have helped draw more than 60 million users to the system. "Customers are voting with their wallets and supporting companies that align with their values," she said.

Some agricultural companies, including Bayer and Nutrien as well as startups like Nori and Indigo Ag, aspire to be carbon middlemen, offering products and services to develop platforms where farmer-generated credits can be bought and sold. Others, including Cargill, Corteva Inc. and Archer Daniels Midland Co. are facilitating and funding farmers' efforts as a way to burnish the companies' own climate commitments and those of their customers, such as grain buyers.



Kelly Garrett sold 5,000 carbon credits that his farm generated through a program being developed by startups Nori and Locus Agricultural Solutions.

Farmers that participate in the carbon credit programs so far have generally received between \$7 and \$40 per acre, depending on farmers' practices. The companies say those practices can be verified through data beamed from tractors to online farm management systems, and by monitoring fields with satellites and soil tests. A typical Iowa corn farmer this year will earn \$49 to \$246 per acre, and between a \$28 loss and a \$172 profit for soybeans, according to Iowa State University analyses.

"The only way this will work is if there is real revenue on the table for farmers," said Emma Fuller, director of sustainability science for Corteva's data science unit Granular, which is helping manage farmers' carbon data.

Some in the food industry are wary of investing heavily behind still-new scientific models for measuring farm-driven carbon reductions, over concerns that the calculations could later turn out to be faulty. And despite growing Farm Belt momentum, some environmental groups are leery.

**The Wall Street Journal**

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Some companies are using farmers to reduce their carbon footprint, and big agriculture firms including Cargill and Bayer are hoping to act as middlemen
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Jim Walsh, senior energy policy analyst for Food and Water Watch, said that polluting companies could use carbon offset purchases as a way to avoid cleaning up their own operations. Craig Cox, senior vice president of agriculture and natural resources for the Environmental Working Group, said that permanently converting land to trees and natural grasses is a more surefire way of sequestering carbon, since farmers' climate-friendly practices could easily be undone if a field changes hands.

"If the practices disappear, are the credits refunded?" Mr. Cox said. Carbon credit registries typically require legal commitments from farmers and landowners to maintain carbon-capturing practices, and can include monitoring periods, company officials said.

SHARE YOUR THOUGHTS

What is the best way to incentivize crop producers to adopt climate-friendly practices? Join the conversation below.

Mr. Garrett, the Iowa farmer, said he generated 22,745 carbon credits by verifying through Locus and Nori his practices from the past five years, like conserving irrigation water, spreading manure as fertilizer and giving up tillage. He said he is committed to the carbon-capturing practices, because they improve his soil quality and crop yields enough to pay off even without carbon payments. He said he believes climate change is producing more volatile weather, such as the derecho storm system that leveled portions of his cornfields last summer.

The proceeds from selling carbon credits to Shopify helped Mr. Garrett offset his purchase this fall of 160 acres of farmland, he said, and another buyer is ready to buy the remainder.

“If we sell all the credits, it’ll pay for one-third of the farm,” Mr. Garrett said.



Practices such as spreading manure as fertilizer and conserving irrigation water have helped Kelly Garrett generate nearly 23,000 carbon credits over the past five years.

Write to Jacob Bunge at jacob.bunge@wsj.com

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