

**GO VIRGINIA
REGION 3
Full Council Meeting
October 20, 2021**



GO Virginia Region 3 Council

Date and Time: October 20, 2021
1:00 pm – 3:00 pm
Location: SOVA Innovation Hub

ZOOM CONNECTION INFORMATION

<https://tinyurl.com/37nh99dn>
Dial-In: 1-301-715-8592
Meeting ID: 339 011 5898

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 Comment | Randy Lail |
| | a. Previously Submitted | |
| | b. Submitted During Virtual Meeting | |
| IV. | Declaration of Conflicts of Interest | Randy Lail |
| V. | Approval of Minutes | Randy Lail |
| VI. | Financial Report | Deborah Gosney |

Special Appearances and Presentations

- | | | |
|------|---|------------|
| VII. | Southern Virginia Regional Alliance and Virginia's Growth Alliance
– Linda Green, SVRA Executive Director, and David Denny VGA
Interim Executive Director | Randy Lail |
|------|---|------------|

Old Business

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



AGENDA

(continued)

New Business

- XII. Committee Reports
 - a. Project Review Committee
 - i. Strategy and Roadmap for Growing the Controlled Environmental (CEA) Agriculture Sector in GO Virginia Region 3
 - ii. Project SEED - Innovation Hub at Midtown Square (Farmville)
- XIII. Proposed GO Virginia Region 3 Council Policy for Members Participating by Electronic Means

Program Director's Report

Bryan David

- XIV. 2021 Region 3 Growth and Diversification Plan Update

Liz Povar

- XV. GO Virginia Region 3 FY2020-2021 Annual Report

- XVI. GO Virginia Region 3 Project Funding Matrix Report

- XVII. Per Capita Grant Project Status – Southern Virginia Regional Alliance_Strengthening Southern Virginia's Economy by Expanding the Inventory of Shovel Ready Sites and Institute for Advanced Learning and Research_ExperienceWorks

- XVIII.GO Virginia Region 3 Council 2022 Meeting Schedule

Adjourn

MINUTES

**GO VIRGINIA REGION 3 FULL COUNCIL MEETING
MEETING MINUTES
Wednesday, July 21, 2021**

The GO Virginia Region 3 Council met on Wednesday, July 21, 2021 at 1:00 p.m.

REGULAR BUSINESS

1. Call To Order And Chair's Opening Comments

Chair Lail called the meeting to order at 1:00 p.m.

2. Roll Call and Confirmation of Quorum

Chair Lail declared a quorum was present.

A. Region 3 Council Members:

Members	In Person	Virtual	Absent	Members	In Person	Virtual	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						

New Council Appointees	In Person	Virtual	Absent
Robert Bates	X		
Melody Foster	X		
Tim Hall	X		
Dr. Keith Harkins			X
Rhonda Hodges			X
Alfreda Reynolds		X	
Jeremy Satterfield			X

B. Region 3 Staff in Attendance:

Name/Organization	Organization
Bryan David-UVA Weldon Cooper Center	Region 3 Program Director
Liz Povar-RiverLink Group	Region 3 Contract Staff
Nancy Pool	Region 3 Contract Staff
Deborah Gosney-Southside PDC	Region 3 Support Org/Fiscal Agent
Lisa McGee-Southside PDC	Region 3 Support Org/Fiscal Agent

C. Guests in Attendance

Name	Organization
Julie Brown	Institute for Advanced Learning and Research
Lauren Mathena	Mid-Atlantic Broadband Communities Corporation
Larry Terry	Weldon Cooper Center for Public Service
Michael Phillips	Weldon Cooper Center for Public Service
Charles Hartgrove	Weldon Cooper Center for Public Service
Sheri McGuire	Longwood University Small Business Development Center
Brandon Hennessey	Longwood University Small Business Development Center

3. Reappointment and Appointment of Region 3 Council Members

Member	Reappointed/ New Appointment	Term
Rebecca Carter	Not reappointed	n/a
Dr. Angeline Godwin	Not reappointed	n/a
Winston Harrell	Not reappointed	n/a
Larry Ryder	Not reappointed	n/a
Denise Taylor-Forest	Not reappointed	n/a
Bob Timmons	Not reappointed	n/a
Nicole Young	Not reappointed	n/a
Tim Clark	Reappointed	7/1/2021 – 6/30/2025
Randy Lail	Reappointed	7/1/2021 – 6/30/2025
James McClain	Reappointed	7/1/2021 – 6/30/2025
Karl Stauber	Reappointed	7/1/2021 – 6/30/2025
Lauren Willis	Reappointed	7/1/2021 – 6/30/2025
Tim Hall	New Appointment	7/1/2021 – 6/30/2023
Dr. Keith Harkins	New Appointment	7/1/2021 – 6/30/2023
Jeremy Satterfield	New Appointment	7/1/2021 – 6/30/2023
Melody Foster	New Appointment	7/1/2021 – 6/30/2025
Rhonda Hodges	New Appointment	7/1/2021 – 6/30/2025
Melody Foster	New Appointment	7/1/2021 – 6/30/2025

By notice within the meeting package, Council members were reminded that a vote was taken at the April 21, 2021 meeting to appoint the following officers for the 2021-2022 term.

Randy Lail – Chair

Tim Clark – Vice Chair

On behalf of the Nominating Committee, Tim Clark made a motion to approve these recommendations; the motion was seconded by Amy Griffin and all members voted affirmatively.

Tim Clark shared the 2021-2022 committee assignments as follows:

Executive Committee

Randy Lail, Chair

Tim Clark, Vice Chair

Charley Majors

Sherry Swinson

Lauren Willis

Personnel Committee

Randy Lail, Chair

Tim Clark

Charley Majors

Communications Committee

Sherry Swinson, Chair

Beth Deathridge

Deborah Gosney

Jordan Miles

Liz Smith

Project Review Committee

Jordan Miles, Chair

Dr. Amy Griffin

James McClain

Neal Berk

Entrepreneurship & Innovation Committee

Roger Scott

John Parkinson

Nominating Committee

Tim Clark, Chair

Scott Burnette

Sherry Swinson

4. **Recognition of Region 3 Council Members**

Randy Lail expressed thanks to each of the Council members who served and whose terms had expired. Mr. Lail presented a certificate of appreciation and crystal paperweight to Denise Taylor-Forest. Certificates and paperweights will be forwarded by mail to other former Council members.

5. **Public Comments**

No written or verbal public comments were received.

6. **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
Dr. Amy Griffin	Virginia Ed Strategies
Rhonda Hodges	GO TEC
Tim Hall	Henry County

7. Approval of Minutes

Chair Lail noted that the minutes of the April 21 2021 Full Council meeting were received via email prior to the meeting and included in the meeting packet. **Tim Clark made a motion that the minutes from the April 21, 2021 Full Council meeting be approved as presented; the motion was seconded by Dr. Amy Griffin and the minutes were approved by unanimous vote.**

8. Financial Reports

Deborah Gosney reviewed the Financial Reports that were included in the meeting packet for period June 1, 2021 – June 30, 2021. **John Parkinson made a motion that the Financial Reports for period ending June 30, 2021 be approved as presented; the motion was seconded by Tim Clark. The Financial Reports were approved unanimously.**

SPECIAL APPEARANCES AND PRESENTATIONS

9. UVA Weldon Cooper Center for Public Service – Dr. Larry Terry

Dr. Larry Terry provided an overview and brief introduction about the UVA Weldon Cooper Center and the partnership with Region 3 Council which began in June 2020. Charles Hartgrove shared information regarding the history of and current functions of the Virginia Institute of Government (VIG)

10. Entrepreneurship and Innovation Implementation Project Update – Lauren Mathena and Sheri McGuire

Lauren Mathena, MBC Communities Corporation Director of Economic Development and Community Engagement, Sheri McGuire, Longwood University Office of Community and Economic Development Executive Director, and Brandon Hennesey, Longwood Small Business Development Center SBDC Business Analyst, provided an update on the E&I Strategy Implementation Project.

OLD BUSINESS

11. Approved Projects Updates

Prior to the meeting, Bryan David provided the Council members with updated Project Progress Reports for the following:

Region 3 Projects

- Bridge to Recovery
- GO TEC
- Common Platform (Major Clarity)
- Mid-Atlantic Broadband Communities Corporation (MBC) – Middle Mile Expansion for Economic Growth
- Entrepreneurship Investment and Innovation Strategy

Projects Supported by Region 3

- Genedge - Retooling Virginia Manufacturing for Strategic Industries
- Virginia Small Business Development Centers

12. Project Pipeline

Randy Lail referred to the Project Pipeline Report that Bryan David emailed. With no questions or concerns, the Council had no discussion regarding the Report.

NEW BUSINESS

13. Committee Reports

Project Review Committee – John Parkinson, Committee Chair, shared that the Project Review Committee (PRC) met on July 2 to consider one Per Capita Application submitted by the Institute for Advanced Learning and Research entitled ExperienceWorks. The committee members did note during their discussion the key factors for the success of the project will be sustained business engagement and participation, and continuing financial support from the school divisions and businesses after the two (2) year project period concludes.

The ExperienceWorks initiative is a systems approach that leverages current GO Virginia Region 3 investments to connect students and young adults to high-skill, high-wage employment opportunities through a variety of work-based learning (WBL) opportunities. Establishing robust connections with students while they are still in high school allows businesses to access emerging workers and, through WBL experiences, provide skill instruction and mentoring. These coordinated efforts will increase the number of high school graduates in Region 3 who are connected to employment opportunities in highskill, high wage positions in the targeted business growth sectors.. Dr. Julie Brown, Director of Advanced Learning at the Institute for Advanced Learning and Research, was present at the meeting to answer questions.

The total project cost as presented is \$1,729,066, of which \$500,610 of GO Virginia funding was requested. The Committee identified potential sources for match. Letters of Support have been received by 14 school districts.

On behalf of the Project Review Committee, Mr. Parkinson recommended approval of the project. **Tim Clark made a motion to approve the ExperienceWorks project as submitted; Melody Foster seconded the motion. Charley Majors abstained due to potential conflict of interest. The ExperienceWorks Per Capita Application was approved by unanimous vote**

PROGRAM DIRECTOR'S REPORT

14. Region 3 Growth and Diversification Plan 2021 Update

Liz Povar provided an update on the 2021 Growth and Diversification Plan and shared a task timeline. Brandon Hennessy, Longwood University's Small Business Development Center, shared observations of the Plan Update.

15. Per Capita Grant Application Status – Southern Virginia Regional Alliance

Bryan David reminded Council members that the Virginia Department of Housing and Community Development (DHCD) GO Virginia staff recommended that the Southern Virginia Regional Alliance's application be deferred from the State Board's June 15 meeting until its next meeting on September 23. A staff-to-staff meeting was held July 23 to discuss the site prioritization and budget issues. It is expected the items needing to be addressed are the same items discussed and resolved prior to the GO Virginia State Board meeting on June 16.

16. Statewide Economic Resilience and Recovery Program Application Status – Expansion of Innovation Commercialization Assistance Program (ICAP) Mentor Network

Bryan David reminded the Council that this application was reviewed by the Executive Committee on May 3. The Executive Committee approved supporting the project as recommended by the Project Review Committee. Mr. David shared that the GO Virginia State Board approved the application at its meeting on June 15.

17. GO Virginia Region 3 Council All-Hands Meeting Update

Bryan David updated the Full Council regarding the proposed All-Hands Meeting, noting that the Executive Committee revisited this matter at its meeting on June 16. It was agreed that given the recent changing conditions and considerations of the public health emergency the viability of sponsoring a virtual All-Hands meeting is questionable and should not be pursued. Accordingly, the Executive Committee agreed for staff to begin planning for in-person All-Hands meeting in the January/February 2022 time frame. This will allow sufficient time for program content to be identified and developed as well as time for individuals to become more comfortable with attending in-person public gatherings again.

18. FY2021-2022 Renewal of Marketing and Communications Services Contract

Bryan David shared that he and the Communications Committee Chair, Sherry Swinson, did not feel that the negotiations regarding the LetterPress Communications services contract were ready for action by the Council. He also shared that they do not anticipate there will be any significant modification to the current terms and conditions in the LetterPress Communications services contract. In light of the foregoing, the Executive Committee extended the contract with LetterPress Communications from July 1, 2021 to August 31, 2021. This extension will provide ample time to prepare a proposed renewal and present it to the Executive Committee at its meeting on August 18.

OTHER BUSINESS/ADJOURN

There being no additional business matters to go before the GO Virginia Region 3 Council, Chair Lail adjourned the meeting at 2:53 p.m.

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

Ernest “Randy” Lail
Chair

FINANCIAL REPORT

FY21 GO VA OPERATING FUNDS

GO Virginia Region 3

Report Period: Sept. 1, 2021 to Sept. 30, 2021

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH &
OPPORTUNITY
IN EACH REGION

FY 21 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Budget Revision #1 (+/-) Change	Budget Revision #1	Previously Paid Expenses	DHCD Request Remittance 7	Total Expenses To Date	FY21 Available Funds
Program Operations							
Rent Expense	\$ 5,415.00	\$ -	\$ 5,415.00	\$ 2,707.50	\$ -	\$ 2,707.50	\$ 2,707.50
Audit	1,170.00	-	1,170.00	-	-	-	1,170.00
SPDC UVA MOU	101,200.00	-	101,200.00	50,599.98	25,299.99	75,899.97	25,300.03
SPDC Contract Staff - Nancy Pool	7,200.00	-	7,200.00	4,725.00	425.00	5,150.00	2,050.00
SPDC Contract Staff - Riverlink	9,000.00	-	9,000.00	3,371.25	-	3,371.25	5,628.75
Marketing - Letterpress	31,900.00	-	31,900.00	22,295.00	1,500.00	23,795.00	8,105.00
Meetings and Facilitation	1,500.00	-	1,500.00	1,145.95	-	1,145.95	354.05
SPDC Staff Salaries	80,000.00	(12,700.00)	67,300.00	33,194.29	-	33,194.29	34,105.71
Supplies	500.00	-	500.00	295.02	-	295.02	204.98
Total Program Operations	237,885.00	(12,700.00)	225,185.00	118,333.99	27,224.99	145,558.98	79,626.02
Planning							
Technical Assistance	12,115.00	12,700.00	24,815.00	21,640.00	-	21,640.00	3,175.00
Total Planning	12,115.00	12,700.00	24,815.00	21,640.00	-	21,640.00	3,175.00
TOTAL	\$ 250,000.00	\$ -	\$ 250,000.00	\$ 139,973.99	\$ 27,224.99	\$ 167,198.98	\$ 82,801.02

The Checking Account is
is comprised of:

\$47,039.72 Local Funds - Unexpended (Martinsville/Henry County)
259.40 Interest
\$47,299.12
(27,224.99) (Checks Submitted - Remittance 7)
\$20,074.13 Current Checkbook Balance

Checks Submitted in Remittance 7

9825 - UVA - Bryan David - July through Sept 2021	\$ 25,299.99
9826 - Nancy Pool - August 2021 Hours	\$ 425.00
9827 - Letterpress Communications - August 2021	\$ 1,500.00
Total Checks Submitted in Remittance 7	\$ 27,224.99

GO VIRGINIA REGION 3
PROFIT & LOSS - FY21
MARCH 1, 2021 THROUGH SEPTEMBER 30, 2021

	LOCAL FUNDS	STATE FUNDS	TOTAL
INCOME			
Local Money - Martinsville/HC	\$ 47,039.72	\$ -	\$ 47,039.72
State Money - DHCD	-	250,000.00	250,000.00
TOTAL INCOME	47,039.72	250,000.00	297,039.72
EXPENSE			
Program Operations			
Meetings and Facilitation	-	1,145.95	1,145.95
Marketing - Letterpress	-	23,795.00	23,795.00
Rent Expense	-	2,707.50	2,707.50
Supplies	-	295.02	295.02
Audit	-	-	-
Salaries - SPDC	-	33,194.29	33,194.29
Contract Services	-	84,421.22	84,421.22
Total Program Operations	-	145,558.98	145,558.98
Planning			
Technical Assistance	-	21,640.00	21,640.00
Total Planning	-	21,640.00	21,640.00
TOTAL EXPENSE	-	167,198.98	167,198.98
NET ORDINARY INCOME	47,039.72	82,801.02	129,840.74
Other Income			
Interest	259.40	-	259.40
Total Other Income	259.40	-	259.40
NET INCOME	\$ 47,299.12	\$ 82,801.02	\$ 130,100.14

* Income is Accrual/Expenses are Cash.

GO-TEC 2A

GO Virginia Region 3

Report Period: September 1, 2021 to September 30, 2021

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 6,115.00	\$ 1,450.92	\$ -	\$ 1,450.92	\$ 4,664.08
Equipment	\$ 835,776.00	\$ 835,775.01	\$ -	\$ 835,775.01	\$ 0.99
Salaries	\$ 292,875.00	\$ 292,875.00	\$ -	\$ 292,875.00	\$ -
Travel and Miscellaneous	\$ 94,300.00	\$ 94,199.50	\$ -	\$ 94,199.50	\$ 100.50
Administration	\$ 91,721.00	\$ 91,369.10	\$ -	\$ 91,369.10	\$ 351.90
Totals	\$ 1,320,787.00	\$ 1,315,669.53	\$ -	\$ 1,315,669.53	\$ 5,117.47

*** 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	\$ 1,937,646.25	\$ 1,937,646.25	\$ -	\$ 1,937,646.25	\$ 236,324.97	\$ 2,173,971.22	\$ -

* 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

*** These funds will revert back to the State Competitive Pool. The funds could not roll over to GO-TEC 2B because the grant agreements do not have a provision where awarded funds can roll over between 2A and 2B, only match.

GOVA Grant Agreement Term = March 12, 2019 - ~~September 11, 2020~~ March 30, 2021

Status: Project was complete by March 30, 2021. Close-out Reports were submitted 7/16/21 (fiscal) and 8/6/21 (performance)

GO-TEC 2B

GO Virginia Region 3

Report Period: September 1, 2021 to September 30, 2021

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (Match Only Submittal this Month)	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 16,554.36	\$ -	\$ -	\$ -	\$ 16,554.36
Administration	\$ 248,315.35	\$ 108,269.42	\$ -	\$ 108,269.42	\$ 140,045.93
Equipment	\$ 2,430,751.29	\$ 1,165,700.79	\$ -	\$ 1,165,700.79	\$ 1,265,050.50
Salaries	\$ 791,120.00	\$ 261,646.83	\$ -	\$ 261,646.83	\$ 529,473.17
Travel	\$ 89,000.00	\$ 16,244.45	\$ -	\$ 16,244.45	\$ 72,755.55
Totals	\$ 3,575,741.00	\$ 1,551,861.49	\$ -	\$ 1,551,861.49	\$ 2,023,879.51

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	\$ 2,625,918.79	\$ 1,659,108.84	\$ 241,854.72	\$ 1,900,963.56	\$ -	\$ 1,900,963.56	\$ 724,955.23

* IALR received a match waiver on GO-TEC 2B. They do not have to meet the 1:1 match. They are also receiving credit for being over-matched on 2A. With both phases combined, they are still not meeting an overall 1:1 match, but the reduced match was approved by DHCD on 6/23/2020.

GOVA Grant Agreement Term = June 23, 2020 - June 22, 2022

Status: Project is approximately 43% complete. IARL submitted Drawdown 5 to the SPDC on 10/6/2021 which must still be reviewed/uploaded.

IALR COMMON PLATFORM

GO Virginia Region 3

Report Period: September 1, 2021 to September 30, 2021

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH &
OPPORTUNITY
IN EACH REGION

GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget (Budget Revision 4 8/9/21)	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Administration	\$ 4,292.38	\$ 4,006.05	\$ -	\$ 4,006.05	\$ 286.33
Fringe Benefits	\$ 4,296.00	\$ 4,295.91	\$ -	\$ 4,295.91	\$ 0.09
Meetings and Facilitation	\$ 884.62	\$ 390.00	\$ -	\$ 390.00	\$ 494.62
Salaries	\$ 15,500.00	\$ 15,500.00	\$ -	\$ 15,500.00	\$ -
Software	\$ 64,495.00	\$ 59,935.00	\$ -	\$ 59,935.00	\$ 4,560.00
Supplies	\$ -	\$ -	\$ -	\$ -	\$ -
Travel	\$ 672.00	\$ -	\$ -	\$ -	\$ 672.00
Totals	\$ 90,140.00	\$ 84,126.96	\$ -	\$ 84,126.96	\$ 6,013.04

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	\$ 96,055.05	\$ -	\$ 96,055.05	\$ -	\$ 96,055.05	\$ 26,752.95

GOVA Grant Agreement Term = June 1, 2020 - ~~August 31, 2021~~ September 30, 2021

Status: The project is complete. IALR has until December 30, 2021 to submit their final drawdown and close-out reports.

REGION 3 BRIDGE TO RECOVERY

GO Virginia Region 3

Report Period: Sept. 1, 2021 to Sept. 30, 2021



GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 25,000.00	\$ 2,252.04	\$ -	\$ 2,252.04	\$ 22,747.96
Administration	\$ 160,000.00	\$ 8,565.20	\$ -	\$ 8,565.20	\$ 151,434.80
Construction	\$ -	\$ -	\$ -	\$ -	\$ -
Contract Services	\$ 400,000.00	\$ 1,743.00	\$ -	\$ 1,743.00	\$ 398,257.00
Fringe Benefits	\$ 10,313.00	\$ 9,264.20	\$ -	\$ 9,264.20	\$ 1,048.80
Salaries	\$ 34,375.00	\$ 12,339.03	\$ -	\$ 12,339.03	\$ 22,035.97
Other: Collaborative Support	\$ 69,957.00	\$ 12,500.00	\$ -	\$ 12,500.00	\$ 57,457.00
Other: Subscriptions	\$ 61,683.00	\$ 17,141.03	\$ -	\$ 17,141.03	\$ 44,541.97
Other: Website Updates	\$ 8,000.00	\$ 1,125.00	\$ -	\$ 1,125.00	\$ 6,875.00
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	\$ 64,929.50	\$ -	\$ 64,929.50	\$ 860,070.50

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	\$ 115,440.80		\$ 115,440.80	\$ -	\$ 115,440.80	\$ 1,096,059.20

GOVA Grant Agreement Term = July 1, 2020 - June 30, 2022.

Status: Drawdown #1 paid. Draw #2- invoices to be submitted in October.

71 Suppliers have been prequalified.

75 approved applications, \$626,000.

MBC Middle Mile Project

GO Virginia Region 3

Report Period: September 1, 2021 to September 30, 2021

GO VIRGINIA



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

GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Planning/Assessment	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00
Totals	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00

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	\$ 900,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 900,000.00

GOVA Grant Agreement Term = October 1, 2020 - December 31, 2021

EDA Grant Agreement Term = March 24, 2021 - September 23, 2022

Status: Seven (7) proposals for Engineering and Environmental Services were received by August 27, 2021. On September 29, 2021, MBC selected Timmons Group. MBC is awaiting a draft proposal and then must seek concurrence from EDA before executing the agreement. MBC will not start drawing down funds until design is underway.

Entrepreneurship and Innovation Implementation (R3EI) Project

GO Virginia Region 3

Report Period: Sept. 1, 2021 to Sept. 30, 2021

GO VIRGINIA



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

GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Entrepreneurship training	\$ 110,000.00	\$ -	\$ -	\$ -	\$ 110,000.00
Youth entrepreneurship program	\$ 75,000.00	\$ -	\$ -	\$ -	\$ 75,000.00
Program branding/marketing	\$ 115,000.00	\$ -	\$ -	\$ -	\$ 115,000.00
Regional scorecard implementation	\$ 5,000.00	\$ -	\$ -	\$ -	\$ 5,000.00
Farmville innovation space planning	\$ 40,000.00	\$ -	\$ -	\$ -	\$ 40,000.00
Out-of-region consultants	\$ 80,000.00	\$ -	\$ -	\$ -	\$ 80,000.00
Administrative Fee - R3 Support Org (SPDC)	\$ 24,000.00	\$ -	\$ -	\$ -	\$ 24,000.00
Totals	\$ 449,000.00	\$ -	\$ -	\$ -	\$ 449,000.00

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	\$ 280,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 280,000.00

GOVA Grant Agreement Term = April 1, 2021 - March 31, 2023

Status: Project awarded on April 1, 2021.

Entrepreneurs trained: 32

Special Appearances and Presentations



DATE: October 14, 2021

TO: GO Virginia Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Southern Virginia Regional Alliance and Virginia's Growth Alliance – Linda Green, SVRA Executive Director, and David Denny VGA Interim Executive Director

Arrangements were made for Linda Green and David Denny to provide a brief overview to the Region 3 Council of their respective regional economic development organizations and some recent accomplishments.

RECOMMENDATION:

For the Region 3 Executive Committee's information. No action is needed.

OLD BUSINESS

Approved Projects Update



DATE: October 14, 2021

TO: GO Virginia Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Approved Projects Update

For your review, updated progress reports for the following approved projects will be sent under separate cover before the October 20th meeting:

- Bridge to Recovery
- GO TEC
- 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
- Entrepreneurship Investment and Innovation Strategy
- Innovation Commercialization Assistance Program (ICAP) Virginia Small Business Development Center Network

RECOMMENDATION:

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

Closed Session

Project Pipeline



DATE: October 14, 2021

TO: GO Virginia Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Project Pipeline Report

The updated Project Pipeline Report will be provided under separate cover before the October 20th meeting.

RECOMMENDATION:

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

NEW BUSINESS

Committee Reports



DATE: October 14, 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

The Project Review Committee met on Tuesday, October 12th, to review applications for the following projects:

- Project SEED Innovation Hub - a partnership between Longwood University, Hampden-Sydney College, and the Longwood University Real Estate Foundation to develop an entrepreneurship center in the former Barnes and Noble Bookstore in downtown Farmville (this project was identified and builds upon the Region 3 Entrepreneurship and Innovation Strategy)_GO Virginia Region 3 grant for maker-space and co-working space equipment_GO Virginia Region Per Capita grant of \$662,304.00.
- GO Virginia Region 3 Controlled Environment Agriculture Strategy and Roadmap - the Institute for Advanced Learning and Research, using its recently opened Controlled Environment Agriculture Innovation Center, proposes to engage the Virginia Tech Office of Community and Economic Engagement to develop a strategy and roadmap for supporting industry growth and workforce development for Controlled Environment Agriculture (CEA) in Region 3_GO Virginia Region 3 Enhanced Capacity Building (planning) grant of \$77,053.

Each of these projects is recommended for approval by the Project Review Committee.

A summary of these projects and the complete applications will be provided under separate cover before the meeting on October 20th. This being done as each application has many pages and attachments.

RECOMMENDATION:


For the Region 3 Council's information.

**Proposed GO Virginia Region 3
Council Policy for Members
Participating by Electronic**



DATE: October 14, 2021

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director 

RE: GO Virginia Region 3 Council Policy for Members Participating By Electronic Means

As you may recall, I provided an email to the Region 3 Council about the Executive Committee's development and recommendation of a policy for members to attend the quarterly meetings "virtually." This policy is needed because Region 3 Council is transitioning to regular in-person meetings since the Governor's declared state of emergency for the pandemic ended on June 30. Under the state of emergency, the Region 3 Council was permitted to hold its "public" meetings "virtually."

Attached is a copy of the proposed policy for your reference. This policy aligns applicable requirements of the Code of Virginia for members to attend the quarterly meetings by "electronic means" in the parlance of the state law. The policy's format and language reflect other written policies adopted by the Region 3 Council.

Also, Lisa McGee developed an online form about attending virtually, which was used with her regular emails about the Region 3 Council's meeting on October 20th.

It should be noted that whenever a Council member responds that they plan to attend virtually, the Council Chair and I will hold in confidence whichever reason is selected on the online form. The Council Chair will identify at the beginning of the meeting the members attending virtually and that the explanation given by each meets the policy.

RECOMMENDATION:

Adopt Region 3 Council Policy #9 for Members Participating by Electronic Means as presented.

Attachment



REGION 3 COUNCIL POLICY #9

TITLE: MEMBERS PARTICIPATING BY ELECTRONIC MEANS

EFFECTIVE DATE: TBD

POLICY STATEMENT:

The GO Virginia Region 3 Council is subject to the provisions of §23.1-3107 of the Code of Virginia, as amended. This code section provides the conditions and procedures for Region 3 Council members to participate, under certain conditions, at public meetings through electronic communication means from remote locations.

POLICY:

- I. The Region 3 Council, Executive Committee, or a Council Committee may permit a member to attend a meeting through electronic communication means under the following circumstances and provided that the Council member has notified the Chair of the Council, Executive Committee, or Council Committee on or before the day of a meeting that they are unable to attend the meeting due to:
 - i. a temporary or permanent disability or other medical condition that prevents the member's physical attendance;
 - ii. a family member's medical condition that requires the member to provide care for such family member, thereby preventing the member's physical attendance; or,
 - iii. a personal matter that prevents the member's physical attendance. If a member cannot attend the meeting due to a personal matter, the member must identify with specificity the nature of the personal matter.
- II. The Region 3 Council, Executive Committee, or a Council Committee may also permit a member to attend a meeting through electronic communication means if, on the day of the meeting, a member notifies the chair that such member's principal residence is more than sixty (60) miles from the meeting location identified in the required notice for such meeting.
- III. A quorum of the Council, Executive Committee, or Council Committee must be physically assembled at the meeting location identified in the required notice for such meeting.
- IV. A majority of the Council, Executive Committee, or Council Committee members present must vote to approve the absent member's participation in the meeting; however, the decision shall be based solely on the criteria in this policy, without regard to the identity of the member or matters that will be considered or voted on during the meeting. If the absent member's remote participation is disapproved because such participation would violate this policy, such disapproval shall be recorded in the meeting minutes with specificity.



- V. If participation by a Council member through electronic communication means is approved by an affirmative vote of the Region 3 Council, Executive Committee, or a Council Committee pursuant to Section 1 or 2 above, the meeting minutes shall reflect the remote location from which the member participated; however, the remote location need not be open to the public.

The minutes shall also reflect that the member participated through electronic communication means due to:

- i. a temporary or permanent disability or other medical condition that prevented the member's physical attendance;
- ii. a family member's medical condition that required the member to provide care for such family member, thereby preventing the member's physical attendance;
- iii. a personal matter that prevents the member's physical attendance and the nature of the personal matter is to be include in the meeting minutes with specificity; or,
- iv. the member's principal residence is more than 60 miles from the meeting location; or (iv) a personal matter.

If the absent member's remote participation is disapproved because such participation would violate any part of this policy, such disapproval shall be recorded in the Board's or Committee's minutes with specificity.

- VI. Participation by the absent member due to a personal matter shall be limited in each calendar year to two (2) meetings or 25 percent (25%) of the meetings of the Council, Executive Committee, or Council Committee which the member belongs rounded up to the next whole number, whichever is greater.
- VII. The Council, Executive Committee, or Council Committee will make arrangements for the voice of the absent member to be heard by all persons in attendance at the primary or central meeting location.
- VIII. This policy shall be applied strictly and uniformly, without exception, to the entire membership and without regard to the identity of the member requesting remote participation or the matters that will be considered or voted on at the meeting.

APPROVAL AND REVIEW: This Council policy was reviewed and approved on **TBD**.

SUPERSESSION: This Council policy is new.

REGION 3 COUNCIL CHAIRMAN: Randy Lail

PROGRAM DIRECTOR'S REPORT



DATE: October 14, 2021

TO: GO Virginia 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: Region 3 Growth and Diversification Plan 2021 Update

The 2021 Growth and Diversification Plan update has progressed since the Region 3 Council received an update at its meeting on July 21st.

Riverlink Group (Liz Povar) and her Region 3 colleague, Nancy Pool, have been undertaking a process to interview a wide range of GO Virginia Region 3 stakeholders since early June. The Region 3 Council will receive a report on their preliminary findings and potential plan strategies at the October 20th meeting.

Additionally, they will share the anticipated timeline for the final draft of the Growth and Diversification Plan update to be reviewed by the Executive Committee in December and submitted to the Department of Housing and Community Development's GO Virginia staff by the December 31st deadline. The Region 3 Council would consider the submitted Growth and Diversification Plan at its meeting on January 19th, 2022.

RECOMMENDATION:

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



DATE: October 14, 2021

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region 3 FY2020-2021 Annual Report

The Southside Planning District Commission prepares an Annual Report for the GO Virginia Region 3 Council each fiscal year in its capacity as the Region 3 Council's *Support Organization* and *Fiscal Agent*. Similar annual reports are prepared for each GO Virginia Virginia's nine (9) regions.

Attached is GO Virginia Region 3's FY2020-2021 Annual Report submitted to the Department of Housing and Community Development's GO Virginia staff for review and approval.

RECOMMENDATION:

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

Attachment



GO VIRGINIA REGION 3 FY21 ANNUAL REPORT

Report Period July 1, 2020 – June 30, 2021



Pursuant to the Virginia Growth and Opportunity Act (§ 2.2-2484, *et seq.*, of the *Code of Virginia*), the Southside Planning District Commission (SPDC), serving as GO Virginia Region 3 Support Organization and Fiscal Agent, has complied with all notices, deadlines, reporting, and regional requirements in accordance with the provisions of the Act and under the leadership of the GO Virginia Region 3 Council.

General Obligations

The SPDC through its staff and contract vendors and under the direction of the GO Virginia Region 3 Council, performed the following:

- Submitted all required documents to the Department of Housing & Community Development and sought Region 3 Council approval where necessary.
- Organized and executed regular monthly meetings of the Council and/or Executive Committee.
- Prepared press releases for all meetings and posted on the Region 3 Website; prepared meeting packets and minutes of all monthly Council /Executive Committee meetings and posted on the Region 3 Website.
- Updated Council members on relevant state requirements.
- At the recommendation of the Communications Committee, the Council approved the renewal of the Letterpress Contract to continue serving as the communications vendor for Region 3. The purpose of the investment in this strategy is to create a more robust project pipeline by more effectively informing and educating local and regional stakeholders. Letterpress handles media alerts for events, Facebook page posts, website management and staff support for special events such as All-Hands meetings or project pipeline development.
- Participated in DHCD All-Region Support Organization calls to obtain updates, program changes and “best practices” from other GO Virginia regions.
- Facilitated all necessary administrative duties for the Council, including relaying pertinent information from the State Board, i.e. policy changes, funding updates, etc.
- Provided administrative support services for all Region 3 approved projects which included reviewing and submitting monthly draw requests, quarterly progress reports, and final closeout reporting documents.
- Served as contract agent for consultants and other vendors as directed by the Region 3 Council

- Provided Fiscal Agent services to the Region 3 Council. Such duties included:
 1. Prepared and submitted the annual budget through DHCD's CAMS system
 2. Approved and payment of invoices
 3. Reconciled bank statements
 4. Prepared monthly financial reports for all approved project budgets and the Capacity Building Operation Budget
 5. Submitted draw remittances through DHCD's CAMS system
 6. Utilized QuickBooks software for the tracking of revenues and expenditures
 7. Tracked non-GO Virginia funds separately for match documentation
 8. Monitored the Capacity Building Operation Budget and prepare and submit budget revisions as needed
 9. Prepared the annual close-out reports as required prior to entering a new fiscal year budget

Activities/Initiatives/Project Updates

SOVA Innovation Hub - The SOVA Innovation Hub co-working space located in South Boston opened on February 1, 2021. GO Virginia Region 3 Capacity Building funds were used to assist with the planning activities/documents needed for construction of the facility. The co-working space includes options for private offices, dedicated desks, monthly flex space or daily flex space. Amenities available include high-speed WiFi, a reception area, a kitchenette, outdoor patio workspace with WiFi, free parking, phone booths, meeting and training space, wellness and mother's room, and complimentary coffee, tea and water. The new Region 3 Program Director, Bryan David, has secured office space and GO Virginia Region 3 Council meeting space at this facility. The Innovation Hub also houses Mid-Atlantic Broadband Community Corporation's offices and Microsoft's TechSpark Program.

The Entrepreneurship & Innovation Investment Strategy Study was adopted by GO Virginia Region 3 Council on October 28, 2020. Longwood Small Business Development Center and Mid-Atlantic Broadband were selected to collaborate and develop a comprehensive strategy and framework for a robust entrepreneurial ecosystem for the region. The two partners completed the report which mapped traded-sector businesses and entrepreneurship resources available within the region to support entrepreneurial ecosystem activities. The implementation of the strategy over the next two years was the subject of Region 3's per capita Implementation Project awarded in March 2021.

Region 3 Website Update - The GO Virginia Region 3 Communications Committee recommended to the Council that a "refresh" needed to be implemented for the website. Letterpress Communications has the project underway, and it will improve the site's functionality and messaging.

Region 3 Video Series – Letterpress Communications launched recurring video series where members of the council, stakeholders, and others were interviewed about GO Virginia Region 3 in the context of economic development, regional collaboration, and other related matters. These videos are posted on the Region 3 Council’s YouTube channel and distributed through several social media channels.

Growth & Diversification (G&D) Plan Two-Year Update (2021-2023) – Every two years, each GO Virginia Region shall review and amend the G&D Plan. The overall goal of this Plan update is to reevaluate the Council’s overall goal and strategic priorities, with a focus on accelerating economic recovery efforts in the near-term while supporting investments that will advance longer-term economic growth strategies within the region. GO Virginia Region 3 secured the services of The Riverlink Group assisted by the Longwood University Office of Community and Economic Development for its required two-year update to the G&D Plan. The goal is to produce a simplified and more graphically designed Plan Update that can easily be used to benchmark progress over the next two years, while ensuring quality in the data analytics and stakeholder engagement processes. Southern Virginia Leaders in Business and Education, Non-Profits, Entrepreneurs, and Local Governments were gathered to share views about the current and future state of Region 3’s economy. Following periodic updates presented to the Region 3 Council and Executive Committee, the Plan will be submitted to DHCD in December of 2021 for review and comment.

GO TEC Training Lab Opens in Danville - GO TEC has launched a training lab at Danville's Institute for Advanced Learning and Research to support school division staff with the goal of introducing Region 3’s middle school students to the knowledge and skills needed for careers in technology and manufacturing. The training lab is part of a broader plan to incorporate new technologies such as robotics and advanced manufacturing methods into area classrooms.

Bridge to Recovery Moving Forward with Identifying Prequalified Suppliers – GO Virginia grantees (Southern Virginia Regional Alliance and Virginia’s Growth Alliance) have made great progress with their joint Bridge to Recovery project! Bridge to Recovery has created a network of partnerships with regional stakeholder groups to include 14 chambers of commerce, 12 local economic developers, 2 planning district commissions, and others. This project enables businesses who need specific professional services or products due to COVID-19, to connect with businesses in the Region 3 footprint who have those services and products. Those with the alliances hope to make it an efficient way for businesses to find what they need to re-open or grow during this unusual economic situation. To date, Bridge to Recovery has prequalified 71 suppliers across Region 3; processed 104 new requests for assistance from businesses ranging from less than 5 employees to more than 250 employees; and, approved applications valued over \$596,000.

Region 3 Business Development Plan – In an effort to promote the GO Virginia Program, Region 3 staff prepared a Business Development Plan to better cultivate relationships with current GO Virginia Region 3 subgrantees as well as pursue other eligible and qualified subgrantees. The Department of Housing and Community Development guidance sets forth those entities which are eligible to receive GO Virginia grant funds and those entities which are eligible for the required grant match. The Plan generally included the following elements:

- identify those entities and organizations which are eligible to be a GO Virginia subgrantee and whose purpose and mission are aligned with the GO Virginia State and Region 3 priorities and areas of interest
- research and understanding of the staffing and fiscal capacity of subgrantees to prepare project applications and manage projects upon award through completion both efficiently and successfully
- cultivate relationships and support from the leadership of those eligible subgrantees
- identify and pursue other non-conventional partnerships and collaboratives which align with the GO Virginia program as appropriate

New Approved Projects

A total of nine (9) projects have been funded with GO Virginia grant dollars since 2017. SPDC Staff is currently providing administrative support services for five (5) GO Virginia Projects; four projects are closed out. Two projects were awarded in FY 21 totaling \$549,000 as follows:

1. MBC Middle Mile Fiber Extension Project (\$100,000-Per Capita/ECB Pool) Awarded 07/15/20
Mid-Atlantic Broadband proposes to engineer and design 206 miles of new middle-mile open-access fiber infrastructure that will span three GO Virginia Regions (Regions 3,4, & 9) in partnership with private sector partners (COX Business and Central VA Electric Coop). Project activities include planning and design/engineering of 432+ strand fiber cable routes and building new points of presence facilities in key areas. Participating localities include Buckingham, Cumberland, Lunenburg, Mecklenburg, Nottoway, Prince Edward, Dinwiddie, Sussex, Albemarle, Charlottesville, Louisa, Madison, Orange, and Culpeper. Matching funds totaling \$900,000 will be provided by Department of Commerce, EDA.
2. Entrepreneurship & Innovation Implementation Project (\$449,000-Per Capita/REI) Awarded 03/16/21
The SOVA Innovation Hub and the Longwood University Office of Community and Economic Development will launch a two-year process of implementation of programs that align with the previously GO Virginia funded Region 3 Entrepreneurship and Innovation Investment Strategy Study. Three of the Study's recommended strategies were prioritized as follows: Entrepreneurship Training; Youth Entrepreneurship; and Capital Access. GO Virginia funds will be used for training costs, outreach, planning, consulting, and administration. The two-year program will train 200 entrepreneurs. Dozens of new businesses and jobs are expected to be created as a result. Businesses in the region will also be positioned for more investment and financing opportunities which will spur more entrepreneur growth. Participating localities include Amelia County, Brunswick County, Charlotte County, Halifax County, Lunenburg County, Patrick County EDA, Prince Edward County, Buckingham County Public Schools, Cumberland County Public Schools, and Prince Edward County Public Schools.



DATE: October 14, 2021

TO: GO Virginia 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 Project Funding Matrix Report

The Southside Planning District Commission's Executive Director, Deborah Gosney, periodically prepares a project funding report. The report presents each project approved by the Region 3 Council since the first award in 2018, along with the project's status and balances. Attached is a copy of the report prepared on 10.8.21.

You will note an unobligated balance of \$1,292,978.21 in Per Capita funds available through June 30, 2022, when Region 3 will be eligible to receive its FY2022-23 allocation of \$1MM.

The two (2) projects under consideration by the Region 3 Council for approval at the October 20th meeting are not included on the list. The Project SEED Innovation Hub and GO Virginia Region 3 Controlled Environment Agriculture Strategy and Roadmap would be funded from the unobligated balance.

If approved for the amounts requested, the unobligated balance for the remainder of the fiscal year will be \$553,621.21. We do not have any project in the pipeline which I would consider ready for Region 3 Council consideration through the rest of the current fiscal year.

RECOMMENDATION:

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

Attachment

GO VIRGINIA REGION 3
PROJECT FUNDING MATRIX

PER-CAPITA PROJECTS											
PDC Assigned Staff	FY Allocation Previous Year Rollver Total Available Funds	Strategy	Status	Amount Funded	Project Type	Date of Award	FY18 Per Capita 757,401 757,401	FY19 Per Capita 1,000,000 (0) 1,000,000	FY20 Per Capita 1,000,000 (0) 1,000,000	FY21 Per Capita 1,000,000 (0) 1,000,000	FY22 Per Capita 1,000,000 292,978 1,292,978
Sangi	GO TEC Phase 1	Workforce Dev	Closed	617,172.79	Per Capita	02/13/18	617,172.79				
Sangi	SOVA Innovation Hub	Startup Ecosystem	Closed	79,920.80	Per Capita-ECB	07/25/18	79,919.80				
Sangi	GO TEC Phase 2A	Workforce Dev	Closed	1,320,787.00	State Competitive	03/12/19					
Ashleigh	E&I Strategic Initiative	Startup Ecosystem	Closed	77,662.12	Per Capita-ECB-REI	10/09/19	60,308.41	17,353.71			
Ashleigh	Operation Last Mile Drone	Cluster Scale Up	Closed	75,000.00	COVID ERR Fund	04/15/20					
Sangi	IALR Common Platform	Workforce Dev	Active	90,140.00	Per Capita-ECB	04/15/20		90,140.00			
Ashleigh	Bridge to Recovery	Cluster Scale Up	Active	925,000.00	COVID ERR Fund	06/23/20					
Sangi	GO-TEC Phase 2B	Workforce Dev	Active	3,575,741.00	State Competitive	06/23/20					
Sangi	MBC Middle Mile Expansion	Broadband	Active	100,000.00	Per Capita-ECB	08/04/20		100,000.00			-
Ashleigh	EII Implementation Project	Startup Ecosystem	Active	449,000.00	Per-Capita-REI	03/16/21		449,000.00			
Erika	SVRA Site Development Project	Site Development	Active	1,534,900.00	Per-Capita	09/23/21		343,506.29	1,000,000.00	191,393.71	
Erika	ExperienceWorks	Workforce Dev	Active	515,628.00	Per-Capita	09/23/21				515,628.00	
	TOTAL PROJECT FUNDING			9,360,951.71			757,401.00	1,000,000.00	1,000,000.00	707,021.71	-
	Available Balance						(0.00)	(0.00)	(0.00)	292,978.29	1,292,978.29
Notes	Of the \$1,000,000 that is awarded, no more than \$250,000 can be utilized for ECB Projects.										
	ERR-Economic Resilience & Recovery Fund										
	REI-Regional Entrepreneurship Initiative										
	ECB-Enhanced Capacity Buidling										

ECB funds totaling \$250,000 are included in the \$1,000,000 Per Capita total



DATE: October 14, 2021

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Per Capita Grant Project Status – Southern Virginia Regional Alliance_Strengthening Southern Virginia’s Economy by Expanding the Inventory of Shovel Ready Sites and Institute for Advanced Learning and Research_ExperienceWorks

The Region 3 Council approved the Southern Virginia Regional Alliance’s (SVRA) business-ready sites Per Capita application this past April. The Institute for Advanced Learning and Research’s workforce development Per Capita Application was approved in July. The GO Virginia State Board approved both applications at its meeting on September 23rd.

Contract negotiations for each project are underway with the Department of Housing and Community Development GO Virginia staff. The SVRA project will be started once a companion grant from the US Economic Development Administration is approved. The IALR project will be started soon.

Attached for your reference are the media releases for each project.

RECOMMENDATION:

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

Attachments

Press Contact:
Bryan David/Region 3 Program Director
bryan.david@virginia.edu / 540.395.6504



GO Virginia Region 3 Grant to Support Expansion of SVRA Shovel-Ready Sites

October 5, 2021 – The Southern Virginia Regional Alliance (SVRA) received funding from the GO Virginia Region 3 Council and the Virginia Tobacco Region Revitalization Commission (TRRC) in support of a business site development program, paralleling that of the Virginia Economic Development's Partnership's (VEDP) site characterization program. Ten publicly-owned sites have been identified across the region which include sites in the City of Danville and the counties of Halifax, Patrick, and Pittsylvania. These sites will undergo due diligence and engineering studies to elevate their tier levels to a higher ranking while reducing risks for future business prospects. SVRA will manage the project with assistance from each locality's economic development offices. The Institute for Advanced Learning and Research will serve as the fiscal agent and administrator for these grants.

Elevating the VEDP tier designation for these sites is made possible with funding from GO Virginia Region 3 in the amount of \$1,534,900 and the TRRC in the amount of \$454,100. Together these grants will strengthen the competitive advantage for the region by having business-ready sites to attract companies and create jobs.

"A long-standing priority of the Region 3 Council supports having more sites ready to recruit business investment and create new high-wage jobs, and the project undertaken by SVRA and its member localities serves to advance this priority in an unprecedented way", said Randy Lail, Chair, GO Virginia Region 3 Council. He added, "With a demonstrated focus on collaboration by localities, this project stands as a clear example of successful economic development."

"SVRA's member localities worked hard to develop a competitive project, and we're thankful that the GO Virginia Region 3 Council, the GO Virginia State Board, the Department of Housing and Community Development, and the Tobacco Region Revitalization Commission recognized and endorsed their efforts", said Linda Green, Executive Director, Southern Virginia Region Alliance.

###

About [GO Virginia Region 3](#): GO Virginia is a statewide business-led economic development initiative with funding to invest in collaborative projects that lead to high-paying jobs in each region. The mission of GO Virginia is to encourage collaboration among business, education, and government in each region. [GO Virginia Region 3](#) is one of nine regions in Virginia and includes the Counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania and Prince Edward and the Cities of Danville and Martinsville. For more information, please visit govirginia3.org and sign up for the Region 3 monthly newsletter or connect with GO Virginia Region 3 on [Facebook](#) or [LinkedIn](#).

Press Contact:
Bryan David/Region 3 Program Director
bryan.david@virginia.edu / 540.395.6504



GO VIRGINIA REGION 3 GRANT SUPPORTS WORK-BASED LEARNING

ExperienceWorks effort will support student internships, apprenticeships, bootcamps, and teacher externships

The Institute for Advanced Learning and Research (IALR) was recently awarded over \$581,000 to lead ExperienceWorks, a work-based learning (WBL) system that leverages GO Virginia Region 3 and Tobacco Region Revitalization Commission (TRRC) investments. The system connects students and young adults to high-skill, high-wage employment opportunities through a variety of career development and WBL opportunities.

"We are grateful for these investments that support robust public and private partnerships that are required to launch the ExperienceWorks framework," said Dr. Julie Brown, Director of Advanced Learning at the Institute for Advanced Learning and Research (IALR). "ExperienceWorks aligns existing career development programs and adds capacity, providing multiple opportunities for employers to engage with students and offer hands-on, career-relevant learning and mentoring."

"The participating school divisions are excited about this opportunity to continue collaborating on programs which benefit their students, faculty, and the region's business community," said Dr. Brown. She added, "We're thankful that the GO Virginia Region 3 Council, the GO Virginia State Board, the Department of Housing and Community Development, and the Tobacco Region Revitalization Commission recognized and endorsed their efforts".

"ExperienceWorks provides targeted industries with skilled employees for high-wage, high-skill jobs to position their companies for growth and will significantly advance the Region 3 Council's priorities", said Randy Lail, Chair, GO Virginia Region 3.

GO Virginia Region 3 will support fifty percent of the cost for an Internship Coordinator and paid internships, work-readiness bootcamps, and teacher externships. The TRRC grant funds will support fifty percent of an Apprenticeship Coordinator position adding capacity for employer outreach and developing apprenticeship positions in partnership with regional employers. This initiative is targeted at high school juniors and seniors. It is designed to create a culture of understanding that apprenticeships are for everyone, with a clear benefit for employers and job seekers.

Participating K12 divisions include the Counties of Amelia, Brunswick, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Martinsville, Mecklenburg, Nottoway, Patrick, Pittsylvania, and Prince Edward, and the Cities of Danville and Martinsville.

###

About [GO Virginia Region 3](#): GO Virginia is a statewide business-led economic development initiative with funding to invest in collaborative projects that lead to high-paying jobs in each region. The mission of GO Virginia is to encourage collaboration among business, education, and government in each region. [GO Virginia Region 3](#) is one of nine regions in Virginia and includes the Counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania and Prince Edward and the Cities of Danville and Martinsville. For more information, please visit govirginia3.org and sign up for the Region 3 monthly newsletter or connect with GO Virginia Region 3 on [Facebook](#) or [LinkedIn](#).



DATE: October 14, 2021

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region 3 Council 2022 Meeting Schedule

The GO Virginia Region 3 Council will be meeting on the following dates for 2022:

- Wednesday, January 9, 2022
- Wednesday, April 19, 2022 (organizational meeting)
- Wednesday, July 19, 2022
- Wednesday, October 25, 2022

These meetings will be from 1:00 pm to 3:00 pm, with lunch available before the meeting start. Unless otherwise advised, all Region 3 Council meetings will be convened at the SOVA Innovation Hub in South Boston.

A GO Virginia Region 3 master calendar for 2022 will soon be prepared and distributed to the Region 3 Council.

RECOMMENDATION:

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