

**GOVA REGION 3  
EXECUTIVE COMMITTEE  
MEETING PACKET  
11.17.2021**



## GO Virginia Region 3 Executive Committee

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

### In-Person Meeting Info:

Date: November 17, 2021  
Time: 10:00 am – 12:00 pm  
Location: SOVA Innovation Hub  
715 Wilborn Ave. South Boston, VA

### Virtual Meeting Info:

Link: <https://tinyurl.com/nrw2badx>  
Dial-In: 1-301-715-8592  
Meeting ID: 811 2340 8232  
Password: 202011

## AGENDA

- |   |                         |
|---|-------------------------|
| I. Call to Order and Chairman's Opening Comments  | Randy Lail              |
| II. Roll Call and Confirmation of Quorum          | Deb Gosney              |
| III. Public Comments                              | 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                              | Deb Gosney              |
| <b>Old Business</b>                               |                         |
| VII. Approved Projects Update                     | Bryan David             |
| VIII. Closed Session (if needed)                  | Randy Lail              |
| a. Project Pipeline                               |                         |
| IX. 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               |
| <b>New Business</b>                               |                         |
| X. Committee Reports (none)                       |                         |
| XI. Region 3 Growth and Diversification Plan 2021 | Liz Povar<br>Nancy Pool |
| XII. Program Director's Report (none)             | Bryan David             |

## Adjourn

MINUTES

**GO VIRGINIA REGION 3  
VIRTUAL EXECUTIVE COMMITTEE MEETING  
MEETING MINUTES  
Wednesday, September 15, 2021**

The GO Virginia Region 3 Executive Committee met on Wednesday, September 15, 2021 at 10:00 a.m.

**REGULAR BUSINESS**

1. Call To Order And Chair's Opening Comments

Due to the nature of the Declaration of a State of Emergency issued under Executive Order 81 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. 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.

Chair Lail called the meeting to order at 10:00 a.m.

2. Roll Call and Confirmation of Quorum

Chair Lail declared a quorum was present.

A. Region 3 Executive Committee Members:

Members	Present	Absent
Timothy J. Clark	X	
E. Randolph Lail	X	
Charles H. Majors	X	
Sherry Swinson	X	
Lauren Willis	X	

B. Region 3 Staff in Attendance:

Name/Organization	Organization
Bryan David-Program Director	Region 3 Contract Staff/ UVA Weldon Cooper Center
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
Dr. Tammy Hurt	Institute for Advanced Learning and Research
Steve Wilkinson	CPA – Wilkinson CPA

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

5. Approval of Minutes

Chair Lail noted that the minutes of the June 16, 2021 Executive Committee 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 June 16, 2021 Executive Committee meeting be approved as presented; the motion was seconded by Charles Majors, and the minutes were approved by unanimous vote. (Ayes: Clark, Lail, Majors, Swinson, Willis; Nays: None; Abstentions: None)**

6. Financial Reports

Deborah Gosney reviewed the Financial Reports that were included in the meeting packet for period August 1, 2021 – August 30, 2021. **Sherry Swinson made a motion that the Financial Reports for period ending August 31, 2021 be approved as presented; the motion was seconded by Charles Majors, and the Financial Reports were approved unanimously. (Ayes: Clark, Lail, Majors, Swinson, Willis; Nays: None; Abstentions: None)**

**OLD BUSINESS**

7. Approved Projects Updates

Prior to the meeting and under separate cover, Bryan David provided the Executive Committee 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

#### **State-wide Competitive Projects Supported by Region 3**

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

He shared that all current projects are tracking as expected.

Mr. David announced that David Denny has been named the interim Executive Director for the Virginia Growth Alliance. Mr. Denny has extensive economic development experience. He currently is a Managing Partner with Sanford Holshouser Economic Development Consulting, LLC in Raleigh and is Owner of David W. Denny, LLC. Mr. David shared that this role could lead to collaboration the Virginia Growth Alliance resetting and refreshing its organization.

#### **8. Project Pipeline**

Chair Lail referred Executive Committee members to the Project Pipeline Report that Bryan David provided under separate cover prior to the meeting. With no questions or concerns, the Executive Committee had no discussion regarding the Report.

Chair Lail shared that two per capita grant applications — *Strengthening Southern Virginia's Economy by Expanding the Inventory of Shovel Ready Sites* and *ExperienceWorks* — will be considered before the State Board at its next meeting. Tim Clark will reach out to Senator Frank Ruff and State Board member Benjamin Davenport on behalf of Region 3 Executive Committee in support of these applications.

### **NEW BUSINESS**

#### **9. Committee Reports**

None

#### **10. GO Virginia Region 3 Policy for Members Participating Remotely and Other Meeting Management Matters**

Bryan David referred Executive Committee members to the summary memo and proposed policy distributed prior to the meeting. Mr. David shared that the transition back to in-person meetings from virtual/electronic meetings, which were allowed under Executive Order 51 for a Governor-declared state of emergency, is necessitated due to the expiration of this State of Emergency. Mr. David brought forward the need for the Region 3 Executive Committee to consider recommending a policy to the Region 3 Council which gives guidance on the conditions and the uniform procedures to be followed for a council member to participate by electronic means as provided in §2.2-3708.2 (Meetings held through electronic communication means) of the Code of Virginia. The Region 3 Council's current bylaws reference in Article IV-Section 3 that "Virtual meetings and meetings including participation by telephone and/or video conferencing may be held in accordance with the requirements of Virginia law." Executive Committee members discussed the requirements of the Code of Virginia and the necessity to formally adopt a written policy regarding the uniform application of allowances for electronic participation.

Lisa McGee shared a new interactive RSVP tool that was developed by Jennifer Morgan of GO Virginia Region 6 to collect the necessary information in compliance virtual meeting attendance. Mrs. McGee modified the form to collect other meeting logistical information. Lauren Willis requested that the form be amended to add “disability or medical condition of a family member” in order to comply with the Code of Virginia and Region 3 policy as presented.

Additionally, Executive Committee members reviewed the results of a survey Nancy Pool conducted with other GO Virginia regions regarding the frequency of their meetings as well as the manner of material distribution.

**Sherry Swinson made a motion that the GO Virginia Region 3 Policy for Members Participating Remotely, interactive form (as amended above), and information brought forth in the survey be recommended to the Full Council for adoption at the October meeting; the motion was seconded by Charles Majors. The recommendation was approved unanimously. (Ayes: Clark, Lail, Majors, Swinson, Willis; Nays: None; Abstentions: None)**

11. Approval of Region 3 Executive Committee Meeting Actions (7.21.21)

Bryan David shared summary information about matters from the July 21, 2021 discussions. As there was no quorum present to open the meeting, but a quorum was present due to the council’s new members, votes were taken to be ratified by the Executive Committee at its next meeting.

**Sherry Swinson made a motion to approve the Region 3 Executive Committee Actions taken on July 21, 2021; the motion was seconded by Charles Majors. The motion was approved unanimously. (Ayes: Clark, Lail, Majors, Swinson, Willis; Nays: None; Abstentions: None)**

**OTHER BUSINESS/ADJOURN**

There being no additional business matters to go before the GO Virginia Region 3 Executive Committee, Chair Lail adjourned the meeting at 10:54 a.m.

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

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Ernest “Randy” Lail  
Chair

# FINANCIAL REPORT



# FY21 GO VA OPERATING FUNDS

GO Virginia Region 3

Report Period: October 1, 2021 to October 31, 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 8	Total Expenses To Date	FY21 Available Funds
<b>Program Operations</b>							
Rent Expense	\$ 5,415.00	\$ -	\$ 5,415.00	\$ 2,707.50	\$ 451.25	\$ 3,158.75	\$ 2,256.25
Audit	1,170.00	-	1,170.00	-	-	-	1,170.00
SPDC UVA MOU	101,200.00	-	101,200.00	75,899.97	-	75,899.97	25,300.03
SPDC Contract Staff - Nancy Pool	7,200.00	-	7,200.00	5,150.00	975.00	6,125.00	1,075.00
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	23,795.00	3,000.00	26,795.00	5,105.00
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	3,777.95	36,972.24	30,327.76
Supplies	500.00	-	500.00	295.02	-	295.02	204.98
<b>Total Program Operations</b>	<b>237,885.00</b>	<b>(12,700.00)</b>	<b>225,185.00</b>	<b>145,558.98</b>	<b>8,204.20</b>	<b>153,763.18</b>	<b>71,421.82</b>
<b>Planning</b>							
Technical Assistance	12,115.00	12,700.00	24,815.00	21,640.00	-	21,640.00	3,175.00
<b>Total Planning</b>	<b>12,115.00</b>	<b>12,700.00</b>	<b>24,815.00</b>	<b>21,640.00</b>	<b>-</b>	<b>21,640.00</b>	<b>3,175.00</b>
<b>TOTAL</b>	<b>\$ 250,000.00</b>	<b>\$ -</b>	<b>\$ 250,000.00</b>	<b>\$ 167,198.98</b>	<b>\$ 8,204.20</b>	<b>\$ 175,403.18</b>	<b>\$ 74,596.82</b>

The Checking Account is  
is comprised of:

\$47,039.72 Local Funds - Unexpended (Martinsville/Henry County)  
259.76 Interest  
**\$47,299.48**  
(8,204.20) (Checks Submitted - Remittance 8)  
**\$39,095.28 Current Checkbook Balance**

### Checks Submitted in Remittance 8

9828 - SOVA Innovation Hub - Rent - October 2021	\$ 451.25
9829 - SPDC - Salaries - September 2021	\$ 3,777.95
9830 - Nancy Pool - Contract Services - Sept. 2021	\$ 975.00
9831 - Letterpress Comm. - Marketing - Sept. 2021	\$ 3,000.00
<b>Total Checks Submitted in Remittance 8</b>	<b>\$ 8,204.20</b>

**GO VIRGINIA REGION 3**  
**PROFIT & LOSS - FY21**  
**MARCH 1, 2021 THROUGH OCTOBER 31, 2021**

	LOCAL FUNDS	STATE FUNDS	TOTAL
<b>INCOME</b>			
Local Money - Martinsville/HC	\$ 47,039.72	\$ -	\$ 47,039.72
State Money - DHCD	-	250,000.00	250,000.00
<b>TOTAL INCOME</b>	<b>47,039.72</b>	<b>250,000.00</b>	<b>297,039.72</b>
<b>EXPENSE</b>			
<b>Program Operations</b>			
Meetings and Facilitation	-	1,145.95	1,145.95
Marketing - Letterpress	-	26,795.00	26,795.00
Rent Expense	-	3,158.75	3,158.75
Supplies	-	295.02	295.02
Audit	-	-	-
Salaries - SPDC	-	36,972.24	36,972.24
Contract Services	-	85,396.22	85,396.22
<b>Total Program Operations</b>	<b>-</b>	<b>153,763.18</b>	<b>153,763.18</b>
<b>Planning</b>			
Technical Assistance	-	21,640.00	21,640.00
<b>Total Planning</b>	<b>-</b>	<b>21,640.00</b>	<b>21,640.00</b>
<b>TOTAL EXPENSE</b>	<b>-</b>	<b>175,403.18</b>	<b>175,403.18</b>
<b>NET ORDINARY INCOME</b>	<b>47,039.72</b>	<b>74,596.82</b>	<b>121,636.54</b>
<b>Other Income</b>			
Interest	259.76	-	259.76
<b>Total Other Income</b>	<b>259.76</b>	<b>-</b>	<b>259.76</b>
<b>NET INCOME</b>	<b>\$ 47,299.48</b>	<b>\$ 74,596.82</b>	<b>\$ 121,896.30</b>

\* Income is Accrual/Expenses are Cash.



## GO-TEC 2B

GO Virginia Region 3

Report Period: October 1, 2021 to October 31, 2021

GO VIRGINIA



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

### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (DD #5)	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 16,554.36	\$ -	\$ -	\$ -	\$ 16,554.36
Administration	\$ 248,315.35	\$ 108,269.42	\$ 16,338.00	\$ 124,607.42	\$ 123,707.93
Equipment	\$ 2,430,751.29	\$ 1,165,700.79	\$ 115,771.78	\$ 1,281,472.57	\$ 1,149,278.72
Salaries	\$ 791,120.00	\$ 261,646.83	\$ 100,145.81	\$ 361,792.64	\$ 429,327.36
Travel	\$ 89,000.00	\$ 16,244.45	\$ 1,922.36	\$ 18,166.81	\$ 70,833.19
<b>Totals</b>	<b>\$ 3,575,741.00</b>	<b>\$ 1,551,861.49</b>	<b>\$ 234,177.95</b>	<b>\$ 1,786,039.44</b>	<b>\$ 1,789,701.56</b>

### 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
<b>Totals</b>	<b>\$ 2,625,918.79</b>	<b>\$ 1,900,963.56</b>	<b>\$ 63,746.00</b>	<b>\$ 1,964,709.56</b>	<b>\$ -</b>	<b>\$ 1,964,709.56</b>	<b>\$ 661,209.23</b>

\* 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 50% complete.

# IALR COMMON PLATFORM

GO Virginia Region 3

Report Period: October 1, 2021 to October 31, 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
<b>Totals</b>	<b>\$ 90,140.00</b>	<b>\$ 84,126.96</b>	<b>\$ -</b>	<b>\$ 84,126.96</b>	<b>\$ 6,013.04</b>

## 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
<b>Totals</b>	<b>\$ 122,808.00</b>	<b>\$ 96,055.05</b>	<b>\$ -</b>	<b>\$ 96,055.05</b>	<b>\$ -</b>	<b>\$ 96,055.05</b>	<b>\$ 26,752.95</b>

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

Status: The project is complete. The final drawdown was submitted to the SPDC on 10/25/21, but it had not been reviewed and submitted into CAMS as of 10/31/21.  
IALR has until December 30, 2021 to submit close-out reports.



## REGION 3 BRIDGE TO RECOVERY

GO Virginia Region 3

Report Period: October 1, 2021 to October 31, 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	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Totals</b>	<b>\$ 925,000.00</b>	<b>\$ 64,929.50</b>	<b>\$ -</b>	<b>\$ 64,929.50</b>	<b>\$ 860,070.50</b>

### 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
<b>Totals</b>	<b>\$ 1,211,500.00</b>	<b>\$ 115,440.80</b>		<b>\$ 115,440.80</b>	<b>\$ -</b>	<b>\$ 115,440.80</b>	<b>\$ 1,096,059.20</b>

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

Status: Drawdown #1 paid.

73 Suppliers have been prequalified.

76 approved applications, \$636,000.

## MBC Middle Mile Project

GO Virginia Region 3

Report Period: October 1, 2021 to October 31, 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
<b>Totals</b>	<b>\$ 100,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 100,000.00</b>

### 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
<b>Totals</b>	<b>\$ 900,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 900,000.00</b>

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

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

Status: A draft engineering agreement was submitted by Timmons Group on 10/26/21. MBC must seek concurrence from their attorney and 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: October 1, 2021 to October 31, 2021

GO VIRGINIA



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

### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown	Total Paid After Remittance	Available Funds
Entrepreneurship training	\$ 110,000.00	\$ -	\$ 12,966.38	\$ 12,966.38	\$ 97,033.62
Youth entrepreneurship program	\$ 75,000.00	\$ -	\$ -	\$ -	\$ 75,000.00
Program branding/marketing	\$ 115,000.00	\$ -	\$ 14,875.00	\$ 14,875.00	\$ 100,125.00
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	\$ -	\$ 2,509.65	\$ 2,509.65	\$ 80,000.00
Administrative Fee - R3 Support Org (SPDC)	\$ 24,000.00	\$ -	\$ -	\$ -	\$ 24,000.00
<b>Totals</b>	<b>\$ 449,000.00</b>	<b>\$ -</b>	<b>\$ 30,351.03</b>	<b>\$ 30,351.03</b>	<b>\$ 421,158.62</b>

### 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
<b>Totals</b>	<b>\$ 280,000.00</b>	<b>\$ 65,837.93</b>	<b>\$ -</b>	<b>\$ 65,837.93</b>	<b>\$ -</b>	<b>\$ 65,837.93</b>	<b>\$ 214,162.07</b>

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

Status: Project awarded on April 1, 2021.

DD#1 Submitted.

## ExperienceWorks Project

GO Virginia Region 3

Report Period: October 1, 2021 to October 31, 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
Administration - SPDC	\$ 15,018.00	\$ -	\$ -	\$ -	\$ 15,018.00
Administration - IALR	\$ 37,082.00	\$ -	\$ -	\$ -	\$ 37,082.00
Contract Services	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00
Fringe Benefits	\$ 21,000.00	\$ -	\$ -	\$ -	\$ 21,000.00
Salaries	\$ 60,000.00	\$ -	\$ -	\$ -	\$ 60,000.00
Supplies	\$ 10,500.00	\$ -	\$ -	\$ -	\$ 10,500.00
Taxes and Insurance	\$ 19,278.00	\$ -	\$ -	\$ -	\$ 19,278.00
Travel	\$ 12,000.00	\$ -	\$ -	\$ -	\$ 12,000.00
Other - Internship Stipends	\$ 252,000.00	\$ -	\$ -	\$ -	\$ 252,000.00
Other - EXCITE Teacher Stipends	\$ 30,000.00	\$ -	\$ -	\$ -	\$ 30,000.00
Other - Business Meals for Sector Camp	\$ 13,500.00	\$ -	\$ -	\$ -	\$ 13,500.00
Other - Work Readiness Bootcamps	\$ 20,250.00	\$ -	\$ -	\$ -	\$ 20,250.00
<b>Totals</b>	<b>\$ 515,628.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 515,628.00</b>

### 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
<b>Totals</b>	<b>\$ 257,814.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 257,814.00</b>

GOVA Grant Agreement Term = October 1, 2021 - September 30, 2023

Status: Project awarded on October 1, 2021.



**Strengthening Southern Virginia's Economy  
by  
Expanding the Inventory of Shovel Ready Sites**

GO Virginia Region 3

Report Period: October 1, 2021 to October 31, 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
Administration - SPDC	\$ 35,000.00	\$ -	\$ -	\$ -	\$ 35,000.00
Administration - IALR	\$ 21,800.00	\$ -	\$ -	\$ -	\$ 21,800.00
Architectural and Engineering Fees	\$ 1,478,100.00	\$ -	\$ -	\$ -	\$ 1,478,100.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
<b>Totals</b>	<b>\$ 1,534,900.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,534,900.00</b>

**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
<b>Totals</b>	<b>\$ 1,323,800.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,323,800.00</b>

GOVA Grant Agreement Term = October 1, 2021 - September 30, 2023

Status: Project awarded on October 1, 2021.

**OLD BUSINESS**

**APPROVED PROJECT UPDATE**



**DATE:** November 10th, 2021

**TO:** GO Virginia Region 3 Executive Committee

**FROM:** R. Bryan David, Program Director

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

**RE: Approved Projects Update**

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For your review, updated progress reports for the following approved projects will be sent under separate cover before the September 15<sup>th</sup> 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

**RECOMMENDATION:**

For the Region 3 Executive Committee's information.

# PROJECT PIPELINE



**DATE:** November 10, 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**

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The updated Project Pipeline Report will be provided under separate cover before the November 17<sup>th</sup> meeting.

**RECOMMENDATION:**

For the Region 3 Executive Committee's information.

**NEW BUSINESS**


# REGION 3 G&D PLAN 2021





**DATE:** November 10, 2021

**TO:** GO Virginia Region 3 Executive Committee

**FROM:** R. Bryan David, Program Director 

**RE: Region 3 Growth and Diversification Plan 2021**

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The 2021 Growth and Diversification Plan update has been under development by Liz Povar and Nancy Pool for the last number of months. The Region 3 Council and Executive Committee have received periodic updates about the progress made on the plan development and several interim findings.

Liz has prepared summary slides of the strategies under development for the Executive Committee review in advance of the November 17<sup>th</sup> meeting. She is looking to engage committee members in discussing these proposed strategies. As previously communicated, the final Growth and Diversification Plan 2021 will be presented to the Executive Committee at its meeting on December 15<sup>th</sup> for approval for submission to the Department of Housing and Community Development's GO Virginia staff. The Region 3 Council will consider the final plan for adoption at the Council's meeting on January 19, 2022.

Liz Povar and Nancy Pool will lead the Executive Committee's discussion of the strategies and other elements of the plan at the November 17<sup>th</sup> meeting.

**RECOMMENDATION:**

For the Region 3 Council's information.

Attachment





# Discussion Deck Growth & Diversification Plan 2021



# Recommendations

## **Project Investments**

*Required by Code of Virginia*

## **Leadership Development**

*Necessary for the Future of Region*

# Recommendations for Project Investments

- Maintain **sectoral direction** with refinements
  - Sectors (broadened, remove NAICS boundaries)
    - Business services/IT data centers
    - Advanced manufacturing
    - Advanced materials
    - High value natural resource products
    - Health care
    - Cross-walk sectors (i.e. Controlled Environmental Agriculture; Unmanned and Autonomous Vehicles; Environmental Technologies)
  - Investigate **emerging** sectors through a refined research process
  - Act on recommendations in the High Value Natural Resource Products Deep Dive

# Recommendations for Project Investments

- Maintain **talent** direction with refinements:
  - Monitor and advance implementation of GO TEC
  - Support sector-based partnerships
  - **Identify investment areas for which talent and skills** can be cross-walked (see Sectors slide)
  - Build toward apprenticeship system using ExperienceWorks as the catalyst (moves toward implementation of the Apprenticeship Deep Dive)
  - Investigate the concept of a Talent **Attraction and Retention** strategy

# Recommendations for Project Investments

- Maintain **entrepreneurship and innovation** direction with refinements:
  - Monitor and **assess the outcomes** of the EI strategy and its projects
  - Ensure the Region receives funding from the **CIT Regional Innovation Fund**
  - Build on the **health care & agri-business** sectors
  - Assess and support **emerging sectors** (see Sectors slide)
  - Build on the hub & spoke model of the EI strategy so that the **Location Concentration Scale** moves the “*moderate*” and “*limited*” localities toward the designation of “*significant*”

# Recommendations for Project Investments

- Maintain **sites & buildings** direction with refinements:
  - Intentionally focus efforts to support **regional economic development** systems in the eastern and northern sub-regions that can serve as the mechanism to address the lack of **business-ready sites**
  - Continue to support the “**tiering-up**” of existing business-ready sites
  - Address the lack of prepared sites for **business services and health care locations** (strongest growth sectors)
  - Continue to support efforts to build on **unique real estate** assets in the Region



# Recommendations for Leadership Development

- Council Operational Capacity
  - **Ensure a strong and sustained Council** with a long-term vision
    - Funding
    - Council leadership
  - **Convene, educate, and build regional coalitions** (use Council's *SuperPower*)
    - CAOs and Mayors/Chairmen
    - Economic Developers
    - Young Leaders
    - Superintendents/School Board Chairmen
    - Chamber Executives/Board Chairmen
  - **Manage and monitor**
    - Broadband infrastructure deployment
    - Current project investments

# Recommendations for Leadership Development

- Council Operational Capacity
  - **Communicate** effectively to internal and external audiences
    - Utilize the communication strategy to educate citizens and civic leaders by sharing best practices, showcasing successes
    - Utilize the communication strategy to position the region visibly and positively to external audiences to induce investment and talent growth
    - Promote previously-funded successful platforms (GO TEC, Bridge to Recovery, SOVA RISE) to external audiences
  - **Anticipate** the future
    - Look for opportunities to engage with other Regions both within and outside Virginia, that can build economic strength and career pathways for citizens.
    - Stay attuned to national and international trends that impact the Region.

# Timeline

- 10-19-2021: Council review of recommendations
- 11-15-2021: Executive Committee meeting; review written plan
- 12-15-2021: Executive Committee meeting; approve plan contingent on approval by Council in January
- 12-17-2021: Plan shared with Council
- 12-17-2021: Plan shared with Virginia Department of Housing & Community Development
- 12-17-2021 – 1-7-2022: Executive summary and strategies on website, available for comments
- 1-19-2022: Council meeting; approve final plan