



GO Virginia Region 3 Council Meeting

Date and Time: June 20, 2022
1:00 pm – 3:00 pm
Location: SOVA Innovation Hub
715 Wilborn Avenue
South Boston, VA 24592

Virtual Link: <https://tinyurl.com/55fnufs>
Meeting ID: 3390115898
Password: 202011

Purpose Statement

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

AGENDA

- | | |
|---|-------------|
| I. Call to Order and Chairman's Opening Comments | Tim Clark |
| II. Roll Call and Confirmation of Quorum | Bryan David |
| III. Public Comments | Tim Clark |
| a. Previously Submitted | |
| b. Submitted During Virtual Meeting | |
| IV. Declaration of Conflicts of Interest | Tim Clark |
| V. Approval of Meeting Minutes and Notes | Tim Clark |
| VI. Financial Report | Bryan David |
| VII. GO Virginia Region 3 Project Funding Matrix Report | Bryan David |

Special Appearances and Presentations

- | | |
|--|-----------|
| VIII. Recognition of Randy Lail | Tim Clark |
| IX. Comments from Dwayne Yancey, Editor, Cardinal News | Tim Clark |
| X. ExperienceWorks – Dr. Julie Brown, Director of Advanced Learning, and Jesse Vernon, Program Manager, Advanced Learning_Institute for Advanced Learning and Research | |

Old Business

- | | |
|--|-------------|
| XI. Approved Projects Update | Bryan David |
| a. Mid-Atlantic Broadband Communities Corporation Middle Mile Fiber Expansion Project Revision (GO VA Regions 3 & 4) | |
| XII. Project Pipeline | Bryan David |
| a. Closed Meeting (if needed) | |



AGENDA (continued)

New Business

- XIII. Committee Reports
 - a. Nominating Committee

Tim Clark

Program Director's Report

Bryan David

- XIV. GO Virginia Region 3 Council Service Agreements with Southside Planning District Commission, the Weldon Cooper Center for Public Service, Letterpress Communications for Marketing, Website, and Public Relations
- XV. 2022 All Hands Meeting Review and 2023 All Hands Meeting Planning
- XVI. FY2022-2023 GO Virginia State Budget Appropriation
- XVII. 2022 Amendments to Electronic Public Meeting Statute

Adjourn

MINUTES

GO VIRGINIA REGION 3 FULL COUNCIL MEETING
MEETING MINUTES
Wednesday, April 20, 2022

REGULAR BUSINESS

- Call To Order

Chair Lail called the GO Virginia Region 3 Full Council meeting to order on April 20, 2022 at 12:00 p.m. Chair Lail welcomed everyone to the GO Virginia Region 3 Council meeting. The agenda items for this meeting are considered essential to the overall operation of GO Virginia Region 3.

- Roll Call and Confirmation of Quorum

Chair Lail declared a quorum was present.

Region 3 Council Members

Members	In Person	Virtual	Absent	Members	In Person	Virtual	Absent
Alfreda Reynolds	X			Lauren Willis	X		
Amy Griffin	X			Melody Foster	X		
Charles Majors	X			Robert Bates	X		
James McClain			X	Scott Burnette	X		
Jeff Reed			X	Sherry Swinson		X	
Jeremy Satterfield	X			Tim Hall	X		
John Parkinson	X			Timothy Clark	X		
Karl Stauber	X			Randolph Lail	X		
Keith Harkins			X	Rhonda Hodges	X		

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

Guests in Attendance

Name	Organization
Hamilton Lombard	Program Manager for the Demographics research Group at UVA's Weldon Cooper Center for Public Service

- Public Comments

No written or verbal public comments were received.

- 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
Melody Foster	Longwood University, SOVA Innovation Hub, and Mid-Atlantic Broadband

- Approval of Minutes

Chair Lail noted that the minutes of the January 19, 2022 Full Council meeting were received via email prior to the meeting and included in the meeting packet. Scott Burnette made a motion that the minutes from the January 19, 2022 Full Council meeting be approved as presented; the motion was seconded by Karl Stauber and was approved by unanimous vote.

- Financial Reports

Deborah Gosney reviewed the Financial Reports that were included in the meeting packet for period March 1, 2022 to March 31, 2022. Charles Majors made a motion that the Financial Reports for period ending March 31, 2022 be approved as presented; the motion was seconded by Scott Burnette and was approved by unanimous vote.

- GO Virginia Region 3 Project Funding Matrix Report

Deborah Gosney reviewed the Project Matrix that was included in the meeting packet for the period.

SPECIAL APPEARANCES & PRESENTATIONS

- The Region 3 Council recognized Karl Stauber and Roger Scott with a formal resolution for their able assistance and support with the Council's work since 2017.
- Hamilton Lombard, Estimates Program Manager for the Demographics Research Group at UVA's Weldon Cooper Center for Public Service, presented his findings on population decline in rural Virginia from the 2020 US Census.

OLD BUSINESS

- Approved Projects Updates

Prior to the meeting, and in an email sent separately from the meeting packet, Bryan David provided Council members with updates on the approved projects. Randy Lail asked members for questions or comments; there being none, there was no discussion regarding the updates.

- Project Pipeline Updates

Prior to the meeting, and in a confidential email sent separately from the meeting packet, Bryan David provided Council members with updates on the project pipeline. Randy Lail asked members for questions or comments; there being none, there was no discussion regarding the updates.

NEW BUSINESS

- Nominating Committee Report

At the Region 3 Council meeting in April 2021, the Nominating Committee recommended that Tim Clark become Chair and Randy Lail become Vice-Chair for 2022-2023 term. They also agreed that an announced succession plan for the Council's leadership would best serve Region 3. The Region 3 Council concurred with this recommendation. Tim Clark and Randy Lail each confirmed their agreement to continue with the succession plan and serve as Chair and Vice-Chair, respectively, for 2022-2023.

The Nominating Committee also advised the Council that Alfreda Reynolds has agreed to fill the vacancy on the Entrepreneurship and Innovation Committee left by Roger Scott, who resigned from Council in 2021. Charles Majors made a motion that Tim Clark serve as Chair and Randy Lail serve as Vice-Chair for the 2022-2023 term and to appoint Alfreda Reynolds to serve on the Entrepreneurship and Innovation Committee; the motion was seconded by Lauren Willis and was approved by unanimous vote.

- Proposed FY 2022-2023 GO Virginia Region 3 Council Budget

The FY 2022-2023 Budget was presented to the Council. Tim Clark made a motion to adopt the budget as presented subject to staff revisiting numbers and presenting to the Executive Committee; the motion was seconded by Scott Burnette and was approved by unanimous vote.

- Program Director's Report

- Liz Povar presented a Growth & Diversification Plan dashboard to the Council to monitor the progress of G&D Plan objectives and priorities.
- The following updates were given on previously pending projects:
 - Mid-Atlantic Broadband Communities Corp. – Middle Mile Expansion Project – The GO Virginia State Board approved the project at a special meeting on March 10th and granted a waiver from the local match requirement as requested by GO VA Regions 3 and 4. A companion grant application is pending with the US Economic Development Administration.
 - Virginia Growth Alliance's Refresh Project – The Department of Housing and Community Development GO Virginia staff administratively approved this project on April 11th.
 - The Virginia College Fund's Gupton Initiative – The Department of Housing and Community Development (DHCD) GO Virginia staff has had this project under since its submission in mid-March. A review meeting was held with DHCD GO Virginia staff, the project's principals, and GO Virginia Region 3 and 4 staff on April 11th. This meeting appears to have resolved the DHCD staff's outstanding questions, and the project may be in a posture for administrative approval.
- The 2022 All Hands Meeting planning continues with the launch of the registration website, distribution to likely attendees, event program finalization, implementation of the social media plan, and other related logistics. The Governor is unavailable to attend. The Office of Commerce and Trade will be providing the keynote speaker.

CLOSED SESSION

Call for Closed Session

Pursuant to the Personnel Exemption §2.2-3711(A)(1) of the Code of Virginia and on the motion of Melanie Foster, second by Amy Griffin, the GOVA Region 3 Council entered into Closed Session to discuss personnel matters. By roll call vote, all members present voted affirmatively and the Council entered a Closed Session.

There was no action taken while in Closed Session on the Personnel matters.

Return to Open Session

The Closed Session concluded after fifteen minutes. Chair Lail requested a return to Open Session and for Council members to certify that, “To the best of each member's knowledge (i) only public business matters lawfully exempted from open meeting requirements under this chapter and (ii) only such public business matters as were identified in the motion by which the closed meeting was convened were heard, discussed, or considered in the meeting by the public body. Any member of the public body who believes that there was a departure from the requirements of clauses (i) and (ii), shall so state prior to the vote, indicating the substance of the departure that, in their judgment, has taken place.” A motion was made by

Charles Majors, second by Amy Griffin, to certify the Executive Session. By roll call, all members present voted affirmatively.

Action on Closed Session Items

A motion was made by Scott Burnett, second by Tim Clark, to accept the Personnel matter recommendations made during the Closed Session held April 20, 2022. By roll call, all members present voted affirmatively.

OTHER BUSINESS

None

ADJOURN

There being no additional business matters to go before the GO Virginia Region 3 Council, Chair Lail adjourned the meeting at 2:00 p.m.

These minutes were approved on [REDACTED].

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

Tim Clark, GOVA Region 3 Council
Chair

FINANCIAL REPORT

FY22 GO VIRGINIA OPERATING FUNDS

GO Virginia Region 3

Report Period: June 1, 2022 to June 30, 2022

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

FY 22 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Previously Paid Expenses	DHCD Request Submitted in Remittance 2	DHCD Request To Be Submitted in Remittance 3	Total Expenses To Date	FY22 Available Funds
Program Operations						
Audit	\$ 1,170.00	\$ -	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation						
All Hands Meeting	-	-	-	-	-	-
Council Meetings	1,500.00	321.32	-	59.50	380.82	1,119.18
Total Meetings & Facilitation	1,500.00	321.32	-	59.50	380.82	1,119.18
Supplies	500.00	-	-	-	-	500.00
Salaries - SPDC	80,000.00	12,429.92	6,586.63	-	19,016.55	60,983.45
Contract Services						
SPDC UVA MOU	101,200.00	-	25,299.99	25,299.99	50,599.98	50,600.02
SPDC Contract Staff - Riverlink	9,000.00	1,500.00	-	1,500.00	3,000.00	6,000.00
SPDC Contract Staff - Nancy Pool	7,200.00	1,162.50	-	525.00	1,687.50	5,512.50
Total Contract Services	117,400.00	2,662.50	25,299.99	27,324.99	55,287.48	62,112.52
Marketing - Letterpress	31,900.00	4,470.00	4,110.00	-	8,580.00	23,320.00
Rent - SOVA Innovation Hub	5,415.00	902.50	-	-	902.50	4,512.50
Total Program Operations	237,885.00	20,786.24	35,996.62	27,384.49	84,167.35	153,717.65
Planning						
Technical Assistance						
All Hands Meeting	12,115.00	11,240.00	-	-	11,240.00	875.00
Total Planning	12,115.00	11,240.00	-	-	11,240.00	875.00
TOTAL	\$ 250,000.00	\$ 32,026.24	\$ 35,996.62	\$ 27,384.49	\$ 95,407.35	\$ 154,592.65

The Checking Account is
is comprised of:

\$47,039.72	Local Funds - Unexpended (Martinsville/Henry County)
267.80	Interest
\$47,307.52	
(35,996.62)	Checks Submitted in Remittance 2 (June 23, 2022)
\$ 11,310.90	Checkbook Balance (Checks in Remittance 3 have not been released yet.)

Checks Submitted in Remittance 2	
9849 - UVA MOU - January 2022 to March 2022	\$ 25,299.99
9851 - SPDC - Salaries - May 2022	6,586.63
9852 - Letterpress - Marketing - May 2022	4,110.00
Total Checks Submitted in Remittance 2	\$ 35,996.62

Checks To Be Submitted in Remittance 3	
9853 - UVA MOU - April to June 2022	\$ 25,299.99
9854 - Nancy Pool - May 2022	\$ 525.00
9855 - The Riverlink Group - April and May 2022	\$ 1,500.00
9856 - SPDC - Reimbursement for Meeting Meals	\$ 59.50
Total Checks To Be Submitted in Remittance 3	\$ 27,384.49

FY21 GO VIRGINIA OPERATING FUNDS

GO Virginia Region 3

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



FY 21 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Previously Paid Expenses	DHCD Request Remittance 4	Total Expenses To Date	FY21 Available Funds
Program Operations					
Audit	\$ 1,170.00	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation					-
All Hands Meeting	-	-	-	-	-
Council Meetings	1,500.00	-	-	-	1,500.00
Total Meetings & Facilitation	1,500.00	-	-	-	1,500.00
Supplies	500.00	-	-	-	500.00
Salaries - SPDC	80,000.00	14,276.02	4,389.34	18,665.36	61,334.64
Contract Services					
SPDC UVA MOU	101,200.00	25,299.99	25,299.99	50,599.98	50,600.02
SPDC Contract Staff - Riverlink	9,000.00	3,371.25	-	3,371.25	5,628.75
SPDC Contract Staff - Nancy Pool	7,200.00	4,200.00	-	4,200.00	3,000.00
Total Contract Services	117,400.00	32,871.24	25,299.99	58,171.23	59,228.77
Marketing - Letterpress	31,900.00	13,525.00	2,160.00	15,685.00	16,215.00
Rent - SOVA Innovation Hub	5,415.00	1,353.75	-	1,353.75	4,061.25
Total Program Operations	237,885.00	62,026.01	31,849.33	93,875.34	144,009.66
Planning					
Technical Assistance					
G & D Plan Update	1,675.00	725.00	950.00	1,675.00	-
Website/Roadshow	5,125.00	5,125.00	-	5,125.00	-
EII Infographic	800.00	800.00	-	800.00	-
Other	4,515.00	225.00	-	225.00	4,290.00
All Hands Meeting	-	-	-	-	-
Total Planning	12,115.00	6,875.00	950.00	7,825.00	4,290.00
TOTAL	\$ 250,000.00	\$ 68,901.01	\$ 32,799.33	\$ 101,700.34	\$ 148,299.66

The Checking Account is \$47,039.72 Local Funds - Unexpended (Martinsville/Henry County)
is comprised of: _____ 257.71 Interest
\$47,297.43
 _____ (32,799.33) Checks Submitted in Remittance 4
\$ 14,498.10

Checks Submitted in Remittance 4	
9803 - Letterpress - May 2021	\$ 3,110.00
9804 - UVA MOU - Contract Services	25,299.99
9805 - SPDC - May 2021 Salaries	4,389.34
Total Checks Submitted in Remittance 4	\$ 32,799.33

GO VIRGINIA REGION 3
OPERATING FUNDS
FY22 PROFIT and LOSS
April 1, 2022 - June 30, 2022

	<u>LOCAL FUNDS</u>	<u>STATE FUNDS</u>	<u>TOTAL</u>
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	-	380.82	380.82
Marketing - Letterpress	-	8,580.00	8,580.00
Rent Expense	-	902.50	902.50
Supplies	-	-	-
Audit	-	-	-
Salaries - SPDC	-	19,016.55	19,016.55
Contract Services	-	55,287.48	55,287.48
Total Program Operations	-	84,167.35	84,167.35
Planning			
Technical Assistance	-	11,240.00	11,240.00
Total Planning	-	11,240.00	11,240.00
TOTAL EXPENSE	-	95,407.35	95,407.35
NET ORDINARY INCOME	47,039.72	154,592.65	201,632.37
Other Income			
Interest	267.80	-	267.80
Total Other Income	267.80	-	267.80
NET INCOME	\$ 47,307.52	\$ 154,592.65	\$ 201,900.17

* Income is Accrual/Expenses are Cash.

GO-TEC 2B

GO Virginia Region 3

Report Period: June 1, 2022 to June 30, 2022

Most Recent Draw: DD#9 on 6/17/2022

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD# 9)	Current Total Paid To Date	Grant Balance
Project Monitoring/Reporting	\$ 16,554.36	\$ 1,691.66	\$ 575.23	\$ 2,266.89	\$ 14,287.47
Administration	\$ 248,315.35	\$ 206,050.15	\$ 4,006.53	\$ 210,056.68	\$ 38,258.67
Equipment	\$ 2,430,751.29	\$ 2,071,635.97	\$ 18,626.16	\$ 2,090,262.13	\$ 340,489.16
Salaries	\$ 791,120.00	\$ 620,593.74	\$ 23,729.16	\$ 644,322.90	\$ 146,797.10
Travel	\$ 89,000.00	\$ 55,104.52	\$ 11,065.06	\$ 66,169.58	\$ 22,830.42
Totals	\$ 3,575,741.00	\$ 2,955,076.04	\$ 58,002.14	\$ 3,013,078.18	\$ 562,662.82

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match*	Previous Match Total To Date	Current Draw Match (DD#9)	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 2,625,918.79	\$ 2,625,918.79	\$ -	\$ 2,625,918.79	\$ -	\$ 745,414.47	\$ 3,371,333.26

** 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 - September 30, 2022

Status: GOVA funds are 80% expended. DD#9 has been submitted. An extension has been approved through September 30, 2022.

BRIDGE TO RECOVERY

GO Virginia Region 3

Report Period: June 1, 2022 to June 30, 2022

Most Recent Draw: DD#3 on 5/23/2022

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#3)	Current Total Paid To Date	Grant Balance
Project Monitoring/Reporting	\$ 25,000.00	\$ 4,044.82	\$ 2,689.17	\$ 6,733.99	\$ 18,266.01
Administration	\$ 87,629.97	\$ 37,280.81	\$ 10,579.27	\$ 47,860.08	\$ 39,769.89
Construction	\$ -	\$ -		\$ -	\$ -
Contract Services	\$ 400,000.00	\$ 27,012.88	\$ 9,402.80	\$ 36,415.68	\$ 363,584.32
Fringe Benefits	\$ 43,052.22	\$ 9,264.20	\$ 20,555.41	\$ 29,819.61	\$ 13,232.61
Salaries	\$ 74,005.81	\$ 21,505.75	\$ 17,500.02	\$ 39,005.77	\$ 35,000.04
Other: Collaborative Support	\$ 69,957.00	\$ 38,750.00	\$ 1,250.00	\$ 40,000.00	\$ 29,957.00
Other: Subscriptions	\$ 61,683.00	\$ 39,271.77	\$ 9,627.02	\$ 48,898.79	\$ 12,784.21
Other: Website Updates	\$ 8,000.00	\$ 1,125.00	\$ 6,000.00	\$ 7,125.00	\$ 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	\$ 178,255.23	\$ 77,603.69	\$ 255,858.92	\$ 669,141.08

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 1,211,500.00	\$ 419,082.30	\$ 85,394.41	\$ 504,476.71	\$ 707,023.29	\$ -	\$ 504,476.71

GOVA Grant Agreement Term = July 1, 2020 - December 31, 2022*.

Status: DD#3 has been paid by DHCD. A budget revision was approved shifting match funds among categories. A project extension has been approved through December 31, 2022.

MBC Middle Mile Project - Planning

GO Virginia Region 3	
Report Period: June 1, 2022 to June 30, 2022	
Most Recent Draw: DD#3 on 6/10/2022 and DD #4 on 6/27/2022	

GO VIRGINIA GRANT FUNDS					
Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#3 and 4)	Current Total Paid To Date	Grant Balance
Planning/Assessment	\$ 100,000.00	\$ 27,743.68	\$ 15,079.00	\$ 42,822.68	\$ 57,177.32
Totals	\$ 100,000.00	\$ 27,743.68	\$ 15,079.00	\$ 42,822.68	\$ 57,177.32

REQUIRED MATCHING FUNDS							
Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 900,000.00	\$ 249,693.12	\$ 135,711.00	\$ 385,404.12	\$ 514,595.88	\$ -	\$385,404.12

GOVA Grant Agreement Term = October 1, 2020 - December 31, 2022

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

Status: Design is 25% complete. MBC recently submitted an ARPA-EAA grant to EDA for installation of 69 miles of broadband

SoVa Innovation Hub: E&I Implementation (EII)

GO Virginia Region 3	
Report Period: June 1, 2022 to June 30, 2022	
Most Recent Draw: DD#2 on 12/13/2021	

GO VIRGINIA GRANT FUNDS					
Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#2)	Current Total Paid To Date	Grant Balance
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	\$ 3,975.44	\$ 18,850.44	\$ 96,149.56
Regional scorecard implementation	\$ 5,000.00	\$ -	\$ 86.80	\$ 86.80	\$ 4,913.20
Farmville innovation space planning	\$ 40,000.00	\$ -		\$ -	\$ 40,000.00
Out-of-region consultants	\$ 80,000.00	\$ 2,509.65		\$ 2,509.65	\$ 77,490.35
SPDC Project Monitoring & Reporting	\$ 24,000.00	\$ -	\$ 407.45	\$ 407.45	\$ 23,592.55
Totals	\$ 449,000.00	\$ 30,351.03	\$ 4,469.69	\$ 34,820.72	\$ 414,179.28

REQUIRED MATCHING FUNDS							
Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 280,000.00	\$ 66,014.35	\$ 176.42	\$ 66,190.77	\$ 213,809.23	\$ -	\$ 66,190.77

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

Status: Last remittance request: 12/2021.

ExperienceWorks Project

GO Virginia Region 3

Report Period: June 1, 2022 to June 30, 2022

Most Recent Draw: DD#2 on 6/22/2022

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#2)	Current Total Paid To Date	Grant Balance
Administration - SPDC	\$ 15,018.00	\$ 745.38	\$ 595.00	\$ 1,340.38	\$ 13,677.62
Administration - IALR	\$ 37,082.00	\$ 589.04	\$ 1,296.40	\$ 1,885.44	\$ 35,196.56
Contract Services	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00
Fringe Benefits	\$ 21,000.00	\$ 1,738.04	\$ 3,604.94	\$ 5,342.98	\$ 15,657.02
Salaries	\$ 60,000.00	\$ 5,624.96	\$ 12,599.98	\$ 18,224.94	\$ 41,775.06
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
Totals	\$ 515,628.00	\$ 8,697.42	\$ 18,096.32	\$ 26,793.74	\$ 488,834.26

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 257,814.00	\$ 8,129.70	\$ 12,320.29	\$ 20,449.99	\$ 237,364.01	\$ -	\$ 20,449.99

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

Status: DD#2 has been submitted.

SVRA Site Development (Shovel Ready Sites)

GO Virginia Region 3	
Report Period: June 1, 2022 to June 30, 2022	
Most Recent Draw: No Draws to Date	

GO VIRGINIA GRANT FUNDS					
Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#)	Current Total Paid To Date	Grant Balance
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
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 1,534,900.00	\$ -	\$ -	\$ -	\$ 1,534,900.00

REQUIRED MATCHING FUNDS							
Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 1,323,800.00	\$ -	\$ -	\$ -	\$ 1,323,800.00	\$ -	\$ -

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

Status: No remittance to date.

Controlled Environment Ag (CEA)

GO Virginia Region 3	
Report Period: June 1, 2022 to June 30, 2022	
Most Recent Draw: No Draws to Date	

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#)	Current Total Paid To Date	Grant Balance
Planning	\$ 77,803.00	\$ -	\$ -	\$ -	\$ 77,803.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 77,803.00	\$ -	\$ -	\$ -	\$ 77,803.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 38,543.00	\$ -	\$ -	\$ -	\$ 38,543.00	\$ -	\$ -

GOVA Grant Agreement Term = March 15, 2022 - March 14, 2023

Project start date: March 15, 2022

Status: No activity to date.

Virginia's Growth Alliance (VGA) Refresh/Restart

GO Virginia Region 3

Report Period: June 1, 2022 to June 30, 2022

Most Recent Draw: No Draws to Date

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#)	Current Total Paid To Date	Grant Balance
Project Monitoring & Reporting (SPDC)	\$ 1,000.00	\$ -	\$ -	\$ -	\$ 1,000.00
Studies	\$ 99,000.00	\$ -	\$ -	\$ -	\$ 99,000.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Match Total To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 51,000.00	\$ -	\$ -	\$ -	\$ 51,000.00	\$ -	\$ -

GOVA Grant Agreement Term: May 1, 2022 to April 30, 2023

Project Start Date: 5/1/2022

Status: No remittance to date.

MBC Middle Mile Construction

GO Virginia Region 3

Report Period: June 1, 2022 to June 30, 2022

Most Recent Draw: No Draws to Date

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#)	Current Total Paid To Date	Grant Balance
Construction	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Match Total To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00	\$ -	\$ -

GOVA Grant Agreement Term: May 2022 to July 2024

Project Approval Date: 3/10/2022

Status: EDA application for \$4M denied, pursuing NTIA funding.

PROJECT FUNDING MATRIX

GO VIRGINIA REGION 3 PER-CAPITA PROJECTS

PDC Assigned Staff	Project Name	G & D Plan Investment Strategy	Project Status	Amount Funded	Budget Project Type	Date of Award	FY18	FY19	FY20	FY21	FY22
							Per Capita	Per Capita	Per Capita	Per Capita	Per Capita
							757,401	1,000,000	1,000,000	1,000,000	1,000,000
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	79,819.80	Per Capita-ECB	07/25/18	79,919.80				
Sangi	GO TEC Phase 2A	Workforce Dev	Closed	1,315,669.53	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	Closed	88,914.96	Per Capita-ECB	04/15/20		88,914.96			
Ann	Bridge to Recovery	Cluster Scale Up	Active	925,000.00	COVID ERR Fund	06/23/20					
Ann	GO-TEC Phase 2B	Workforce Dev	Active	3,575,741.00	State Competitive	06/23/20					
Sangi	MBC Middle Mile Planning Project	Broadband	Active	100,000.00	Per Capita-ECB	08/04/20		100,000.00			-
Ann	EII Implementation Project	Startup Ecosystem	Active	449,000.00	Per-Capita-REI	03/16/21		449,000.00			
Ann	SVRA Site Development Project	Site Development	Active	1,534,900.00	Per-Capita	09/23/21		344,731.33	1,000,000.00	190,168.67	
Ann	ExperienceWorks	Workforce Dev	Active	515,628.00	Per-Capita	09/23/21				515,628.00	
Ann	Ag CEA Planning Study	Cluster Scale Up	Active	77,053.00	Per Capita-ECB	11/29/21				77,053.00	
Ann	SEED-Innovation Hub	Startup Ecosystem	Active	662,304.00	Per-Capita	12/15/21				217,150.33	445,153.67
Ann	VGA Capacity Building Analysis	Site Development	Approved	100,000.00	Per Capita-ECB	01/19/22					100,000.00
Sangi	MBC Middle Mile Construction Project	Broadband	Approved	5,000,000.00	State Competitive	03/10/22					
Ann	Virginia College Fund Gupton Initiative	Workforce Dev	Approved	35,000.00	Per-Capita-ECB	06/23/22					35,000.00
	TOTAL PROJECT FUNDING			15,228,865.20			757,401.00	1,000,000.00	1,000,000.00	1,000,000.00	580,153.67
	Available Balance						(0.00)	-	-	0.00	419,846.33
Notes	Of the \$1,000,000 that is awarded annually, no more than \$250,000 can be utilized for ECB Projects.										
	ERR-Economic Resilience & Recovery Fund										
	REI-Regional Entrepreneurship Initiative										
	ECB-Enhanced Capacity Building										

Special Appearances & Presentations



DATE: July 12, 2022

TO: GO Virginia Region 3 Council

FROM: Tim Clark, Chair

RE: Recognition of Randy Lail

The Region 3 Council will recognize Randy Lail for his leadership as Chair since the Council was established in 2017. He has given significant time and effort building Region 3 to be a strategic economic development partner in Southern Virginia and to the GO Virginia program statewide. The Region 3 Council will adopt a Resolution of Recognition at the July 20th meeting.

RECOMMENDATION:

Adopt the Resolution of Recognition as presented at the meeting.





DATE: July 12, 2022

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' in the 'FROM' field.

RE: Comments from Dwayne Yancey, Editor, Cardinal News

Cardinal News was created in the summer of 2021 “...as an independent, nonprofit, nonpartisan news site that serves Southwest and Southside Virginia”. The news site has grown significantly since its start and is regularly noted state-wide as a quality source of daily news for these areas of Virginia. Here is a link to the website and its page presenting the backstory on Cardinal News: [Cardinal News About](#)

The Editor, Dwayne Yancey, will join the Region 3 Council at its meeting on July 20th to comment on Cardinal News and its emerging role as a news source for Southern Virginia.

RECOMMENDATION:

For the Region 3 Council’s information.





DATE: July 12, 2022

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' in the 'FROM' field.

RE: ExperiencWorks – Dr. Julie Brown, Director of Advanced Learning, and Jesse Vernon, Program Manager, Advanced Learning_Institute for Advanced Learning and Research

The GO Virginia Region 3 Council approved the ExperienceWorks project at its meeting on July 21, 2021. The GO Virginia State Board subsequently approved the project at its meeting on September 23, 2021.

ExperienceWorks builds upon an earlier Enhanced Capacity Building project (*Major Clarity*) approved in April 2020 and supports the successful GO TEC program. The current project connects students and young adults to high-skill, high-wage employment opportunities through various work-based learning programs, a top priority for the Region 3 Council.

The project's principals, Dr. Julie Brown and Jesse Vernon, will attend the July 20th meeting and update the Region 3 Council on the project's implementation since last year.

RECOMMENDATION:

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

OLD BUSINESS

APPROVED PROJECT UPDATE



DATE: July 13, 2022

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to read 'RBD', is located to the right of the 'FROM:' field.

RE: Approved Projects Update

The approved projects currently being implemented are listed below with a brief status statement:

- Bridge to Recovery – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Attached are the June 2022 briefing slides; DHCD GO Virginia staff approved a no-cost extension for this program through 12.31.22 to complete its outreach program.
- GO TEC ExperienceWorks – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Attached is the June 2022 report.
- Genedge Retooling Virginia Manufacturing for Strategic Industries – project in closeout phase and application are no longer accepted. A final report will be forthcoming.
- Mid-Atlantic Broadband Communities Corporation (MBC) - Middle Mile Expansion for Economic Growth – the project is nearing completion, and no adverse issues are anticipated. This is an engineering-only project, and no construction is involved.
- Virginia Small Business Development Centers – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Attached is the most recent report distributed 4.22.
- Entrepreneurship Investment and Innovation Strategy – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Dashboard (5.9.22) and May newsletter attached.
- Innovation Commercialization Assistance Program (ICAP) Virginia Small Business Development Center Network – proceeding according to scope, schedule, and budget with no adverse issues anticipated. See SBDC report above.



- Virginia Growth Alliance – Refresh/Restart: A Strategy for Regional Economic Development – contract with DHCD executed in June 2022; VGA Executive Director proceeding with procuring professional services; proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated.
- GO Virginia Region 3 Controlled Environment Agriculture Strategy and Roadmap – as project principals, the Institute for Advanced Learning and Research (ILAR) and Virginia Tech are proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated; meeting #1 of the Situational Awareness Workgroup (Region 3 economic and workforce development professionals) is scheduled for August 25th at the ILAR.

RECOMMENDATION:

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

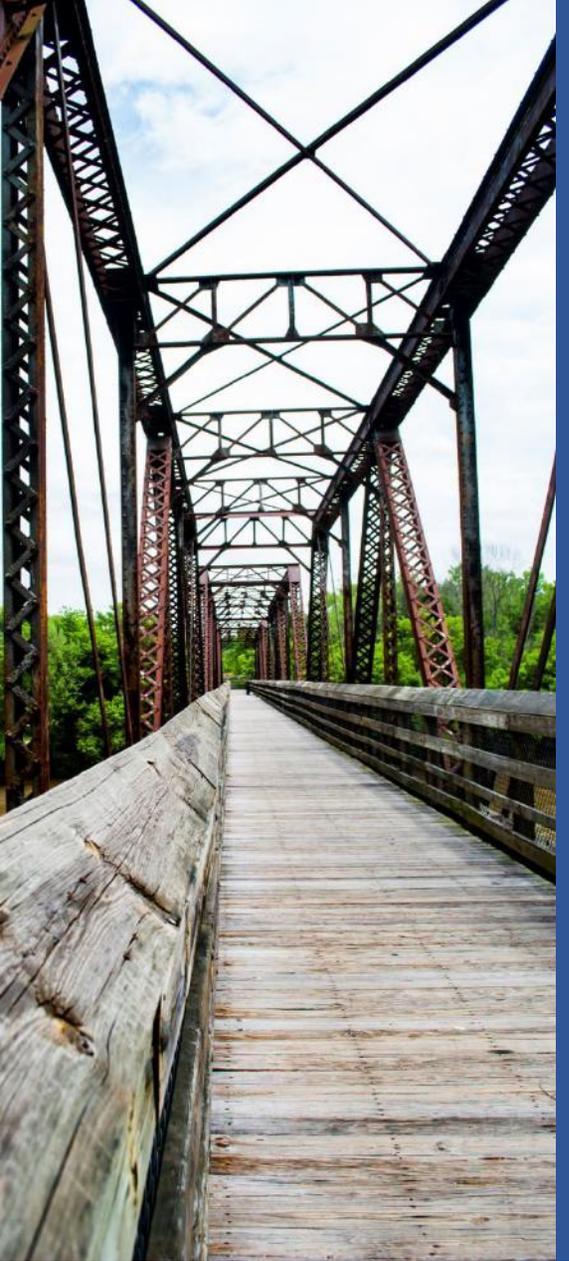
Attachments



Go Va Region 3 Bridge to Recovery

*8th Quarterly Report – April through June 2022
Presented July 8, 2022*





GoVa Region 3 Bridge to Recover

- **Metric Outputs**

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

- **Industry Size Projections**

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

- **Metric Outcomes**

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

GoVa Region 3 Bridge to Recovery Collaborations and Partnerships – Projected 20

- 14 Chambers of Commerce

- Patrick County; Martinsville/Henry County; Danville/Pittsylvania; Halifax
- Amelia County; Brunswick County; Farmville/Prince Edward; Greenville/Emporia; Lunenburg County; Mecklenburg County (3); Nottoway County (2)

- 12 Local Economic Developers

- Patrick County; Pittsylvania County; City of Danville; Halifax County
- Brunswick County; Charlotte County; Cumberland County; Prince Edward County; Greenville County; Emporia; Lunenburg County; Mecklenburg County

- Planning District Commissions

- West Piedmont Planning District Commission
- Southside Planning District Commission

- *SBDC – Longwood, Halifax, Martinsville, Danville*

- *GENEDGE Alliance*

- *Workforce – VEC, WIB, DCC, Averett, SVHEC, SVCC, NCI, IALR, PHCC, Public Schools, VA Career Center*

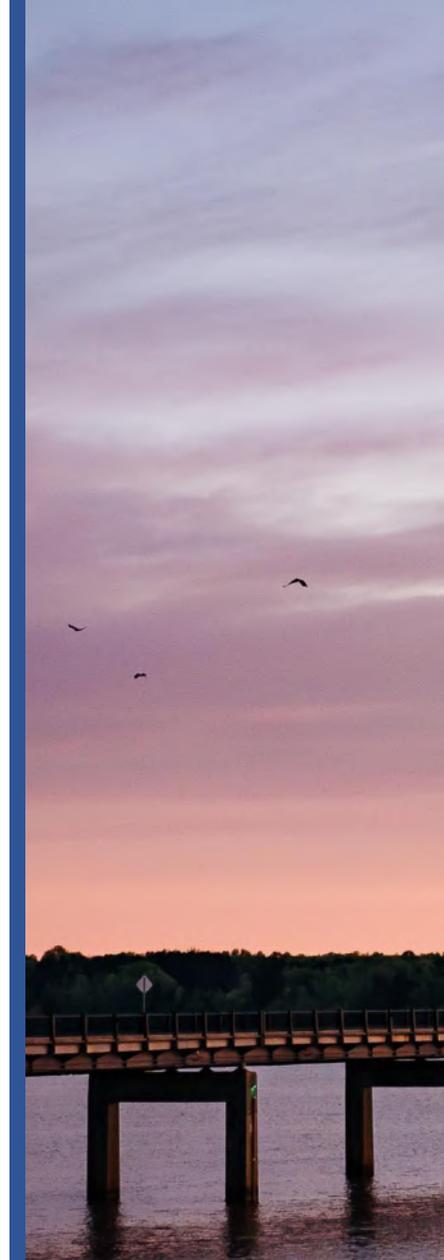
- *Ecosystem Providers – Business Incubators, Launch Place, MBC, Score*

- *Work Groups*

GoVa Region 3 Bridge to Recovery

8th QUARTER OBJECTIVES:

- **Communicate** in events and with news blasts
- **Continue** Task Force Operations
- **Market** program success
- Continue **communications** and **outreach**
- Utilize **public relations** plan for the region to share the information and increase targeted sector performance
- Utilize **E-commerce and marketing assistance** platform
- **Evaluate final metrics**
- **Utilize sustainability plan** for supplier data base
- **Complete final draw downs**
- **Extend group professional services** to businesses





GoVa Region 3 Bridge to Recovery

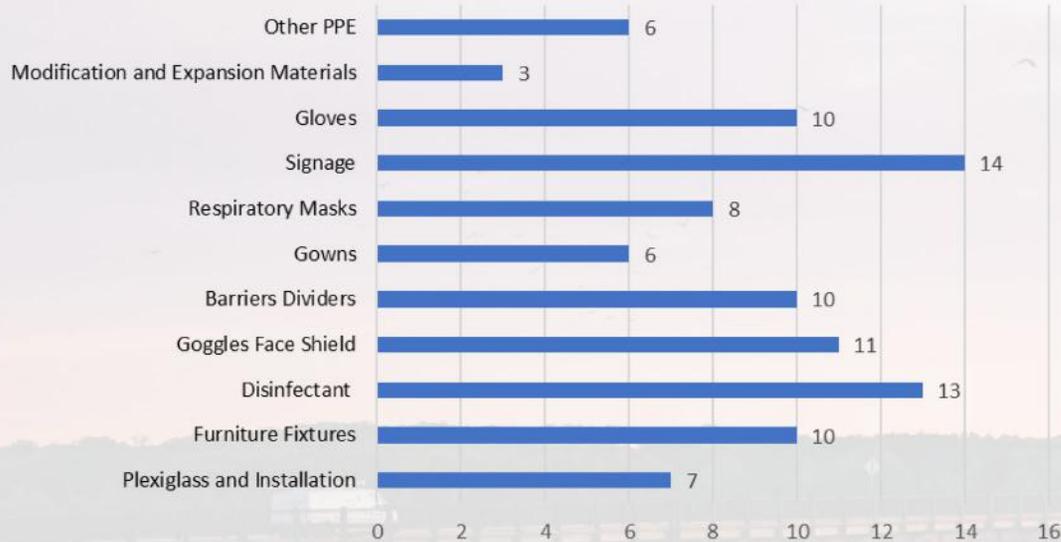
Status on 8^h Quarter Outputs

- Identified and prequalified **18 additional suppliers** | **95 to date**
- Dashboards updated to include (additional updates automatically populate Dashboard)
 - Community Resilience Data
 - Ongoing School Operational Status
- 20 new requests received - 130 requests received to date
- SVRA applications
 - 8th Quarter: 8 Processed - 8 Approved
 - To-Date: 86 Processed - 63 Approved
- VGA applications
 - 8th Quarter: 1 Received
 - To-Date: 31 Processed - 23 Approved
- Continue to provide updates to the SoVa COVID-19 Recovery Plan
- Continue to process orders
 - 8th Quarter: 22 purchase orders from 12 companies to 15 suppliers for \$180,164.4
 - To-Date: 115 purchase orders from 34 companies to 40 suppliers for \$553,813.12

8th Qtr - 18 Prequalified Suppliers (123 Identified To Date)

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

Prequalified PPE Suppliers



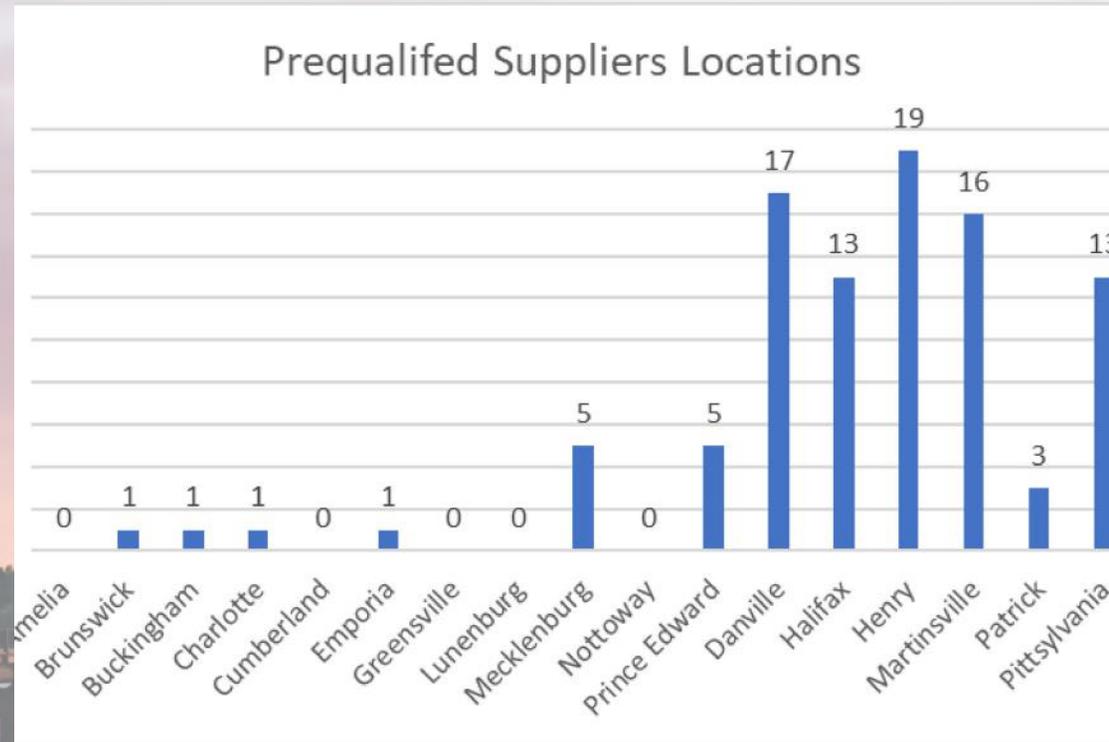
Prequalified Professional Services Suppliers



95 Prequalified Suppliers of 123 Identified

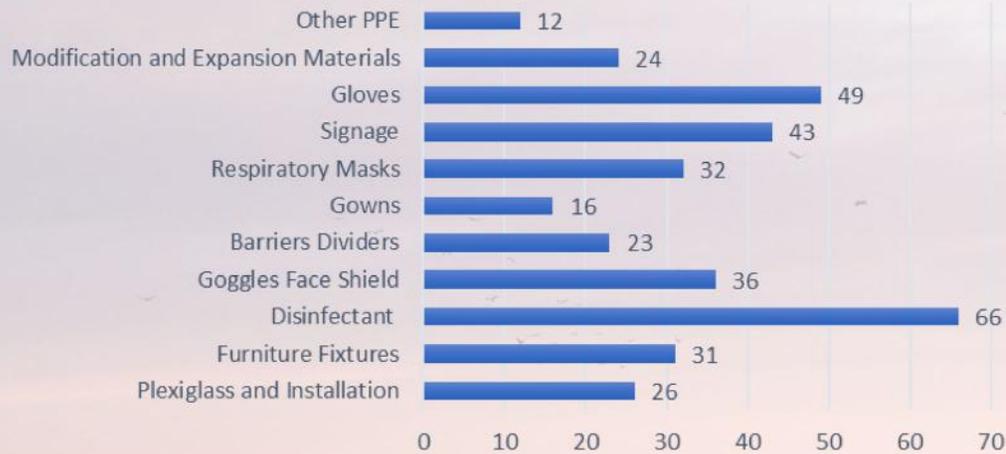
12 Localities Represented

1.	Brunswick	1
2.	Buckingham	1
3.	Charlotte	1
4.	Emporia	1
5.	Mecklenburg	5
6.	Prince Edward	5
7.	Danville	17
8.	Halifax	13
9.	Henry	19
10.	Martinsville	16
11.	Patrick	3
12.	<u>Pittsylvania</u>	<u>13</u>
	TOTAL	95



8th Qtr 20 Requests for Assistance (130 To Date)

Request for PPE Products



Request for Professional Services



130 Requests for Assistance

14 Localities Represented

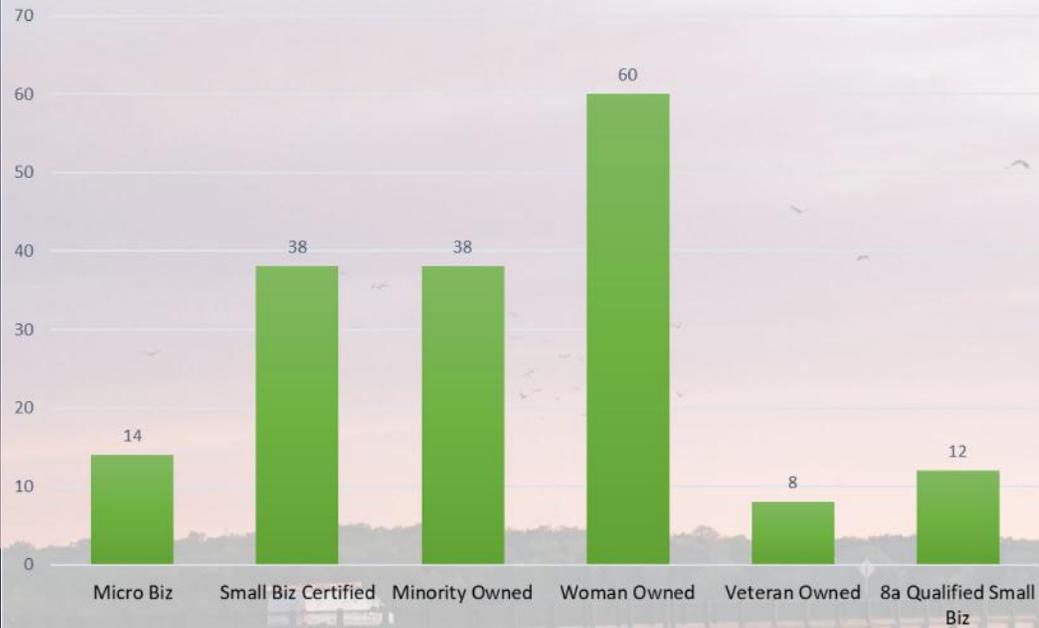
1. Amelia	1
2. Brunswick	1
3. Buckingham	1
4. Emporia	4
5. Greenville	4
6. Lunenburg	1
7. Mecklenburg	13
8. Prince Edward	8
9. Danville	34
10. Halifax	10
11. Henry	20
12. Martinsville	22
13. Patrick	4
14. Pittsylvania	7
TOTAL	130

Requests by # of Employees

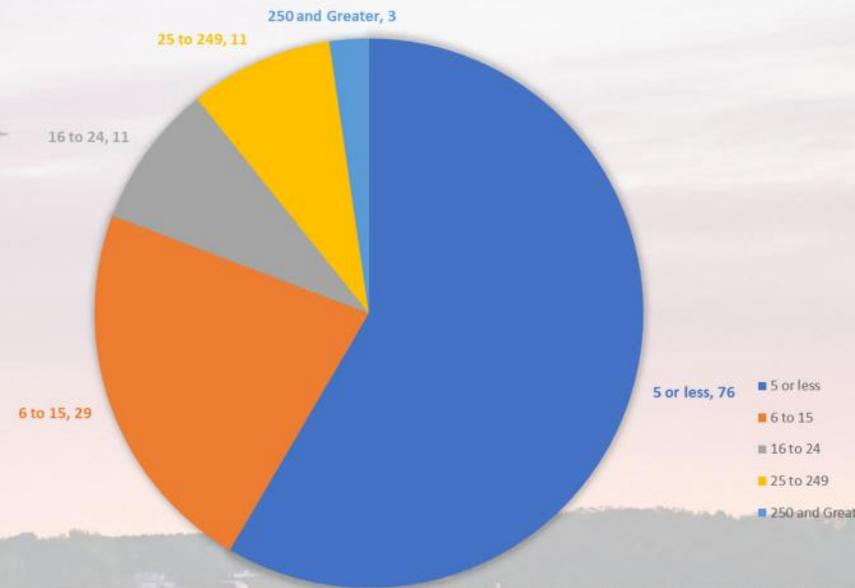
5 or less	76
6-15 employees	29
16 – 24 employees	11
25-249 employees	11
<u>250 & ></u>	<u>3</u>
TOTAL	130

130 Requests for Assistance

Demographics for Assistance Requests



REQUESTS BY COMPANY SIZE BASED ON NUMBER OF EMPLOYEES



Qtr 8: 8 Approved Requests; 86 To Date
Total Approved \$105,000; \$741,000 To Date
(VGA Drone Grant \$75K)

VGA Approved Applications

\$113,500 (approved max)

Amelia	1
Buckingham	1
Emporia	4
Greensville	2
Mecklenburg	9
Prince Edward	6
TOTAL	23

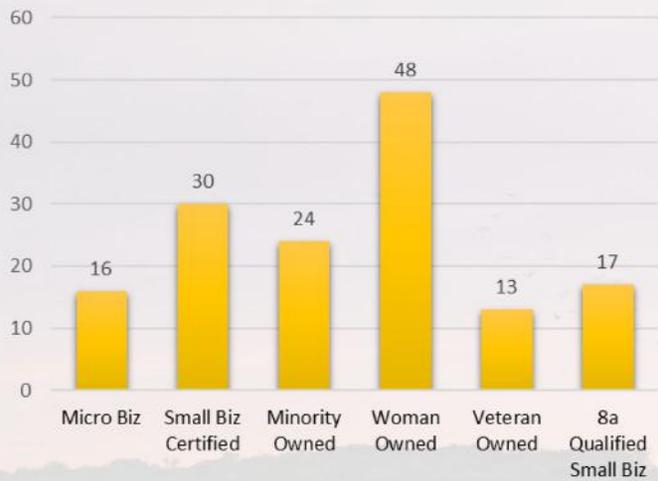
SVRA Approved Applications

\$632,500 (approved max)

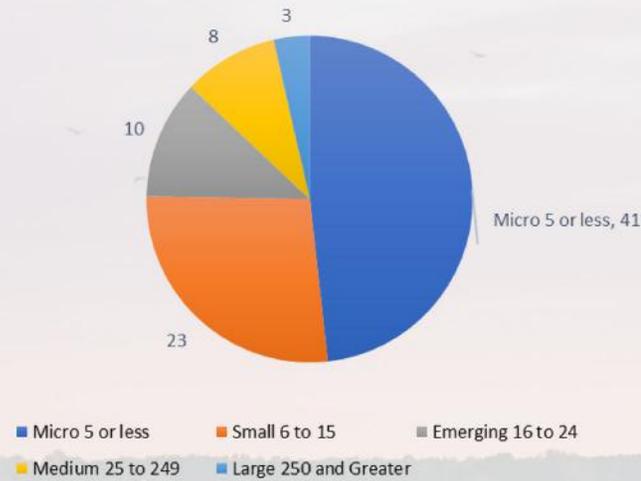
Danville	20
Halifax	8
Henry	13
Martinsville	13
Patrick	3
Pittsylvania	6
TOTAL	63

Approved Requests Demographics

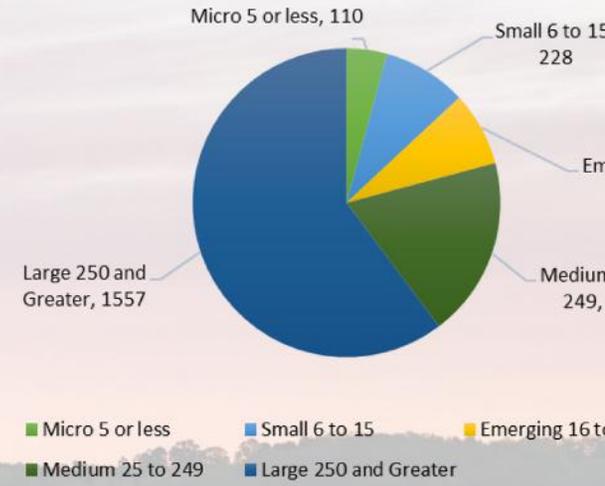
Approved Request Demographics



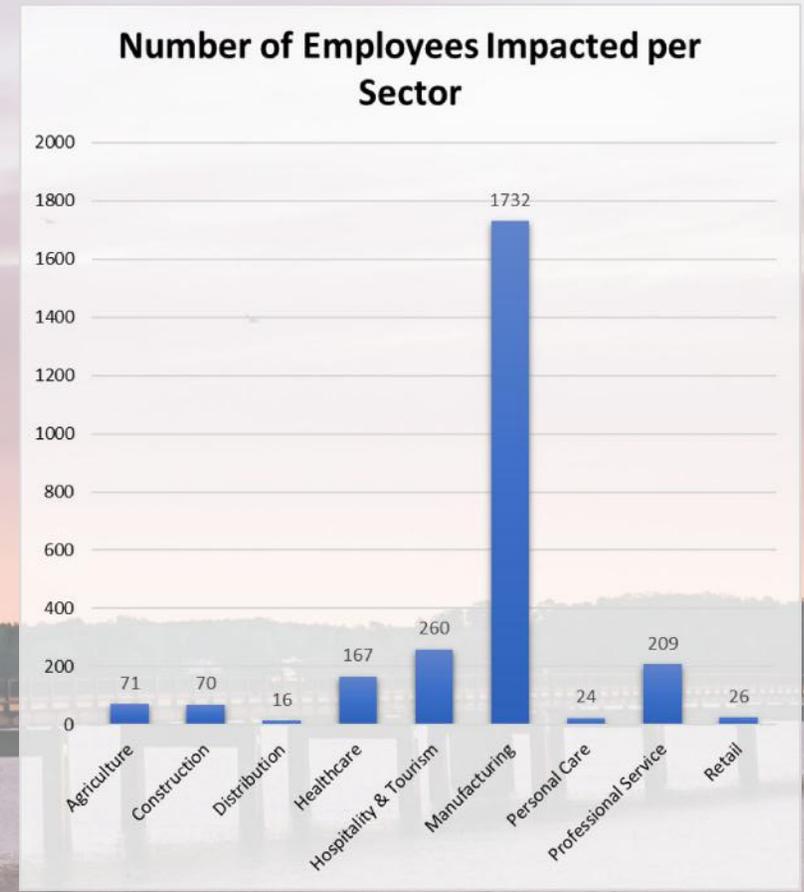
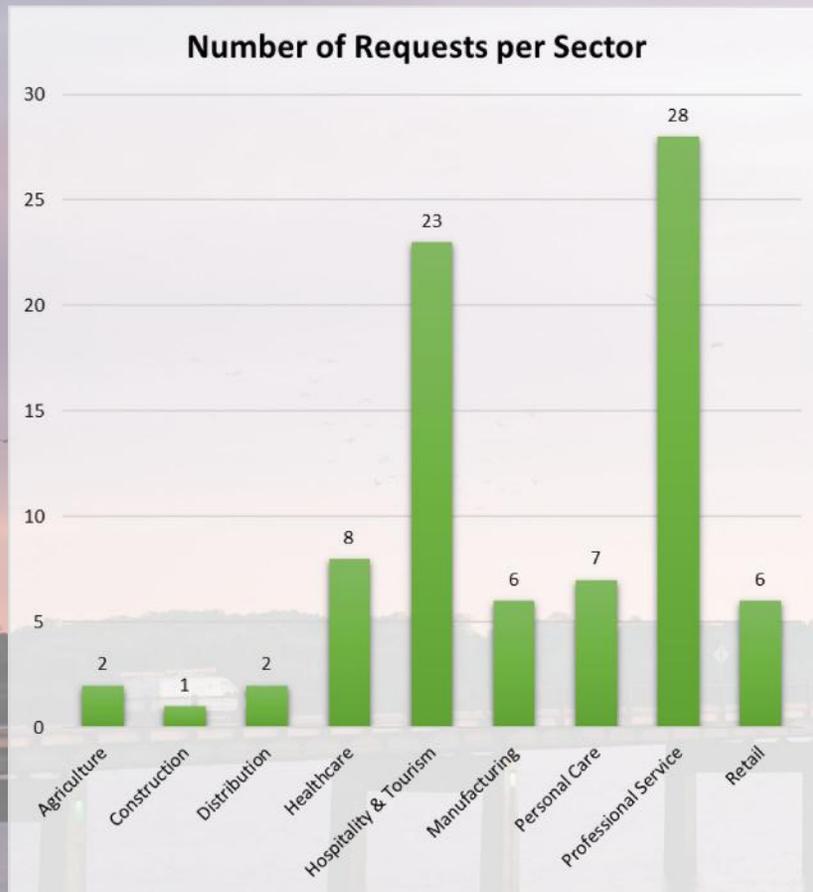
Approvals by Company Size



Total Employees Impacted



Approved Requests by Sector



GoVa Region 3 Bridge to Recovery

Communications – Projected 25 Sessions with 500 participants over 2 Years

- Training / feedback sessions – Partners and Preferred Suppliers - communicated to **143** people in **10** events in qtr. 8 (**988** people in **65** total virtual events since July 1, 2020)
- Task Force – SVRA and VGA; substantial efforts continue
- Online Supplier Database for GoVa Region 3 populated with suppliers
- **News Blast - 3**
- Dashboard – GoVa Region 3, SVRA & VGA
 - **Updates include: Funding opportunities, resources, school operational statuses, State COVID Action Plans, State Vaccination Updates, DOLI Guidance for Employers**
- All Hands Summit, South Boston, VA | Letterpress Communications Interview and Videography with B2R program utilizers, capturing the impact both the pandemic and the relief provided by the program (share link to video)
- Workforce Solutions Webinar Series
 - 100 Attendees
 - Featuring Speakers: DSS, Smart Beginnings, Regional Educational Institutions, VEDP
 - Highlight speakers – Soular Development, Vaughn and Associates
- Martinsville Henry County Chamber of Commerce – Marketing Training Program
- CAMS Trackers – Working with ATW QT7 Transaction Tracker submitted, April and May of QT8 in review for submission
- 2021 Metric Surveys – Distributed and returning, data still being compiled
- VGA Workforce Solutions Webinar Series discussions underway
- Planning Stages: Workforce Summit

GoVa Region 3 Bridge to Recovery

- [GoVa Region 3 Bridge to Recovery Website](#)
- [SVRA Site](#)
- [VGA Site](#)



GO Virginia Region 3 Subgrantee Progress Report

Grantee Name: Institute for Advanced Learning and Research Foundation for Southern Virginia Regional Alliance (SVRA) and Virginia's Growth Alliance (VGA)
Project Name: Bridge to Recovery

Project Type	Go VA Regional Economic Resilience and Recovery 2020
Contract Dates	7/1/2020 – 6/30/2022
Reporting Period	7 th quarter - year 2 – 1/1/2022 – 3/31/2022
GO VA Award & Leverage	GO VA: \$925,000 GO VA Drawdown: \$139,694.56 – 3 rd , 4 th and 5 th qtr. drawdown

Project Overview: The GOVA Region 3 Bridge to Recovery is a plan for a comprehensive and collaborative approach to plan and subsidize support to key sectors in order to prepare them for the recovery stages of COVID-19 providing regional support and a unified approach to matching business needs with service provider solutions to meet the mandates and needs created by the COVID-19 pandemic.

Activities:

<u>Previous Quarter</u>	<u>Current Quarter</u>	<u>Upcoming Quarter</u>
<ul style="list-style-type: none"> Identified & prequalified 6 suppliers 10 new requests received Processed 3 applications; approved 1 Processed 11 purchase orders from 6 companies Communicated to 20 people in 3 events and 2 regional news blasts Continue COVID 19 Task Force Operations shift to Task Force Collaborative support through professional service contracts continue Continue Recovery Supplier Identification and Funding Market successes from the program to date inclusive of businesses seeking solutions and supplier relationships built Continue communications and outreach Complete public relations plan for the region to share the information and increase targeted sector participation Implement longer term E-commerce and marketing assistance platform Evaluate applicants who have not accessed supplier support and re-engage or free funds Establishing sustainability plan for supplier data base. Development of e-commerce and marketing framework initiatives are underway. 	<ul style="list-style-type: none"> Identified & prequalified 1 suppliers 3 new requests received Processed 3 applications; approved 1 Processed 13 purchase orders from 8 companies Communicated to 29 people in 3 events and 2 regional news blasts Continue COVID 19 Task Force Operations shift to Task Force Collaborative support through professional service contracts continue Continue Recovery Supplier Identification and Funding Market successes from the program to date inclusive of businesses seeking solutions and supplier relationships built Continue communications and outreach Complete public relations plan for the region to share the information and increase targeted sector participation Implement longer term E-commerce and marketing assistance platform Evaluate applicants who have not accessed supplier support and re-engage or free funds Establishing sustainability plan for supplier data base. Development of e-commerce and marketing framework initiatives are underway. 	<ul style="list-style-type: none"> Communicate in events and with news blasts Continue Task Force Operations Market program success Continue communications and outreach Utilize public relations plan for the region to share the information and increase targeted sector performance Utilize E-commerce and marketing assistance platform Evaluate final metrics Utilize sustainability plan for supplier data base Complete final draw downs Extend group professional services to businesses if extension is permitted

GO Virginia Region 3 Subgrantee Progress Report

Page 2

Products:	Progress (Completed or In Progress)
Supplier Database	The Supplier Database is still growing as suppliers are added throughout the process to market businesses in the region with pandemic solutions. The team is working with suppliers to develop longer term approaches to supporting companies across the region. Work is underway to add chamber logos and discussion of mechanisms to continue the database beyond the grant cycle is under discussion
Recovery Dashboard	The Recovery Dashboards continue to be updated with indicators for community resilience data and ongoing school operational status while ensuring updates automatically populate the Recovery Dashboard. School updates are still manual, but continue.
COVID 19 Task Forces	Continue to operate – Regular Task Force meetings, news blasts, website updates and the recovery resources are a constant part of communications and updates – SVRA Task Force continues to meet bimonthly as needed and VGA Task Force re-established for regular bimonthly meetings as needed as well.
Survey Local/Regional Funds	In Process - updating current and previous funding streams within the region for shared media releases – sharing news and opportunities as well as process and scoring between regions and localities
Diversity and Inclusion	Metrics added to Reporting -Implemented demographic metric monitoring of participation by various sectors and demographics to ensure outreach and participation by various demographics, including localities represented, sectors, various business and industry sectors, business size – targeted traded sectors
Metric Database Metrics	Year One survey results completed and added to previous quarter metrics – ready for implementation of year two results. Year two survey will be finalized in the 7 th quarter and implemented in the 8 th quarter.

Metrics:			
Metric	Goal	Realized	Percent Complete
# of jobs created/filled	100	33	33%
# of existing jobs retained	500	92	18%
# of existing businesses expanded		0 - 7th qtr. – 10 to-date	
# of businesses served	88	5 – 7th qtr. – 63 to-date 72%	
Revenues increased	> 2019	\$384,865 Gain in Revenue over 2019	
		\$1,680,287 New Companies	
		\$ 742,187 Increase for 8 existing companies	
		\$2,037,609 Decline for 4 existing companies	

Barriers: (List Below)

Supply chain concerns for delays in getting incoming materials are still creating concerns beyond the COVID-19 supplies and services provided from within the context of this grant.

Workforce concerns continue with childcare still a major concern.

We still have quite a few assistance requests that are being processed but funds limit their ability to finalize projects quickly.

Project Milestones & Progress Reporting – January through March 2022

Please note the narrative questions have a character limit of 2,000

1) Please provide a description of project work completed or in progress this quarter.

The seventh quarter continued **process implementation**. One supplier was added to the database and three additional requests for services were processed. One-on-one counseling with companies and suppliers who are identified matches continue. Supplier identification continues for products and services wherein companies are unfamiliar with suppliers in the region; three requests for assistance were processed with one approval for \$10,000 (\$636,000 approved to date). Companies requesting assistance and support were coached one-on-one as to the program guidelines and on the supplier data base. Purchase orders were completed for 13 orders to meet the needs of eight companies with orders to eight suppliers for over \$20,820.

Website work continues. The GO Virginia Region 3, SVRA and VGA dashboards continue to be updated to include Community Resilience Data and ongoing school operational status.

COVID Task Forces continue operations in both the SVRA and VGA regions.

Key information is shared via task force calls and news blasts to both task force members and key work groups. We have reached 29 people in 3 events and also disseminated information from 2 regional news blasts that go out through task force partners during the seventh quarter.

Collaborative referrals to alternate funding sources continue as appropriate.

Evaluated applicants who have not yet accessed supplier support were re-engaged or freed funds as appropriate.

Establishing sustainability plan for supplier data base.

Development of e-commerce and marketing framework initiatives are underway.

Working with parallel COVID-19 Pandemic support – WPPDC – EDA Grant; VEDP EDA Grant; VT BBB Application; DCC Good Jobs Challenge Grant; IALR Good Jobs Challenge Grant; EDA ARPA Tourism Grant; EDA ARPA Economic Adjustment Grant

2) Please describe any outcomes/products that have been achieved.

The Supplier Database is still growing as suppliers are added throughout the process to market businesses in the region with pandemic solutions. The team is working with suppliers to develop longer term approaches to supporting companies across the region. Work is underway to add chamber logos and discussion of mechanisms to continue the database beyond the grant cycle is under discussion.

The Recovery Dashboards continue to be updated with indicators for community resilience data and ongoing school operational status while ensuring updates automatically populate the Recovery Dashboard. School updates are still manual, but continue.

COVID 19 Task Forces continue to operate. Regular Task Force meetings, news blasts, website updates and the recovery resources are a constant part of communications and updates – SVRA Task Force continues to meet bimonthly as needed and VGA Task Force re-established for regular bimonthly meetings as needed as well.

A survey of local and regional funds is still being updated for information on current and previous funding streams within the region for shared media releases – sharing news and opportunities as well as process and scoring between regions and localities.

Diversity and Inclusion Metrics added to Reporting - tracking demographic metric monitoring of participation by various sectors and demographics to ensure outreach and participation by various demographics, including localities represented, sectors, various business and industry sectors, business type – i.e. veteran owned, small business, female owned, minority owned, 8a, etc., business size, and targeted traded sectors.

Year one survey results completed and added to previous quarter metrics – ready for implementation of year two results. Year two survey has been finalized in the 7th quarter and will be implemented in the 8th quarter.

3) Please describe any barriers to the project at this time.

Supply chain concerns for delays in getting incoming materials are still creating concerns beyond the COVID-19 supplies and services provided from within the context of this grant.

Workforce concerns continue with childcare still a major concern.

We still have quite a few assistance requests that are being processed but funds limit their ability to finalize projects quickly.

4) Media articles attachment - Attached

5) Optional Attachment

PowerPoint Quarterly Update –January 2022 through March 2022

Project Performance Metrics

Only submit data for the metrics that are outlined in the project contract. Metrics should only be reported in the quarter they occurred and are NOT cumulative.

- | | |
|--------------------------------------|---|
| 1) # of jobs created/filled | |
| 2) # of existing jobs retained | |
| 3) # of existing businesses expanded | 0 - 7 th quarter – (10 to date) |
| 4) # of business served | 5 new in 7 th quarter – (63 to date) |
| 5) Revenues increased | |

Metrics listed in 6-8 were not applicable to our grant

- | | |
|--|-----|
| 6) Operations Costs Reduced | N/A |
| 7) # new products completed/released to production | N/A |
| 8) # of new internships created | N/A |

Project Milestones & Progress Reporting – January through March 2022

Please note the narrative questions have a character limit of 2,000

1) Please provide a description of project work completed or in progress this quarter.

The seventh quarter continued **process implementation**. One supplier was added to the database and three additional requests for services were processed. One-on-one counseling with companies and suppliers who are identified matches continue. Supplier identification continues for products and services wherein companies are unfamiliar with suppliers in the region; three requests for assistance were processed with one approval for \$10,000 (\$636,000 approved to date). Companies requesting assistance and support were coached one-on-one as to the program guidelines and on the supplier data base. Purchase orders were completed for 13 orders to meet the needs of eight companies with orders to eight suppliers for over \$20,820.

Website work continues. The GO Virginia Region 3, SVRA and VGA dashboards continue to be updated to include Community Resilience Data and ongoing school operational status.

COVID Task Forces continue operations in both the SVRA and VGA regions.

Key information is shared via task force calls and news blasts to both task force members and key work groups. We have reached 29 people in 3 events and also disseminated information from 2 regional news blasts that go out through task force partners during the seventh quarter.

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| 8) # of new internships created | N/A |



ExperienceWorks Activities:

MajorClarity Usage

July 2022-

49.34% usage as a region

Ten school divisions are above 40% usage: Danville (84.69%); Martinsville (84.58%); Mecklenburg (72.27%); Prince Edward (62.84%); Cumberland (59.30%); Lunenburg (56.27%); Nottoway (52.07%); Patrick (50.87%); Henry (50.34%); and Brunswick (47.89%), with an eleventh just 0.07% away (Pittsylvania; 39.93%). Eight of the ten school divisions listed are also “Power Users”- usage of greater than 40% and a return rate of greater than 25%.

May 2022-

45.9% usage as a region

Nine school divisions above 40% usage: Danville (82.76%); Martinsville (74.75%); Mecklenburg (69.37%); Prince Edward (61.22%); Cumberland (59.78%); Lunenburg (53%); Henry (47.6%); Brunswick (47.17%); and Nottoway (47.08%)

April 2022-

41.2% usage as a region

Seven divisions above 40% usage: Danville (82.53%); Mecklenburg (67.6%); Martinsville (65.81%); Prince Edward (57.84%); Brunswick (45.26%); Henry (43.36%); and Lunenburg (41.85%)

Sector- focused Summer Camps

July 2022-

Planned twelve camps (two of those were local government focused- funded by local government). Two camps were cancelled due to no enrollment (one of those was a local government camp).

Dates	Location	Topic	Participation
June 6 – 10	Nottoway (Middle School)	GO TEC/Manufacturing	4
June 13 – 17	Danville (Municipal Building)	Local Government*	6
June 20 – 24	Danville (IALR)	GO TEC/Manufacturing	15
June 21 – 24	Martinsville (NCI)	Health	6 (16 registered)
June 27 – 30	Chatham (Community Center)	Local Government*	
June 27 – 30	Danville (Averett)	Health*	15
June 27 – 30	Martinsville Middle	GO TEC/ Manufacturing	7
July 11 – 14	South Boston (Career Tech, SVHEC)	Information Technology	16 registered
July 11 – 14	Keysville (SVCC)	Health	5 registered
July 11 – 15	Chatham (Hollywood Baptist Church)	Natural Products	
July 11 – 15	South Boston (SVHEC)	Health	16 registered
July 18 – 21	Keysville (SVCC)	Information Technology	4 registered

		TOTAL	53 (41 registered for camp this week & next)
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The Danville Local Government Camp, and the Health Sector-focused Camp at Averett were funded with match/sponsorship funds. Camps with lower enrollment will have funds left over in their camp budget. Additionally, through a partnership, GEAR UP paid tuition for GEAR UP students to participate in these programs further offsetting program cost.

Beginning to brainstorm extracurricular formats that could occur year-round and thinking about rebranding “camp”.

May 2022-

Dates	Times	Location	Topic
June 6 – 10	8:00AM – 3:30PM	Nottoway (Middle School)	GO TEC/Manufacturing
June 13 – 17	9:00AM – 3:30PM	Danville (Municipal Building)	Local Government*
June 20 – 24	8:30AM – 4:30PM	Danville (IALR)	GO TEC/Manufacturing
June 21 – 24	8:30AM – 2:30PM	Martinsville (NCI)	Health
June 27 – 30	10:00AM – 2:00PM	Chatham (Community Center)	Local Government*
June 27 – 30	9:00AM – 2:30PM	Danville (Averett)	Health*
July 11 – 14	9:00AM – 2:30PM	South Boston (Career Tech)	Information Technology
July 11 – 14	9:00AM – 1:00PM	Keysville (SVCC)	Health
July 11 – 15	9:00AM – 5:00PM	Chatham (Hollywood Baptist Church)	Natural Products
July 11 – 15	9:00AM – 2:30PM	South Boston (SVHEC)	Health
July 18 – 21	9:00AM – 1:00PM	Keysville (SVCC)	Information Technology
TBD	TBD	Henry County	GO TEC/Manufacturing

*Health camp in Danville is sponsored by Sovah. Local government camps funded by City of Danville and Pittsylvania County.

Registration is [NOW OPEN](#).

Working with regional GEAR UP programs in the region to help recruit students. Also asking school division partners to share out information before the school year ends.

April 2022-

Twelve sector-focused camps have been planned for Summer 2022.

Leveraging the GO Virginia sector-focused camp funding; Two of the camps are being funded by Pittsylvania County and Danville City and will highlight opportunities in local government. One camp is being sponsored by Sovah Health. Sector-focused camp themes include Manufacturing, Health, IT, and Natural Products.

EXCITE Teacher Externship Program

July 2022-

Anticipate twenty-one educators will complete the program this summer. Twelve participated in June and another nine are participating this week.

School Division Representation:

- Danville Public Schools (7)
- Pittsylvania County Schools (8)
- Halifax County Public Schools (1)

- Henry County Public Schools (2)
- Mecklenburg County Public Schools (2)
- Lunenburg County Public Schools (1)

All June participants say that they would participate in the program again (if given the opportunity). When asked “On a scale of 1-5 (1 being the lowest score and 5 being the highest), was the one-week externship a valuable experience?” the total average was 4.5.

Fifteen employers provided externships for educators.

Alderson Construction Inc	Pittsylvania
Axton Tire	Henry
Axxor	Pittsylvania
City of Danville, IT Department	Danville
Comfort Systems USA MidAtlantic	Halifax
Danville Museum of Fine Arts and History	Danville
Hitachi	Halifax
Inframark	Danville
Institute for Advanced Learning & Research- Applied Research	Danville
Legacy Industries	Martinsville
Nucor Buildings Group	Mecklenburg
Owens Illinois	Pittsylvania
PRESS GLASS	Henry
Space Buffalo Apparel	Martinsville
Virginia Department of Forestry	Pittsylvania

*An additional three organizations volunteered to host educator externs, but were not matched based on educators’ subject areas taught.

May 2022-

Currently have twenty EXCITE Educators and fourteen EXCITE employers.

April 2022-

Applications for educator and business participants are currently open.

Educator externships will take place June 20-24 and July 11-15.

Paid Internships

July 2022-

The Danville Summer ExperienceWorks Internship program began with fifty-one interns and is currently at forty-seven. The Pittsylvania program began with twenty-eight interns and is now at twenty-seven. Nineteen of the current seventy-four internships in these two programs are in the regional priority industry clusters and related positions. The two Brunswick County placements have interns and are entirely employer funded (early-childhood education). The Henry County internship placement with Press Glass is still in development. Employer and intern feedback regarding their experience thus far has been very positive.

May 2022-

Sixty-three internship placements available in Danville

Thirty-three in Pittsylvania County.

Two in Brunswick County

One in Henry County.

Ninety-nine TOTAL placements. (And this number continues to grow!) Twenty-seven of these are in the regional priority industry clusters of Advanced Manufacturing, Healthcare, High-Value Natural Resource Products, and IT/ Data Centers and related positions.

We are reaching out to the Career Tech Academy at the Southern Virginia Higher Education Center (South Boston) and the Academy for Engineering Technology (IALR) to see how we may be able to support them in their internship placement goals.

April 2022-

Leveraging the GO Virginia internship funding, Danville City and Pittsylvania County supported cohort-based summer internship programs with eighty high school interns and potentially another 20 out-of-school youth. Students have applied for these opportunities and will be interviewed and matched with their placements in the coming weeks. Additional internships (non-cohort) are currently being arranged with regional employers and posted for student applications through MajorClarity on a rolling basis.

Work-readiness Bootcamps

July 2022-

Two work-readiness bootcamps were held at the start of the summer to kick start the internship programs in Danville and Pittsylvania County. The Pittsylvania County Work-Readiness Bootcamp took place June 7 – 9; 8:00am – 5:00pm. The Danville Work-Readiness Bootcamp took place June 14 – 16; 10:00am – 2:00pm.

May 2022-

Work-readiness content presented in “speed” (20 min) session at regional AspHIRE Mock Interview Days: April 27th (Southern Virginia Higher Education Center); April 27th & 28th (the Institute for Advanced Learning and Research); and May 5th (New College Institute).

April 2022-

Two in-person work-readiness bootcamps have been scheduled for Summer 2022. Additional work-readiness bootcamps will be scheduled based on regional need.

Career CHOICE Expo Events

July 2022-

Two “sister” Expos will be hosted in September:

- West- for Patrick, Henry, Pittsylvania, Danville, and Halifax @ the Olde Dominion Agricultural Complex Sept. 28 –29
- East- for Mecklenburg, Brunswick, Charlotte, Lunenburg, Buckingham, Cumberland, Prince Edward, and Nottoway @ Hampden Sydney Sept. 21 – 22

Recruiting sponsors, business participants, and volunteers now.

May 2022-

Student participation incentives going out this week!

April 2022-

Student participation incentives for this school year's virtual activities will be delivered to schools before the end of the school year. Business participant recruitment for Fall 2022 in-person Expo events in Chatham (Olde Dominion Ag Center) and Hampden Sydney will begin this summer.

Overall Observations, Challenges, etc.:

July 2022-

Recruiting high school students to the sector-focused camps proved more challenging than recruiting younger students to our other STEM camps this summer.

Partner recruitment and engagement in the north-eastern part of the region continues to be a bit of a concern as we prepare for Career CHOICE in September and plan to increase the geography of IALR-supported internship opportunities this school year.

We are the glue that holds the Danville and Pittsylvania County Summer ExperienceWorks programs together- we will have to expand our partners' roles and responsibilities to successfully replicate these programs in other localities.

Considering an ExperienceWorks Summit late fall to provide meaningful workforce/talent pipeline content for businesses, educators, and counselors, but also focus on how each of these various groups can "plug-in" to the framework.

Additional Question:

- Will Julie and I be participating in next week's GO Virginia Region 3 Council Meeting? (July 20th)

May 2022-

There is a lot of summer-based activity with our current implementation model (EXCITE, Internships, Sector-focused camps, and work-readiness bootcamps). With a predominantly summer-based model all of these activities need to be planned, prepped, and run at the same time. Beginning to think about additional school-year based implementations and best practices so that this work could be on-going instead of seasonal.

Also touched on:

- VA Voyager state WBL platform
- Business partner recruitment and engagement

April 2022-

- Partner engagement in the north-eastern part of the region has been challenging- providing programming and opportunities for this area may require more direct oversight than in some of the other localities.
- The 50% stipend match model does seem to pose a significant challenge to small businesses in our region





GO Virginia ERR Grants

Q5 Report SBDC

Q1 2022 Report ICAP

April 26, 2022

Status

Virginia SBDC ERR

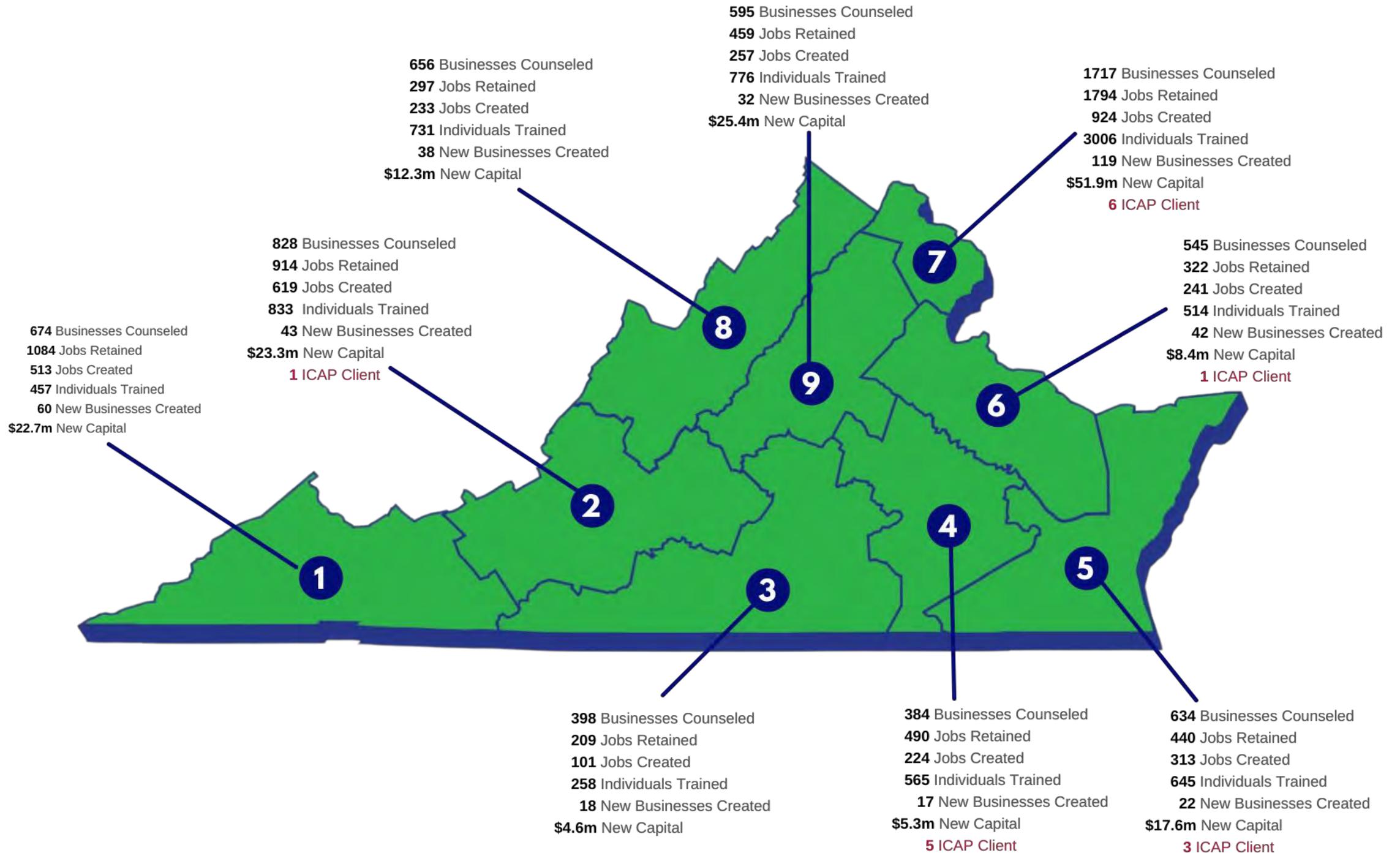
- Business advising and training continues

ICAP ERR

- Hiring complete for Hampton Roads and NOVA; 2 employees started Q1 2022
- Hiring complete for Central Virginia and employee started Q2 2022
- SW/Western VA position has been a struggle, but partners are fully engaged and committed to finding the correct candidate or candidates for the role

GO Virginia SBDC Outcomes

Jan 1, 2021 - Dec 31, 2022	GO Virginia Outcomes	Jan 1, 2021 - Mar 31, 2022
# Businesses Counseled	8800	6431
# Jobs Retained	5600	6009
# Jobs Created	3600	3425
# Individuals Trained	8000	7785
# New Businesses Created	600	391
\$ New Capital	\$138,000,000	\$171,472,384



SBDC Programming Q5 and Q6

Q5

- Craft Beverage Conversations with Experts series
- Food and Beverage Accelerator
- Digital Marketing and eCommerce
- Data protection and cyber awareness

Q6

- Childcare Management cohort
- Exporting 101
- USPTO Series
- Minority Business Orientation

GO Virginia SBDC Outcomes by Region

January 1 2021 - March 31, 2022	Businesses Counseled	Jobs Retained *	Jobs Created *	Attendees	New Businesses Created *	New Capital *
Region 1	674	1084	513	457	60	22,711,999
Region 2	828	914	619	833	43	23,312,763
Region 3	398	209	101	258	18	4,566,802
Region 4	384	490	224	565	17	5,270,823
Region 5	634	440	313	645	22	17,561,376
Region 6	545	322	241	514	42	8,432,368
Region 7	1717	1794	924	3006	119	51,948,220
Region 8	656	297	233	731	38	12,282,287
Region 9	595	459	257	776	32	25,385,746
TOTAL	6431	6009	3425	7785	391	\$ 171,472,384
* Lagging indicators reported by clients						

Businesses Counseled by Industry by Region

Business Type	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
11 Agriculture, Forestry, Fishing and Hunting	30	33	11	7	9	9	11	21	28
22 Utilities	1	1	2	1	2	2	1	0	0
23 Construction	29	32	8	11	18	20	48	38	17
31 Manufacturing	18	29	16	11	13	15	45	19	44
42 Wholesale Trade	11	7	3	1	7	10	23	6	9
44 Retail Trade	92	86	39	41	49	49	135	87	86
48 Transportation and Warehousing	15	12	6	17	22	21	28	17	11
51 Information	1	3	3	5	4	10	58	6	8
52 Finance and Insurance	4	7	2	3	7	2	18	5	0
53 Real Estate and Rental and Leasing	11	12	5	4	14	8	22	10	11
54 Professional, Scientific, Technical Services	23	48	7	31	30	59	259	34	45
55 Management of Companies and Enterprises	1	2	0	4	2	3	11	1	3
56 Administrative and Support	1	6	2	2	6	33	21	8	7
61 Educational Services	4	26	16	10	71	16	71	24	29
62 Health Care and Social Assistance	21	37	11	20	19	30	99	21	44
71 Arts, Entertainment, and Recreation	40	56	22	19	34	26	75	40	31
72 Accommodation and Food Services	63	75	25	17	27	41	87	70	43
81 Other Services (except Public Administration)	76	160	66	56	75	63	256	83	82
92 Public Administration	0	0	1	2	1	0	3	2	2
Not Set	233	196	153	122	224	128	446	164	95
Total	674	828	398	384	634	545	1717	656	595

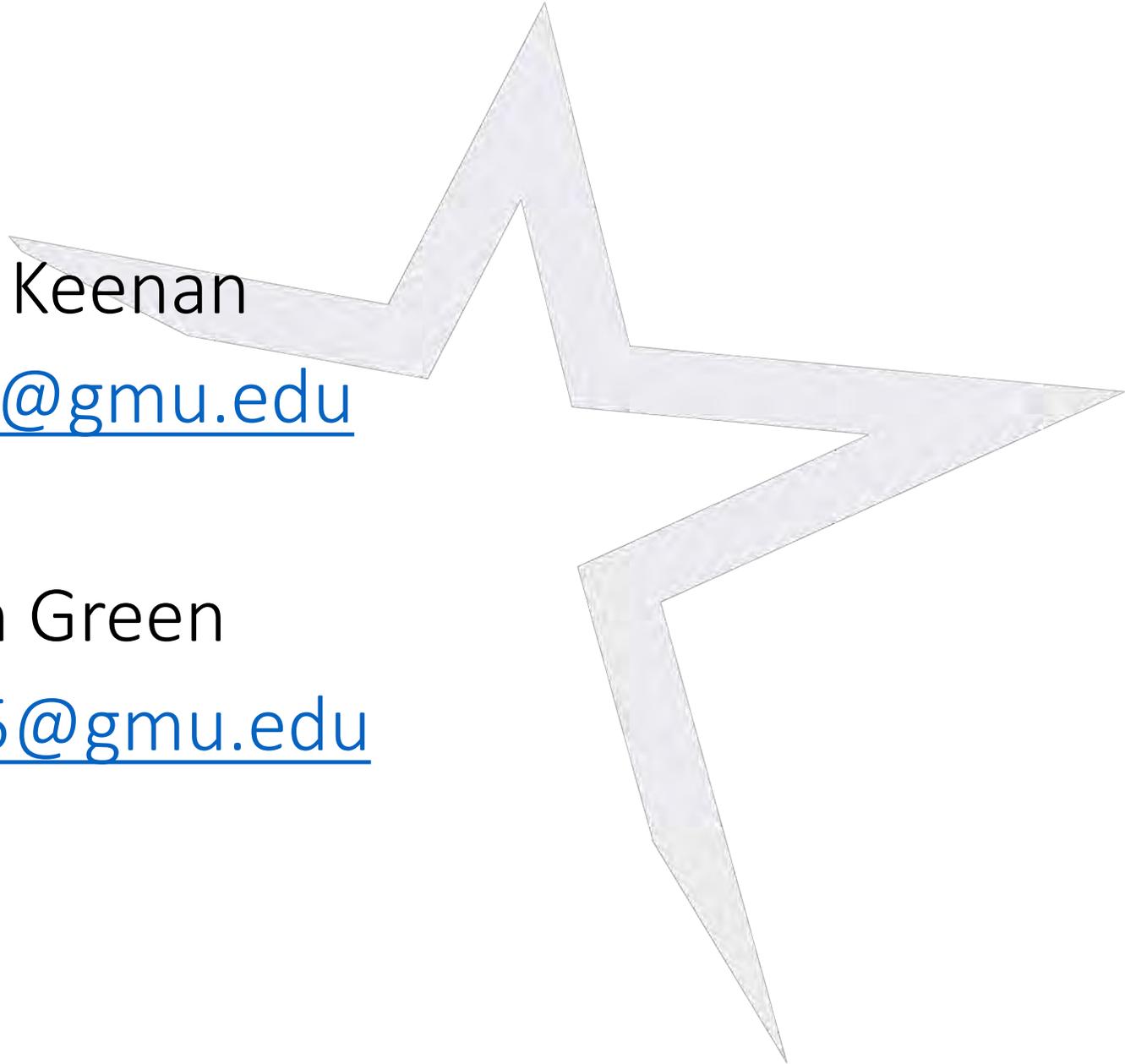
Questions?

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Deliverable	Individual(s) Ultimately Responsible (Position)	Collaboration Plan	Status	Desired Outcomes (indicated by grant app/contract)
Project Dashboard	Sheri McGuire (Longwood OCED) & Lauren Mathena (MBC/SOVA Innovation Hub)	Weekly Check-in (S&L) Quarterly Update to R3 EII Committee	Complete/Ongoing (this document)	R3 EII and Council are kept up to date on progress towards deliverables
Quarterly Report for DHCD/SPDC	Lauren Mathena	Quarterly Report to DHCD/SPDC	Ongoing	DHCD/SPDC are kept up to date on progress towards deliverables
TRAINING PIPELINE				
4-5 cohorts of CO.STARTERS	Sheri McGuire, Lauren Mathena & Brandon Hennessey (Longwood OCED/SBDC)	1) Ongoing agile collaboration among project team members 2) Monthly R3 EII Workgroup - Training 3) Monthly Higher Ed Workgroup (Averett, Longwood and HSC) 4) Ongoing outreach/engagement with regional stakeholders (Chambers, Main Street orgs, local government, PDCs, Workforce Boards, etc.)	Ongoing - 1st cohort underway (Blackstone CBL), 2nd cohort (virtual/regional) ends 10/27, HSC, Longwood and Averett faculty certified and incorporating into credit courses (ties into the collegiate business plan competition); 3rd cohort application due 2/25	200 trained, 30 new businesses, 45 new jobs, include target sectors, include women and people of color
2 cohorts of product development	Sheri McGuire, Lauren Mathena & Brandon Hennessey (Longwood OCED/SBDC)		In Progress - 1) ICAP (10/12/21 meeting with Longwood Deans/faculty), 2) GenEdge (offering free assessment to CO.STARTERS completers w/ relevant NAICS codes), 3) Evaluating CO.STARTERS Refocus/Rebuild to amplify LSBDC Refocus to create existing business cohort program (2/2022-ongoing)- CS Refocus/Rebuild has pandemic recovery focus (opportunity to connect with SVRA/Bridge2Recovery? on this training content and consultant infrastructure)	
Mentor network <i>(not a grant deliverable, but a gap in ecosystem)</i>	Sheri McGuire & Lauren Mathena		In Progress - early stage of planning (need mentor application, expectations, orientation, recruitment plan, SUS app) - will be supported by RIF grant if received	
Minority engagement	Sheri McGuire, Lauren Mathena & Letterpress Communications	Monthly R3 EII Workgroup - Minority Engagement	Ongoing (workgroup meetings began Feb '21), focus groups held in June/Aug, partnering w/ BlackBRAND	

Branding developed/marketing launched	Sheri McGuire, Lauren Mathena & Letterpress Communications	Bi-weekly meeting w/ Letterpress account rep	RISE Collaborative, sovarise.com	Branding for SOVA REI and child brands (programs)
YOUTH ENTREPRENEURSHIP				
2 youth e-ship kickoff events	Jacob Dolence (Longwood) & Brandon Hennessey	1) Ongoing agile collaboration among project team members 2) Monthly R3 EII Workgroup - Youth (includes Sheri, Lauren, Jacob, Brandon, Jeremy Satterfield (Microsoft), Amy Cole (SVHEC), David Kenealy (SVHEC Product Works))	Complete/ongoing (virtual event 5/5 had 40 students registered, making videos for teachers/students and marketing future programs, <u>considering youth advisory</u> Launching CO.STARTERS Generator Fall 21, MOU w/ IALR about expanding NOW/Teamship/District C Coaching) - 4 teachers completed District C Winter Coaching Institute, 12 scholarships remaining for	100 youth served, more youth aspire to be entrepreneurs As of this update: May 2021 virtual summit: 40 students Generator Spring 2022: 80 students Total: 120 students and counting... Educators served will count towards the 200 total trained Winter Coaching Institute: 4 teachers completed Summer Coaching Insitute: 12 scholarships available Total: 16
2 youth out-of-school cohorts/programs	Jacob Dolence (Longwood) & Brandon Hennessey	3) Monthly check-in between REI (Lauren, Sheri, Brandon, Jacob) and IALR (Julie Brown-Director Advanced Learning, Tammy Hurt-GO TEC manager, Jessie Vernon-Program Manager, Dana Wilson-WBL Coordinator)		
1 youth in-school program	Jacob Dolence (Longwood) & Brandon Hennessey	1) Generator can be used in the classroom - Spring 2022 pilot has 80 students from Amelia, Lunenburg, Halifax, deadline 3/15/22 , 2) IALR/District C Coaching Institute is teacher PD and should result in in-school Teamship, 3) Longwood also plans to develop teacher PD course focused on helping teachers infuse VDOE e-ship		
Branding developed/marketing launched	Sheri, Lauren & Letterpress	Bi-weekly meeting w/ Letterpress account rep	RISE Collaborative, sovarise.com/students	Branded YE events/programs/classes
CAPITAL ACCESS				
Rural entrepreneurship capital access model developed	Sheri & Lauren	Monthly R3 EII Workgroup - Cap Access with Consultants: Dr. Godwin, Tom Chapman; will invite lenders to learn about ecosystem and contribute to model/strategies	Ongoing (raising funds for pitch competition, developing model for lender-led regional loan fund) -	Financing model in writing (deliverable from Chapman & Co. due March 2022)
Financial literacy included in training pipeline	Sheri, Lauren & Brandon	Monthly R3 EII Workgroup - Training + Cap Access + Minority Engagement	In Progress / Ongoing - CO.STARTERS 3 weeks on numbers, VCC 10/20	Amount (\$) of capital raised by supported companies (scorecard metric)
Lenders/funding sources engaged in ecosystem	Sheri & Lauren	Capital access workgroup, identify local/regional lenders to include in strategy development	In Progress / Ongoing - secured \$25k from BenchMark and \$5k from AMNB - BCB participating in Rise & Shine	

Pitch competitions developed/launched <i>(not a grant deliverable, but an incentive to recruit people into the training pipeline)</i>	Lauren & Jacob	Higher ed workgroup (Longwood, HSC, Averett), Training/Cap Access workgroup, youth workgroup	Ongoing (workgroup discussions began Feb '21) - Collegiate Pitch Competition is Jan-Apr 2022, plans for CO.STARTERS pitch are beginning for fall 2022	
Branding guidelines developed	Sheri McGuire, Lauren Mathena, Lettepress Communications (consultant)	Bi-weekly meeting w/ Letterpress account rep	Ongoing (sponsorship proposal packet complete)	Branded/professional communications inviting lenders to engage in ecosystem

R3 SCORECARD & R3B MAP				
Scorecard implemented	Sheri McGuire, Lauren Mathena, Brandon Hennessey, & Tracy Mallard (consultant)	Monthly R3 EII Workgroup, Quarterly Scorecard Meeting	In Progress (held quarterly kickoff, have "indicator sheets" - next is data use policy and data collection) - Goal to publish scorecard to website April 2022	Scorecard is shared with R3 EII Committee and other stakeholders
R3B Map updated	Brandon Hennessey	Quarterly Update shared with EDOs, PDCs	In Progress (map to be updated quarterly by SBDC and communicated out to PDCs/ED)	LSBDC regularly access the R3B Map to identify participants for training, mentor network, etc. and share it with partners EDOs and PDCs
Regional convening	Sheri & Lauren	Quarterly Ecosystem Meetup	Ongoing; Global Entrepreneurship Week will include events in Martinsville, Danville, and Farmville. SOVA IH/DRREE will cohost a virtual meetup for Virginia ecosystem builders (statewide)	Increased connectivity among ecosystem builders
FARMVILLE HUB				
Farmville physical hub planning - A&E Design	Sheri McGuire & Longwood Real Estate Foundation	Longwood/HSC facility planning committee and Little (A&E firm)	In Progress; Project SEED received \$500k from VTRRC towards construction; request to GOVA approved state board (next step: contract negotiations); next step is apply for EDA (CRC helping); proceeding with next round of drawings and continuing to seek community input	Design/A&E plans complete, including recommendations for makerspace equipment/technology
Farmville hub branding/basic website	Sheri McGuire, Little & Letterpress Communications (consultant)	Longwood/HSC facility planning committee, Little, and Letterpress	In Progress (A&E firm has completed initial branding/logo to guide interior/exterior design, Letterpress will continue w/ more branding and basic website) - currently redesigning the Longwood OCED website, and SEED webpage will be part of this prior	Website is launched - Fall 2022 - to be timed with information about EDA ARPA EAA construction grant
Farmville hub operational plan including funding and operations	Sheri McGuire & Andrew King (HSC)	Dr. Kukk, Dr. King, Institutional Advancement Offices at Longwood and HSC, CRC to assist with EDA app, possibly pursue VTRRC funding	Complete per DHCD deliverable requirement - MOU b/t Longwood and HSC is signed. (Sheri working w/ CRC on EDA construction application); Longwood Honors College will be lead academic unit	MOU b/t Longwood and HSC to support construction, operations, ongoing fundraising

Goal to publish May 1

Brandon finished the latest update using JobsEQ data for employment

RISE plans to use the database to identify existing companies to participate in any/all resources: mentor network, LSBDC training pipeline, etc. Collaborate with EDs/EDOs/IDAs, Chambers of Commerce, etc. as appropriate.

PROJECT PIPELINE



DATE: July 13, 2022

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 'FROM:' line.

RE: Project Pipeline Report

Attached is the updated Project Pipeline Report for the July 20th meeting.

RECOMMENDATION:

For the Region 3 Council's information.



REGION 3_PROJECT PIPELINE_JULY 2022

Project No.		Project Name			
12-21		St. Paul's College 4Life			
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type Amount	GOVA Region Partner(s)	Project Description	Status
17_Sites and Building -continue investment in unique properties 19_Innovation and Entrepreneurship	-St. Paul's College 4Life (501(c)(3) -others TBD	-Per Capita Capacity Building -amount tbd	n/a	-the short-term goal is to explore collaboration between St. Paul's alumni non-profit group and other community and regional partners to deliver entrepreneurship, adult education, and small business development support from an existing building in Lawrenceville -long-term goal is the acquisition and adaptive reuse of the former St. Paul's College property	-discovery meetings with C. Stephenson (SPC4Life President) -convene and coordinate an informational meeting for SPC4Life Executive Committee with Dr. Keith Harkins (VP President of Workforce Development and Continuing Education), Sheri McGuire (Associate VP for Community and Economic Development, Longwood University), and Lauren Mathena (Director of Economic Development and Community Engagement · Mid-Atlantic Broadband Communities Corporation) -participated in a meeting (11.11.21) with Dr. Keith Harkins (SVCC), Alfreda Reynolds (Brunswick County ED), and representatives of St. Paul's College owner to confidentially discuss potential projects and reuse/redevelopment of the property -contacted by SPC4Life President (C.Stephenson) to schedule a meeting on the potential for an entrepreneurship center in the former Bank of America building in Lawrenceville -Southside Planning District Commission convenes a stakeholder meeting on 1.18.22 of representatives from SPC4Life, the Town of Lawrenceville, Brunswick County, RISE Collaborative, Department of Housing and Community Development, and GO Virginia Region 3 to continue coordination of potential programming for SPC4Life's recent acquisition of the former Bank of America Building in Lawrenceville

*MOST RECENT ACTIVITY SINCE LAST REPORT IN RED

**NEW PROJECT SINCE LAST REPORT IN GREEN



REGION 3_PROJECT PIPELINE_JULY 2022

Project No.	Project Name				
12-21	St. Paul's College 4Life				
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type_Amount	GOVA Region Partner(s)	Project Description	Status
17_Sites and Building -continue investment in unique properties 19_Innovation and Entrepreneurship	-St. Paul's College 4Life (501(c)(3) -others TBD	-Per Capita Capacity Building -amount tbd	n/a	-the short-term goal is to explore collaboration between St. Paul's alumni non-profit group and other community and regional partners to deliver entrepreneurship, adult education, and small business development support from an existing building in Lawrenceville -long-term goal is the acquisition and adaptive reuse of the former St. Paul's College property	-the 1.18.22 meeting was held, and information was exchanged among the participants; no follow-up meeting has been scheduled -on 3.9.22, B. David and L. Povar were interviewed by two (3) law students from the Harvard Negotiation and Mediation Clinical Program working with SPC4Life to understand better GO Virginia 3's role in the group's initiative, and no follow-up meeting was scheduled -Southside Planning District Commission convened a <i>Lawrenceville Revitalization Stakeholder Meeting</i> ; interested groups to include SPC4Life local government and economic development representatives and the Department of Housing and Community Development; purpose of the meeting was to continue discussion and identification of how best to plan and implement a comprehensive downtown Lawrenceville redevelopment plan which would include SPC4Life's building; meetings to be recurring on quarterly basis -Lawrenceville Revitalization Stakeholder Meeting scheduled for 7.14.22 -project to be moved to dormant status

*MOST RECENT ACTIVITY SINCE LAST REPORT IN RED

**NEW PROJECT SINCE LAST REPORT IN GREEN



REGION 3_PROJECT PIPELINE_JULY 2022

Project No.	Project Name				
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type Amount	GOVA Region Partner(s)	Project Description	Status
1-22	GO TEC_Multi-Region				
Goal_Monitor and advance the implementation of GO TEC	Institute for Advanced Learning and Research	<p>-Statewide Competitive</p> <p>-Grant Amount TBD</p> <p>-Per Capita for Regions 1, 4, and 5</p> <p>-Grant Amount TBD</p>		<p>-Expand and scale the GO TEC and ExperienceWorks platforms for talent pathway development in school divisions in the partner regions</p> <p>-position the Institute for Advanced Learning and Research as the source and coordinator for Virginia school divisions for GO TEC innovation, programming, and coordination</p>	<p>-discovery meeting convened by Region 3 on 3.15.22 and led by Dr. Julie Brown (Director of Advanced Learning_ILAR) with GO Virginia program directors from Regions 1, 2, 4, and 5</p> <p>-unanimous agreement for Region 3 staff (B. David, L. Povar) and Dr. J. Brown to meet with DHCD GO Virginia staff to determine how best to proceed with developing the project, particularly with the <i>Talent Pathways</i> funding being made available in the upcoming state budget by the 2022 General Assembly</p> <p>-Dr. J. Brown and B. David met with DHCD GO Virginia staff to review the project and receive guidance on how best to proceed with an application(s) to expand GO TEC to Regions 1, 2, 4, and 5; DHCD GO Virginia staff gave favorable input and guidance</p> <p>-Dr. J. Brown and B. David to schedule a discovery meeting involving interested school divisions and community college representatives from Regions 1, 2, 4, and 5 to gauge interest and participation</p> <p>-based on ILAR staffing and other management considerations the development of a multi-regional application has been deferred until July after which the project application process will move forward</p> <p>-project concept presented to GO TEC Advisory Board 6.9.22</p> <p>-project refocused and ILAR to move forward with preparing Statewide Competitive Application along with companion Regional Per Capita Application</p>

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**NEW PROJECT SINCE LAST REPORT IN GREEN



REGION 3_PROJECT PIPELINE_JULY 2022

Project No.		Project Name			
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type_Amount	GOVA Region Partner(s)	Project Description	Status
1-22	GO TEC_Multi-Region				
Goal_Monitor and advance the implementation of GO TEC	Institute for Advanced Learning and Research	-Statewide Competitive -Grant Amount TBD -Per Capita for Regions 1, 4, and 5 -Grant Amount TBD	1, 2, 4, and 5	-Expand and scale the GO TEC and ExperienceWorks platforms for talent pathway development in school divisions in the partner regions -position the Institute for Advanced Learning and Research as the source and coordinator for Virginia school divisions for GO TEC innovation, programming, and coordination	-Statewide Competitive Application to focus on <u>Geographic, Quantitative, and Qualitative Scaling</u> ; <u>Measurement and Assessment to Produce Data-Driven Outcomes</u> ; and, <u>Enterprise Sustainability</u> ; anticipated presentation to GO VA Region 3 Council at the 10.19.22 meeting

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**NEW PROJECT SINCE LAST REPORT IN GREEN



REGION 3_PROJECT PIPELINE_JULY 2022

Project No.	Project Name				
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type_Amount	GOVA Region Partner(s)	Project Description	Status
2-22	Commonwealth Regional Council_New Regional Economic Development Organization				
Goal_Leadership Support Sustainable Economic Development Systems in Eastern and Northern Subregions	Commonwealth Regional Council (Counties of Amelia, Buckingham, Charlotte, Cumberland, Lunenburg, Nottoway, and Prince Edward)	--Enhanced Capacity Building_Per Capita -\$100,000 GO VA total (est.)	n/a	- Through a series of critical studies and planning documents, the Commonwealth Regional Council's member local governments and Longwood University will develop a framework and implementation strategy to reset the goals, priorities, focus, and sustainable support of a regional economic development organization to better reflect changes in the economic development landscape regionally and at the state level.	-L. Povar and B. David engaged to develop and present a white paper to recommend the elements and considerations for a new regional economic development organization to serve the Commonwealth Regional Council's (CRC) member governments (10.21-1.21). -Longwood University agrees to participate as a strategic stakeholder (2.21-3.21) -L. Povar and B. David jointly developing a draft Enhanced Capacity Building application for consideration by the CRC and Longwood University (4.21) -ECB application to be submitted to the Project and Review Committee and Region 3 Council in near future -the Commonwealth Regional Council's Executive Director has secured participation and cash match contributions toward the project from local governments; Longwood University has committed an amount equal to the local government cash match amount -ECB application to be submitted early August 2022

*MOST RECENT ACTIVITY SINCE LAST REPORT IN RED

**NEW PROJECT SINCE LAST REPORT IN GREEN

NEW BUSINESS



DATE: July 13, 2022

TO: GO Virginia Region 3 Council

FROM: Tim Clark, Chair, Nominating Committee

RE: Region 3 Council Appointments

The Region 3 Council appointed Tim Clark, Chair, and Randy Lail, Vice Chair, for the 2022-2023 term. In addition to these appointments, the Nominating Committee advised that it would be recommending individuals to serve the unexpired terms of Karl Stauber (7.21.21-6.30.25) and Roger Scott (7.1.19-6.30.23).

The Nominating Committee recommends that Clark Casteel be appointed to serve the unexpired term for Karl Stauber. Mr. Casteel is the President and CEO of the Danville Regional Foundation and looks forward to serving on the Region 3 Council. He will be representing the *non-profit* council membership category.

The Nominating Committee is working towards identifying and recruiting a replacement for Roger Scott, who represented the *private sector-business* membership category. It is anticipated that a candidate will be presented to the Region 3 Council at its meeting on October 19th.

RECOMMENDATION:

Approve the appointment of Mr. Clark Casteel to serve the unexpired term of Mr. Karl Stauber.

Program Director s Report



DATE: July 13, 2022

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region 3 Council Service Agreements with Southside Planning District Commission, the Weldon Cooper Center for Public Service, Letterpress Communications for Marketing, Website, and Public Relations

The GO Virginia Region 3 Council has in-place service agreements with the Southside Planning District Commission (SPDC) and UVA's Weldon Cooper Center for Public Service (Cooper Center). The SPDC agreement is annually renewed to provide support services to the GO Virginia Region 3 Council under the *Per Capita Enhanced Capacity Building Funds* disbursed by the Department of Housing and Community Development. The Cooper Center agreement reflects the next two-year partnership to staff the Program Director position for the GO Virginia Region 3 Council.

The Executive Committee approved the SPDC support services agreement for FY2022-2023 and the Cooper Center agreements for FY2022-23 and FY2023-24 at its meeting on June 22nd. With regard to the Cooper Center's support service agreement, the GO Virginia Region 3 Council approved a budget amendment to fund this agreement for FY2022-2023 at its meeting on April 20th.

Letterpress Communications currently provides these services and is located in Farmville. The agreement with Letterpress was awarded in 2018 and has been extended yearly. Given this situation, issuing an RFP for these services was advisable. The new services agreement will have an annual term with two (2) one (1) year extensions for a total of three (3) years.

The SPDC issued a *Request for Proposals* on May 31st for communications and media services for the GO Virginia Region 3 Council, following State procurement protocols. There was one (1) response that Letterpress Communications submitted.

The Communications Committee Chair, the SPDC Executive Director, and I reviewed the proposal and found it would continue to provide the same level of services as in the past. Like many services, Letterpress's costs have increased, which was reflected in an hourly rate increase from \$100 per hour to \$115 per hour under the new agreement. Because the Region 3 Council's funds available for communications services are fixed at \$31,900 per year, adjustments were made to some of the deliverables. The primary change is moving the newsletter from a monthly cycle to a bi-monthly cycle. This change should not materially impact the Region 3 Council's communications program, as the social media postings will continue each week.

The SPDC Executive Director will execute the document on behalf of the Region 3 Council, which is customary in these matters.

RECOMMENDATION:

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





DATE: July 13, 2022

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: 2022 All Hands Meeting Review and 2023 All Hands Meeting Planning

The 2022 All Hands Meeting was held at The Prizery in South Boston on May 5th, with just over one hundred (100) people attending. Individual sessions gave those assembled an overview of projects and areas of interest the GO Virginia Region 3 Council has supported over the last several years, including:

- Growth & Diversification Plan – 2021 Update
- Entrepreneurship Innovation and Investment Strategy – SOVA Rise Collaborative
- Great Opportunities in Technology and Engineering Careers (GO TEC) – Institute for Advanced Learning and Research
- Bridge to Recovery – Southern Virginia Regional Alliance and Virginia Growth Alliance
- Community Leadership – Dr. Larry Terry, Executive Director, Weldon Cooper Center for Public Service

Following the 2022 All Hands Meeting, Region 3 staff, with input from the Executive Committee, discussed plans for the 2023 All Hands Meeting. Several general ideas for next year's event have come forward in an attempt to refocus the event to appeal to a broader Region 3 audience, viz.:

- schedule the event during the first week in May 2023 (date to be determined on venue availability)
- the potential shift in event start time to a late afternoon start to facilitate attendance from Region 3's business community
- continue with an update on projects supported by the Region 3 Council
- convene one (1) or two (2) panel discussions on economic and workforce development issues of interest
- present a keynote speaker as a subject matter expert on state or national-level economic issues related to Region 3
- ensure an appropriate number of networking opportunities are available for the attendees

These general ideas will be further researched and refined under the guidance of the Executive Committee. Additionally, the Region 3 Council members will be included, possibly via a survey, on program content and format as planning activities unfold over the next several months.

RECOMMENDATION:

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





DATE: July 13, 2022

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 name 'R. Bryan David' in the 'FROM' field.

RE: FY2022-2023 GO Virginia State Budget Appropriation and Budget Recapture

The Department of Housing and Community Development's Deputy Director of Economic Development and Community Vitality, Sara Dunnigan, distributed a memorandum to the GO Virginia regional program directors on June 1st. The memo provides information about the GO Virginia program as presented proposed budget approved by the General Assembly and subsequently approved by Governor Youngkin without amendment.

The following are highlights of the FY2022-2023 GO Virginia budget:

- base funding statewide has been held steady at \$30MM
- unchanged amounts statewide for support organizations (\$2.250MM), regional per capita pool (\$16.90MM), and statewide competitive pool (\$10.85MM)
- transfers \$27.516MM from the GO Virginia fund to the General Fund for unobligated funds from FY2019, FY2020, FY2021, and the Economic Recovery and Resilience Program
- outlines a new one-time allocation of \$2.25MM to the GO Virginia Talent Pathways Planning. DHCD will administer these funds in partnership with Virginia Economic Development Partnership
- allows the GO Virginia State Board to rescind unobligated per capita funds allocated to each regional council if the unobligated balance exceeds its average annual per capita distribution; all rescinded funds would be made available in the statewide competitive pool
- additional reporting requirements for DHCD to executive and legislative branches

Ms. Dunnigan's memo is attached for your reference.

Additionally, the General Assembly's adopted budget recaptures unexpended funds totaling \$27,515,896 from the GO Virginia program. These funds have accumulated over the last several fiscal years within individual regions and the statewide grant program. You will note that Region 3 holds no balance of unexpended funds for any prior fiscal year; thereby, no Region 3 grant funds were recaptured. Attached is information related to this matter.

RECOMMENDATION:

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

Attachments



Glenn Youngkin
Governor

Caren Merrick
Secretary of
Commerce and Trade

COMMONWEALTH of VIRGINIA

Bryan W. Horn
Director

DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

June 1, 2022

MEMORANDUM

To: Growth and Opportunity Virginia Program Stakeholders

From: Sara Dunnigan
Deputy Director of Economic Development and Community Vitality

Subject: Growth and Opportunity Virginia Budget Update

On May 30, 2022, budget negotiators released their conference report detailing compromises reached on many items that needed to be reconciled between the House and Senate budgets. While this budget compromise is still subject to approval by Governor Youngkin, staff would like to provide you with an update on how these conference decisions will alter the Growth and Opportunity Virginia Program moving forward.

As part of the budget, Growth and Opportunity Virginia base funding has been held steady at \$30,000,000. This includes an unchanged amount of \$2,250,000 to support organizations for capacity building purposes, as well as \$16,900,000 and \$10,850,000 being allocated to the per capita pool and competitive pool, respectively.

[Item 3-1.01 #3c of the caboose budget \(HB 29\)](#) directs the State Comptroller to transfer \$27,515,896 from the Virginia Growth and Opportunity Fund to the General Fund. This figure is the approximate sum of all unobligated funds from FY19, FY20, FY21, and from the Economic Recovery and Resilience Program. While the budget is not descriptive of which funds exactly will be subject to recapture, staff will be working diligently to ensure that funds swept will be done in a fair and equitable fashion.

[Item 114 #1c \(HB 29\)](#) outlines a new one-time \$2,500,000 allocation to the Growth and Opportunity Virginia Program for the GO Virginia Talent Pathways Planning. The Department of Housing and Community Development (DHCD) will administer these funds in partnership with the Virginia Economic Development Partnership, to support analysis on the workforce needs of regional businesses and the identification of the skills and training that can help prepare Virginians to fill available jobs in regional markets. The Virginia Economic Development Partnership's Office of Education and Labor Market Alignment will support regional councils in developing the analysis for this new planning initiative. Funds for this initiative must be used for the purposes stated and are non-reverting.



Virginia Department of Housing and Community Development | Partners for Better Communities
Main Street Centre | 600 East Main Street, Suite 300 Richmond, VA 23219
www.dhcd.virginia.gov | Phone (804) 371-7000 | Fax (804) 371-7090 | Virginia Relay 7-1-1

[Item 115 #5c \(HB 30\)](#) allows the Growth and Opportunity Virginia Board the authority to rescind funds allocated to regional councils on a per capita basis, if the unobligated balances of a regional council exceeds its average annual per capita distribution. Should the Board choose to exercise this new authority, those funds rescinded would be made available for the purposes of competitive projects.

[Item 115 #9c \(HB 30\)](#) adds additional items to the quarterly reporting requirements that Department of Housing and Community Development staff must submit to the Governor and the Chairs of the House Appropriations and Senate Finance and Appropriations Committees. Those changes include reporting total per capita allocations rescinded and repurposed to competitive awards and reporting details on the cash balances available in the Virginia Growth and Opportunity Fund including the unobligated balances by the per capita allocation and competitive allocation. This item also includes an additional yearly reporting requirement detailing outcomes associated with closed projects including project names, Regional Councils, GO Virginia investment type, GO Virginia strategy, program year, date of award, committed match, anticipated project outcomes, and actual project outcomes.

At this time, these are proposed amendments to the introduced budget and have not been approved by the General Assembly or Governor. We ask that you remain patient as we monitor the budget process. DHCD will continue to provide guidance and updates as we receive additional details.





Board Action: FY24 Enrolled Budget Fund Recapture Method

TITLE: Enrolled Budget GO Virginia Fund Recapture

BACKGROUND: [Item 3-1.01 #3c](#) directs the State Comptroller to transfer \$27,515,896 from the Virginia Growth and Opportunity Fund to the General Fund. This figure is the approximate sum of all unobligated funds from FY19, FY20, FY21, which includes the Economic Recovery and Resilience initiative. While the budget is not descriptive of which funds will be subject to recapture, staff has prepared two recapture methods for consideration. Neither of the proposed methods would impact FY22 unobligated fund balances and would not jeopardize the funding Per Capita applications under consideration. The Board may wish to consider alternatives to these recommendations.

ENROLLED BUDGET LANGUAGE:

"OO. On or before June 30, 2022, the State Comptroller shall transfer to the general fund an amount estimated at \$27,515,896 from Special Fund balances of the Virginia Growth and Opportunity Fund (09272)."

RECOMMENDATION:

Method 1: This method would rescind \$18.6M in unobligated Per Capita funds previously allocated by the State Board for seven GO Virginia regions as well as rescind \$5.0M in FY21 Statewide Competitive funds, totaling \$23.6M.

It would allow the Board to consider the submitted applications under the provisions of the Economic Resilience and Recovery (ERR) initiative and return residual balance (estimated \$2.6M) to the general fund. These projects have been reviewed and approved by their respective Councils and this program was schedule to expire at the end of the fiscal year.

The remaining recapture needed to support the enrolled budget (\$1.4M) would be provided by the FY22 Statewide Competitive Fund.

The table below illustrates Option 1 impact to individual regions as well as the Statewide Competitive Fund.





DATE: July 13, 2022

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to read 'RBD', is positioned to the right of the 'FROM:' line.

RE: 2022 Amendments to Electronic Public Meeting Statute

The 2022 Virginia General Assembly approved, and Governor Youngkin signed amendments allowing *advisory public bodies* to meet electronically under circumstances if a quorum is not physically present at the meeting place. These amendments will apply to the Region 3 Council and the Executive Committee when it becomes effective on September 1st.

The following is an excerpt from a Virginia Municipal League newsletter on the matter:

Electronic meetings

HB444 (Bennett-Parker) allows electronic meetings for all public bodies that are not a local governing body, local school board, planning commission, architectural review board, zoning appeals board, or board with the authority to deny, revoke, or suspend a professional or occupational license. A locality still must have an electronic meetings policy. Electronic meetings can only be used for two (2) or twenty-five percent (25%) of the meetings per year and there are rules on public access.

Accordingly, staff will develop a draft plan for electronic meetings held by the Council and Executive Committee. This draft plan will be presented to the Executive Committee at its meeting on August 17th and the Region 3 Council at its meeting on October 19th.

RECOMMENDATION:

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