



GO Virginia Region 3 Council Meeting

Date and Time: January 18, 2023
1:00 pm – 3:00 pm
Location: Virtual

Link: <https://tinyurl.com/w2u2bwzh>
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 | Deborah Gosney |
| 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 | Deborah Gosney |
| VII. GO Virginia Region 3 Project Funding Matrix Report | Deborah Gosney |
| VIII. GO Virginia Growth & Diversification Plan Status Report | Liz Povar |

Special Appearances and Presentations

- | | |
|---|-----------|
| IX. Jason El Koubi_President and CEO, Virginia Economic Development Partnership | Tim Clark |
| X. GO Virginia Region 3 Council Website Refresh Project_Alex Veatch, Letterpress Communications | Tim Clark |

Old Business

- | | |
|------------------------------|-----------|
| XI. Approved Projects Update | Tim Clark |
|------------------------------|-----------|



AGENDA (continued)

Old Business (cont.)

- XII. Project Pipeline (closed meeting if needed)
- a. Assessment and Update of GO Virginia Region 3 Entrepreneurship Investment & Innovation Strategy
 - b. Southern Virginia Health Science Career Pipeline (Enhanced Capacity Building_Planning)
 - c. SOVA Innovations Labs (Per Capita)

Tim Clark

New Business

- XIII. Committee Reports
- a. Project Review Committee
 - i. Patrick & Henry Community College – GO TEC Welding Instructor
 - ii. Southside Virginia Community College – GO TEC Mechatronics Instructor
 - iii. Virginia's Growth Alliance Site Development Project

Program Director's Report

Bryan David

- XIV. GO TEC Virginia 2025
XV. Region 3 Council 2023 Calendar
XVI. GO Virginia Region 3 Annual Report

Adjourn

MINUTES

**GO VIRGINIA REGION 3 FULL COUNCIL
MEETING MINUTES
Wednesday, October 19, 2022**

REGULAR BUSINESS

Call To Order

Vice-Chair Lail called the GO Virginia Region 3 Full Council meeting to order on October 19, 2022 at 1:00 p.m. Vice-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

Vice-Chair Lail declared a quorum was present.

Region 3 Council Members

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

Region 3 Staff in Attendance

| Name – Organization - Role | In Person | Virtual | Absent |
|---|-----------|---------|--------|
| Deborah Gosney - Southside PDC - Support Org. & Fiscal Agent | X | | |
| Bryan David - UVA Weldon Cooper Center Contract Staff – Region 3 Program Director | X | | |
| Ann Taylor Wright (CTW Consulting, LLC) - Southside PDC Contract Staff | | X | |
| Liz Povar (The Riverlink Group) - Southside PDC Contract Staff | | | X |
| Nancy Pool – Southside PDC Contract Staff | X | | |

Guests in Attendance

| Name - Title | Organization | In Person | Virtual |
|---|--|-----------|---------|
| Ilsa Loeser- Principle | LetterPress Communications | X | |
| Alex Veatch- Account Executive | LetterPress Communications | X | |
| Terra Baily Napier- Executive Director | South Central Workforce Dev. | X | |
| Lauren Mathena- Director Economic Dev. | Mid-Atlantic Broadband Corp. | X | |
| Dr. Julie Brown- VP of Adv. Learning | Institute for Adv. Learning & Research | | X |
| Thomas Jordan Miles, III- Committee Chair | Region 3 Project Review Committee | | X |
| Andrea Devening- Program Analyst | DHCD GO Virginia | | X |
| Annie Weidhaas- Program Administrator | DHCD GO Virginia | X | |
| Sheri McGuire- Assoc. VP Economic Dev. | Longwood University | X | |

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

Vice-Chair Lail noted that the minutes of the July 20, 2022 Full Council meeting were received via email prior to the meeting and included in the meeting packet. **Charles Majors made a motion that the minutes from the July 20, 2022 Full Council meeting be approved as presented; the motion was seconded by Amy Griffin and was approved by unanimous vote.**

Financial Reports

Deborah Gosney reviewed the Financial Reports and Funding Matrix that were included in the meeting packet for period September 1, 2022 to September 30, 2022. **Charles Majors made a motion that the Financial Reports for period ending September 30, 2022 be approved as presented; the motion was seconded by Sherry Swinson and was approved by unanimous vote.**

SPECIAL APPEARANCES & PRESENTATIONS

- Ilsa Loeser and Alex Veatch with LetterPress presented an annual report detailing it's work with the Council over the previous year. Activities included public relations and communications strategies, the bi-monthly Region 3 newsletter, social media content development and distribution, periodic press releases, and support of the 2022 All Hands Meeting.
- Terra Bailey Napier, Executive Director of the South Central Workforce Development Board shared information about the *Investment in Workforce Development Services Innovation Grant* recently pursued by the South Central Workforce Development Board.
- Lauren Mathena, Director of Economic Development & Community Engagement for Mid-Atlantic Broadband Communities Corporation (MBC) gave an update to the Council on the *Entrepreneur Innovation and Investment Strategy* Project.

OLD BUSINESS

Approved Projects Updates

The approved projects currently being implemented were presented as follows:

- Bridge To Recovery Project - A total of 77 applications have been approved totaling \$636,000 and 77 suppliers have been qualified. DHCD GO Virginia staff approved a no-cost extension for this project through 12.31.22 to complete its outreach program.
- Southern Virginia Regional Alliance Site Development Project - Engineering and due diligence bids are underway and work is anticipated to proceed and be completed in the anticipated timeline.
- GO TEC Phase 2B Project - One-on-one training for GO TEC Career Connection teachers continue. The subcontract with Carroll County was amended to include new Career Connections modules to support precision agriculture and biotechnology. Negotiations are underway with the Controlled Environment Agriculture Innovation Center to pilot a vertical ag unit for inclusion in Career Connections.
- ExperienceWorks Project - IALR Work-Based Learning (WBL) coordinator held the quarterly MajorClarity partners meeting for all the school division partners to discuss current usage, achievements, goals, best practices, and challenges.
- Controlled Environment Agriculture (CEA) Project - The CEA Contract has been executed. No other activity to date.
- Entrepreneurship & Innovation Implementation Project - Regional convening continues with virtual meetups, Rise & Shine networking events are held twice a month, and ongoing planning meetings with partners continue. Access to capital strategy discussions followed up with written reports/recommendations in progress.
- SEED Innovation Hub Project – Longwood submitted an EDA funding request for Project SEED/Farmville Innovation Hub and has received a non-binding letter of commitment.

- Virginia's Growth Alliance (VGA) Refresh/Restart Project – The procurement for services process is underway and work is anticipated to proceed and be completed in the anticipated timeline.
- Mid-Atlantic Broadband Middle Mile Planning Project - Notice to Proceed was issued to the engineer on January 7, 2022. Engineering, design, and environmental is approximately 65% complete.
- Mid-Atlantic Broadband Middle Mile Construction Project - An EDA grant application was submitted in March 2022. The EDA obligated all their funding prior to reviewing the MBC application, this application was not approved. An NTIA application for \$16,397,315 was submitted in September 2022.
- The Gupton Initiative – This Project has been approved and the contract has been executed.

Vice-Chair Lail asked members for questions or comments; there being none, there was no discussion regarding the updates.

Project Pipeline Updates

Bryan David provided Council members with updates on the project pipeline. Vice-Chair Lail asked members for questions or comments; there being none, there was no discussion regarding the updates.

NEW BUSINESS

Project Review Committee

Jordan Miles, Project Review Committee Chair, reported on the Project Review Committee's review of the Statewide Competitive application for GO TEC Virginia 2025 submitted by Dr. Julie Brown on behalf of the Institute for Advanced Learning and Research. The application represents a geographic expansion and scaling of a highly successful K12 education workforce development program from Region 3 to multiple school divisions in GO Virginia Regions 1 (Southwest Virginia), Region 4 (Richmond-Petersburg), and Region 5 (Hampton Roads). The Project Review Committee met on September 30th and recommended approval of the application as presented. Dr. Brown delivered a virtual presentation on the project as well. **Melody Foster made a motion that the application be approved as presented; the motion was seconded by Robert Bates; motion was approved with ten votes in favor and two abstentions; Charles Majors and Rhonda Hodges abstained due to conflicts of interest.**

Nominating Committee

Roger Scott (7.1.2019 - 6.30.2023) resigned from the Region 3 Council in December 2021. The Nominating Committee recommends that Kristin Gee be appointed to serve the unexpired term for Roger Scott (10.19.2022 - 6.30.2023). Ms. Gee serves as the General Counsel & Corporate Secretary at Kyanite Mining, based in Dillwyn, Virginia. She will be representing the private sector council membership category. **Lauren Willis made a motion to appoint Kristin Gee to serve the unexpired term of Roger Scott; the motion was seconded by Melody Foster and was approved by unanimous vote.**

Program Director's Report

- Virtual Meetings: Bryan David reviewed the recently adopted Policy #9 regarding virtual meetings. The Executive Committee and staff recommend the following provisions be added to Policy #9 to implement all-virtual meetings:
 - The Region 3 Council may conduct all-virtual meetings in accordance with

subsection C of §2.2-3708.3.1-9 (Meetings held through electronic communication means; situations other than declared states of emergency) of the Code of Virginia, as amended.

- The Region 3 Council will designate at its last quarterly meeting of the calendar year the schedule for virtual and in-person meetings for the next calendar year for planning purposes.

The following is the Region 3 Council proposed meeting schedule for 2023 based on the Policy #9 amendment:

- January 18, 2023 (virtual)
- April 19, 2023 (in-person SOVA Innovation Hub)
- July 19, 2023 (virtual)
- October 18, 2023 (in-person SOVA Innovation Hub)

The Region 3 Council will formally adopt its annual meeting schedule for 2023 as part of the January 18th meeting. The all-virtual meeting option is available to the Executive Committee for its meetings as well. These meetings are held as needed during months when the Region 3 Full Council is not meeting. The Executive Committee will set a virtual meeting schedule when it meets next. **Charles Majors made a motion to adopt Region 3 Council Policy #9 amendments as presented and approve the proposed 2023 schedule for virtual and in-person meetings; the motion was seconded by Sherry Swinson and was approved by unanimous vote.**

- All Hands Meeting: Bryan David gave an update on the 2023 All Hands Meeting.
 - The 2023 All Hands Meeting will be held on May 4, 2023
 - A “save-the-date” announcement will be sent in the near future
 - The event start time will be shifted to a late afternoon start to facilitate attendance from Region 3’s business community
 - The program will include a presentation from a “keynote” speaker on a current topic of interest aligned with the Region 3 Council’s mission, along with the customary updates on Region 3 projects and activities
 - Ensure an appropriate number of networking opportunities are available for the attendees

OTHER BUSINESS

None

ADJOURN

There being no additional business matters to go before the GO Virginia Region 3 Council, Vice- Chair Lail adjourned the meeting at **3:09 p.m.**

These minutes were approved on *date of next full council meeting*.

Bryan David, Executive Director
GOVA Region 3

Randy Lail, GOVA Region 3 Council
Vice-Chair

FINANCIAL REPORT

FY21 GO VA OPERATING BUDGET

GO Virginia Region 3

Report Period: March 1, 2021 to December 31, 2021

Draw Period: December 1, 2021 to December 31, 2021

GO VIRGINIA



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

FY 21 GO VIRGINIA FUNDS

| Budget Categories | Operating Budget | Budget Revision #1 (+/-) Change | Budget Revision #2 (+/-) Change | Revised Operating Budget | Previously Paid Expenses | DHCD Request Submitted in Remittance 10 | Total Expenses To Date | FY21 Available Funds |
|----------------------------------|----------------------|---------------------------------|---------------------------------|--------------------------|--------------------------|---|------------------------|----------------------|
| Program Operations | | | | | | | | |
| Audit | \$ 1,170.00 | \$ - | \$ - | \$ 1,170.00 | \$ - | \$ - | \$ - | \$ 1,170.00 |
| Meetings & Facilitation | | | | | | | | |
| All Hands Meeting | - | - | - | - | - | - | - | - |
| Council Meetings | 1,500.00 | - | - | 1,500.00 | 1,145.95 | 61.52 | 1,207.47 | 292.53 |
| Total Meetings & Facilitation | 1,500.00 | - | - | 1,500.00 | 1,145.95 | 61.52 | 1,207.47 | 292.53 |
| Supplies | 500.00 | - | - | 500.00 | 295.02 | - | 295.02 | 204.98 |
| Salaries - SPDC | 80,000.00 | (12,700.00) | (8,000.00) | 59,300.00 | 40,155.17 | 3,332.49 | 43,487.66 | 15,812.34 |
| Contract Services | | | | | | | | |
| SPDC UVA MOU | 101,200.00 | - | - | 101,200.00 | 75,899.97 | - | 75,899.97 | 25,300.03 |
| SPDC Contract Staff - Riverlink | 9,000.00 | - | - | 9,000.00 | 3,371.25 | 5,250.00 | 8,621.25 | 378.75 |
| SPDC Contract Staff - Nancy Pool | 7,200.00 | - | 1,000.00 | 8,200.00 | 7,025.00 | 400.00 | 7,425.00 | 775.00 |
| Total Contract Services | 117,400.00 | - | 1,000.00 | 118,400.00 | 86,296.22 | 5,650.00 | 91,946.22 | 26,453.78 |
| Marketing - Letterpress | 31,900.00 | - | 7,000.00 | 38,900.00 | 29,795.00 | 1,850.00 | 31,645.00 | 7,255.00 |
| Rent - SOVA Innovation Hub | 5,415.00 | - | - | 5,415.00 | 3,610.00 | 451.25 | 4,061.25 | 1,353.75 |
| Total Program Operations | 237,885.00 | (12,700.00) | - | 225,185.00 | 161,297.36 | 11,345.26 | 172,642.62 | 52,542.38 |
| Planning | | | | | | | | |
| Technical Assistance | | | | | | | | |
| Technical Assistance | 12,115.00 | 12,700.00 | - | 24,815.00 | 21,640.00 | 3,175.00 | 24,815.00 | - |
| Total Planning | 12,115.00 | 12,700.00 | - | 24,815.00 | 21,640.00 | 3,175.00 | 24,815.00 | - |
| TOTAL | \$ 250,000.00 | \$ - | \$ - | \$ 250,000.00 | \$ 182,937.36 | \$ 14,520.26 | \$ 197,457.62 | \$ 52,542.38 |

The Checking Account is comprised of:

| | | |
|--|---------------------|--|
| | \$47,039.72 | Local Funds - Unexpended (Martinsville/Henry County) |
| | <u>261.30</u> | Interest |
| | \$47,301.02 | |
| | <u>(14,520.26)</u> | Checks Submitted in Remittance 10 |
| | \$ 32,780.76 | Checkbook Balance |

| Checks Submitted in Remittance 10 | |
|--|---------------------|
| 9764 - The Riverlink Group - April to October 2021 | \$ 8,425.00 |
| 9765 - SPDC - Salaries - November 2021 | 3,332.49 |
| 9766 - SPDC - Executive Meeting Meal Reimbursement | 61.52 |
| 9767 - Nancy Pool - November 2021 | 400.00 |
| 9768 - SOVA Innovation Hub - Rent - December 2021 | 451.25 |
| 9769 - Letterpress Communications - November 2021 | 1,850.00 |
| Total Checks Submitted in Remittance 10 | \$ 14,520.26 |

FY22 GO VA OPERATING BUDGET

GO Virginia Region 3

Report Period: April 1, 2022 to December 31, 2022

Draw Period: December 1, 2022 to December 31, 2022

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

FY 22 GO VIRGINIA FUNDS

| Budget Categories | Operating Budget | Budget Revision #1 (+/-) Change | Budget Revision #1 | Previously Paid Expenses | DHCD Request Submitted in Remittance 8 | Total Expenses To Date | FY22 Available Funds |
|----------------------------------|----------------------|---------------------------------|----------------------|--------------------------|--|------------------------|----------------------|
| Program Operations | | | | | | | |
| Audit | \$ 1,170.00 | \$ - | \$ 1,170.00 | \$ - | \$ - | \$ - | \$ 1,170.00 |
| Meetings & Facilitation | | | | | | | |
| All Hands Meeting | - | - | - | - | - | - | - |
| Council Meetings | 1,500.00 | - | 1,500.00 | 862.10 | - | 862.10 | 637.90 |
| Total Meetings & Facilitation | 1,500.00 | - | 1,500.00 | 862.10 | - | 862.10 | 637.90 |
| Supplies | 500.00 | - | 500.00 | 135.54 | - | 135.54 | 364.46 |
| Salaries - SPDC | 80,000.00 | (5,289.47) | 74,710.53 | 49,263.53 | 10,988.82 | 60,252.35 | 14,458.18 |
| Contract Services | | | | | | | |
| SPDC UVA MOU | 101,200.00 | - | 101,200.00 | 75,899.97 | - | 75,899.97 | 25,300.03 |
| SPDC Contract Staff - Riverlink | 9,000.00 | - | 9,000.00 | 6,000.00 | - | 6,000.00 | 3,000.00 |
| SPDC Contract Staff - Nancy Pool | 7,200.00 | - | 7,200.00 | 2,575.00 | 250.00 | 2,825.00 | 4,375.00 |
| Total Contract Services | 117,400.00 | - | 117,400.00 | 84,474.97 | 250.00 | 84,724.97 | 32,675.03 |
| Marketing - Letterpress | 31,900.00 | - | 31,900.00 | 24,312.07 | - | 24,312.07 | 7,587.93 |
| Rent - SOVA Innovation Hub | 5,415.00 | - | 5,415.00 | 3,600.50 | 446.50 | 4,047.00 | 1,368.00 |
| Total Program Operations | 237,885.00 | (5,289.47) | 232,595.53 | 162,648.71 | 11,685.32 | 174,334.03 | 58,261.50 |
| Planning | | | | | | | |
| Technical Assistance | | | | | | | |
| All Hands Meeting | 12,115.00 | 5,289.47 | 17,404.47 | 17,404.47 | - | 17,404.47 | - |
| Total Planning | 12,115.00 | 5,289.47 | 17,404.47 | 17,404.47 | - | 17,404.47 | - |
| TOTAL | \$ 250,000.00 | \$ - | \$ 250,000.00 | \$ 180,053.18 | \$ 11,685.32 | \$ 191,738.50 | \$ 58,261.50 |

The Checking Account is comprised of:

| | |
|--------------------|--|
| \$47,039.72 | Local Funds - Unexpended (Martinsville/Henry County) |
| 328.34 | Interest |
| \$47,368.06 | Checkbook Balance |

| Checks Submitted in Remittance 8 | |
|--|---------------------|
| 9904 - SOVA Innovation Hub - Rent - December 2022 | \$ 446.50 |
| 9905 - Nancy Pool - September and October 2022 Hours | 250.00 |
| 9906 - SPDC - Salaries - November 2022 | 10,988.82 |
| Total Checks Submitted in Remittance 8 | \$ 11,685.32 |

BRIDGE TO RECOVERY

Grant Agreement Term: July 1, 2020 - December 31, 2022

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Southern Virginia Regional Alliance

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown #5 9/2/2022 | Total Paid After Remittance | Grant Balance |
|-----------------------------------|----------------------|----------------------|-----------------------------------|-----------------------------|----------------------|
| SPDC Project Monitoring/Reporting | \$ 25,000.00 | \$ 7,363.99 | \$ 280.00 | \$ 7,643.99 | \$ 17,356.01 |
| Administration | \$ 87,629.97 | \$ 58,439.33 | \$ 7,052.84 | \$ 65,492.17 | \$ 22,137.80 |
| Contract Services | \$ 400,000.00 | \$ 55,128.45 | \$ 11,440.33 | \$ 66,568.78 | \$ 333,431.22 |
| Fringe Benefits | \$ 43,052.22 | \$ 36,685.41 | \$ 2,312.18 | \$ 38,997.59 | \$ 4,054.63 |
| Salaries | \$ 74,005.81 | \$ 56,505.79 | \$ - | \$ 56,505.79 | \$ 17,500.02 |
| Other: Collaborative Support | \$ 69,957.00 | \$ 41,250.00 | \$ 4,375.00 | \$ 45,625.00 | \$ 24,332.00 |
| Other: Subscriptions | \$ 61,683.00 | \$ 53,175.69 | \$ 1,794.29 | \$ 54,969.98 | \$ 6,713.02 |
| Other: Website Updates | \$ 8,000.00 | \$ 7,125.00 | \$ - | \$ 7,125.00 | \$ 875.00 |
| Other: Training/Marketing Program | \$ 5,672.00 | \$ - | \$ - | \$ - | \$ 5,672.00 |
| Other: E-Commerce Assistance | \$ 100,000.00 | \$ - | \$ - | \$ - | \$ 100,000.00 |
| Other: Marketing | \$ 50,000.00 | \$ - | \$ 43,300.00 | \$ 43,300.00 | \$ 6,700.00 |
| Totals | \$ 925,000.00 | \$ 315,673.66 | \$ 70,554.64 | \$ 386,228.30 | \$ 538,771.70 |
| | | | | | |
| | | | | | |

REQUIRED MATCHING FUNDS

| Budget Categories from CAMS | Committed Match | Previous Match | Current Match 9/28/2022 | Total Match To Date | Match Balance |
|--|------------------------|----------------------|-------------------------|----------------------|----------------------|
| Construction | \$ 225,000.00 | \$ 90,384.87 | \$ 24,125.10 | \$ 114,509.97 | \$ 110,490.03 |
| Fringe Benefits | \$ 39,750.00 | \$ 36,761.83 | \$ - | \$ 36,761.83 | \$ 2,988.17 |
| Salaries | \$ 132,500.00 | \$ 121,262.74 | \$ - | \$ 121,262.74 | \$ 11,237.26 |
| Other: Finance Costs for Cash Flows | \$ 26,000.00 | \$ - | \$ - | \$ - | \$ 26,000.00 |
| Other: Upgrade Costs for Shop Local | \$ 10,000.00 | \$ - | \$ - | \$ - | \$ 10,000.00 |
| Other: PPE Tool Kits | \$ 25,000.00 | \$ 12,850.27 | \$ 230.83 | \$ 13,081.10 | \$ 11,918.90 |
| Other: Meeting Expense (Sites/Virtual) | \$ 20,000.00 | \$ - | \$ - | \$ - | \$ 20,000.00 |
| Other: Finance & Procurement Admin | \$ 83,250.00 | \$ 62,437.50 | \$ 6,937.50 | \$ 69,375.00 | \$ 13,875.00 |
| Other: Business Services Match Funds | \$ 650,000.00 | \$ 180,779.51 | \$ 61,836.76 | \$ 242,616.27 | \$ 407,383.73 |
| Totals | \$ 1,211,500.00 | \$ 504,476.72 | \$ 93,130.19 | \$ 597,606.91 | \$ 613,893.09 |
| | | | | | |

Status: GOVA funds are 42% expended. A third budget revision was approved to align funds more with group events. The next draw will be submitted by mid January. A second extension (until April 30, 2023) has been requested as there is still demand for professional services and additional post-Covid needs have been identified.

GO-TEC 2B

Grant Agreement Period: June 23, 2020 - September 30, 2022

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Institute for Advanced Learning & Research

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

| Budget Categories (FROM CAMS) | GOVA Budget | Previously Paid | DHCD Request Drawdown #11 12/15/2022 | Total Paid After Remittance | Grant Balance |
|-----------------------------------|-----------------|-----------------|---|-----------------------------|---------------|
| SPDC Project Monitoring/Reporting | \$ 16,554.36 | \$ 2,266.89 | \$ 940.50 | \$ 3,592.39 | \$ 12,961.97 |
| Contract Services | | | | \$- | 0 |
| Equipment | \$ 2,430,751.29 | \$ 2,090,262.13 | \$ 217,402.27 | \$ 2,309,041.42 | \$ 121,709.87 |
| Salaries | \$ 791,120.00 | \$ 644,322.90 | \$ 45,918.37 | \$ 724,428.13 | \$ 66,691.87 |
| Training | | | | \$- | 0 |
| Travel and Misc | \$ 89,000.00 | \$ 66,169.58 | \$ 18,965.66 | \$ 89,000.00 | \$ - |
| Administration | \$ 248,315.35 | \$ 210,056.68 | \$ 21,171.44 | \$ 234,185.27 | \$ 14,130.08 |
| | \$ 3,575,741.00 | \$ 3,013,078.18 | \$ 304,398.24 | \$ 3,360,247.21 | \$ 215,493.79 |

MATCHING FUNDS

| Budget Categories (FROM CAMS) | Committed Match | Previous Match | Current Match 12/15/2022 | Total Match to Date | Match Balance |
|-------------------------------|-----------------|-----------------|-----------------------------|---------------------|-------------------|
| Equipment | \$ 1,637,000.00 | \$ 2,323,600.28 | \$ 99,543.08 | \$ 2,423,143.36 | \$ (786,143.36) |
| Salaries | \$ 916,000.00 | \$ 978,664.89 | \$ 115,253.93 | \$ 1,093,918.82 | \$ (177,918.82) |
| Travel and Misc | | | | \$- | \$ - |
| IDEA Academy | | | | \$- | \$ - |
| Scholarship | \$ 72,918.79 | \$ 69,068.09 | \$ 148,346.59 | \$ 217,414.68 | \$ (144,495.89) |
| Career Tech Academy | | | | \$- | \$ - |
| | \$ 2,625,918.79 | \$ 3,371,333.26 | \$ 363,143.60 | \$ 3,734,476.86 | \$ (1,108,558.07) |

*over matched

Status: GOVA funds were 94% expended. DD#11 was the final remittance; \$215,493.79 remained unexpended and will be returned to the state competitive pool. Project close out documents have been submitted.

MBC MIDDLE MILE PLANNING

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

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Mid-Atlantic Broadband

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

| Budget Categories (FROM CAMS) | GOVA Budget | Previously Paid | DHCD Request Drawdown #9 12/21/2022 | Total Paid After Remittance | Grant Balance |
|-------------------------------|---------------|-----------------|-------------------------------------|-----------------------------|---------------|
| Planning/Assessment | \$ 100,000.00 | \$ 85,552.68 | \$ 6,100.00 | \$ 91,652.68 | \$ 8,347.32 |
| | \$ 100,000.00 | \$ 85,552.68 | \$ 6,100.00 | \$ 91,652.68 | \$ 8,347.32 |
| | | | | | |
| | | | | | |

REQUIRED MATCHING FUNDS

| Budget Categories (FROM CAMS) | Committed Match | Previous Match | Current Match 12/21/2022 | Total Match | Match Balance |
|-------------------------------|-----------------|----------------|--------------------------|-------------|---------------|
| Planning/Assessment | \$ 900,000.00 | \$ 770,974.12 | \$ 53,900.00 | 824,874.12 | \$ 75,125.88 |
| | \$ 900,000.00 | \$ 770,974.12 | \$ 53,900.00 | 824,874.12 | \$ 75,125.88 |
| | | | | | |

Status: GOVA funds are 92% expended. A project extension was approved through December 31, 2022. The final draw will utilize the remaining funds and project close out will begin.

ENTREPRENEURSHIP & INNOVATION IMPLEMENTATION

Grant Agreement Term: April 1, 2021 - March 31, 2023

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: SoVa Innovation Hub

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

| Budget Categories (FROM CAMS) | GOVA Budget | Previously Paid | DHCD Request Drawdown #3 10/4/2021 | Total Paid After Remittance | Grant Balance |
|--|----------------------|---------------------|------------------------------------|-----------------------------|----------------------|
| SPDC Project Monitoring/Reporting | \$ 5,000.00 | \$ 407.45 | \$ 2,260.86 | \$ 2,668.31 | \$ 2,331.69 |
| Other : Entrepreneurship training | \$ 129,000.00 | \$ 12,966.38 | \$ 28,592.77 | \$ 41,559.15 | \$ 87,440.85 |
| Other : Youth entrepreneurship program | \$ 75,000.00 | | \$ 20,052.22 | \$ 20,052.22 | \$ 54,947.78 |
| Other : Program branding/marketing | \$ 115,000.00 | \$ 18,850.44 | \$ 54,088.41 | \$ 72,938.85 | \$ 42,061.15 |
| Other : Regional scorecard implement | \$ 5,000.00 | \$ 2,596.45 | \$ 1,987.89 | \$ 4,584.34 | \$ 415.66 |
| Other : Farmville innovation space | \$ 40,000.00 | | | \$ - | \$ 40,000.00 |
| Other : Consultants - out of region | \$ 80,000.00 | | \$ 29,419.95 | \$ 29,419.95 | \$ 50,580.05 |
| Total | \$ 449,000.00 | \$ 34,820.72 | \$ 136,402.10 | \$ 171,222.82 | \$ 277,777.18 |
| | | | | | |
| | | | | | |

REQUIRED MATCHING FUNDS

| Budget Categories (FROM CAMS) | Committed Match | Previous Match | Current Match 10/4/2021 | Total Match to Date | Match Balance |
|--|----------------------|---------------------|-------------------------|----------------------|----------------------|
| Administration | \$ 10,000.00 | | | \$ - | \$ 10,000.00 |
| Other : Entrepreneurship training | \$ 75,000.00 | \$ 1,450.97 | \$ 31,928.42 | \$ 33,379.39 | \$ 41,620.61 |
| Other : Youth entrepreneurship program | \$ 5,000.00 | | \$ 970.00 | \$ 970.00 | \$ 4,030.00 |
| Other : Program branding/marketing | \$ 10,000.00 | | \$ 2,428.81 | \$ 2,428.81 | \$ 7,571.19 |
| Other : Regional scorecard implement | \$ 20,000.00 | \$ 11,086.11 | \$ 94.44 | \$ 11,180.55 | \$ 8,819.45 |
| Other : Farmville innovation space | \$ 50,000.00 | \$ 50,048.18 | | \$ 50,048.18 | \$ (48.18) |
| Other : Project Development/Admin | \$ 110,000.00 | \$ 3,429.12 | \$ 9,017.23 | \$ 12,446.35 | \$ 97,553.65 |
| Total | \$ 280,000.00 | \$ 66,014.38 | \$ 44,438.90 | \$ 110,453.28 | \$ 169,546.72 |
| | | | | | |

STATUS: GOVA funds are 38% expended. A project extension is being requested (through June 30, 2023).

SVRA SITE DEVELOPMENT

Grant Agreement Term: October 1, 2021 - September 30, 2023

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Southern Virginia Regional Alliance

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown # | Total Paid After Remittance | Grant Balance |
|------------------------------------|------------------------|-----------------|-------------------------|-----------------------------|------------------------|
| SPDC Project Monitoring/Reporting | \$ 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 | Committed Match | Previous Match | Current Match | Total Match To Date | Match Balance |
|------------------------------------|------------------------|----------------|---------------|---------------------|------------------------|
| Administration - IALR | | | | | |
| Architectural and Engineering Fees | | | | | |
| Totals | \$ 1,323,800.00 | \$ - | \$ - | \$ - | \$ 1,323,800.00 |
| | | | | | |

Status: No GOVA funds have been requested to date. SVRA recently began to receive invoices for completed A&E services and a draw request is expected in January. The majority of studies will be completed in the first quarter of 2023.

EXPERIENCE WORKS

Grant Agreement Term: October 1, 2021 - September 30, 2023

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Institute for Advance Learning & Research

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown #2 6/22/2022 | Total Paid After Remittance | Grant Balance |
|-----------------------------------|----------------------|--------------------|------------------------------------|-----------------------------|----------------------|
| SPDC Project Monitoring/Reporting | \$ 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: Biz 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 | Committed Match | Previous Match | Current Match 6/22/2022 | Total Match To Date | Match Balance |
|--------------------------------|----------------------|--------------------|-------------------------|---------------------|----------------------|
| Contract Services | \$ 63,000.00 | | | | \$ 63,000.00 |
| Fringe Benefits | \$ 14,000.00 | \$ 1,538.81 | \$ 2,403.20 | \$ 3,942.01 | \$ 10,057.99 |
| Salaries | \$ 40,000.00 | \$ 4,791.69 | \$ 8,400.00 | \$ 13,191.69 | \$ 26,808.31 |
| Supplies | \$ 3,000.00 | \$ 283.14 | \$ 471.96 | \$ 755.10 | \$ 2,244.90 |
| Travel | \$ 7,380.00 | \$ 1,516.06 | \$ 1,045.13 | \$ 2,561.19 | \$ 4,818.81 |
| Other: Internship Stipends | \$ 102,434.00 | | | | \$ 102,434.00 |
| Other: EXCITE Teacher Stipends | \$ 18,000.00 | | | | \$ 18,000.00 |
| Other: Career Expo and Camps | \$ 10,000.00 | | | | \$ 10,000.00 |
| Totals | \$ 257,814.00 | \$ 8,129.70 | \$ 12,320.29 | \$ 20,449.99 | \$ 237,364.01 |

Status: GOVA funds are 5% expended. IALR staff turnover has delayed draw processing. DD#3 is expected to be submitted in January and will include all summer workshop/training activities.

CONTROLLED ENVIRONMENT AG (CEA)

Grant Agreement Term: March 15, 2022 - March 14, 2023

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Institute for Advance Learning & Research

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown # | Total Paid After Remittance | Grant Balance |
|-----------------------------------|---------------------|-----------------|-------------------------|-----------------------------|---------------|
| SPDC Project Monitoring/Reporting | \$ 750.00 | \$ - | \$ - | \$ - | \$ 750.00 |
| Planning | \$ 77,053.00 | \$ - | \$ - | \$ - | \$ 77,803.00 |
| Totals | \$ 77,803.00 | \$ - | \$ - | \$ - | \$ - |
| | | | | | |

REQUIRED MATCHING FUNDS

| Budget Categories from CAMS | Committed Match | Previous Match | Current Match | Total Match To Date | Match Balance |
|-----------------------------|---------------------|----------------|---------------|---------------------|---------------------|
| Salaries | \$ 28,263.25 | | | | \$ 28,263.25 |
| Contract Services | \$ 2,955.00 | | | | \$ 2,955.00 |
| Outreach | \$ 8,075.00 | | | | \$ 8,075.00 |
| Totals | \$ 38,543.00 | \$ - | \$ - | \$ - | \$ 38,543.00 |
| | | | | | |

Status: No draw activity to date. IALR is awaiting invoices from Virginia Tech to submit first draw request; it is expected in January. Studies are in progress. A situational awareness group has met and begun work on developing strategies.

SEED INNOVATION HUB

Grant Agreement Term: January 2, 2023 - January 1, 2025

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Longwood University Real Estate Foundation

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown # | Total Paid After Remittance | Grant Balance |
|-----------------------------------|----------------------|-----------------|-------------------------|-----------------------------|----------------------|
| SPDC Project Monitoring/Reporting | \$ 12,000.00 | | | | \$ 12,000.00 |
| Equipment | \$ 611,438.00 | \$ - | \$ - | \$ - | \$ 611,438.00 |
| Contingencies | \$ 50,866.00 | \$ - | \$ - | \$ - | \$ 50,866.00 |
| | | \$ - | \$ - | \$ - | \$ - |
| Totals | \$ 674,304.00 | \$ - | \$ - | \$ - | \$ 662,304.00 |
| | | | | | |

REQUIRED MATCHING FUNDS

| Budget Categories from CAMS | Committed Match | Previous Match | Current Match | Total Match To Date | Match Balance |
|-----------------------------|------------------------|----------------|---------------|---------------------|------------------------|
| Construction | \$ 2,062,987.00 | | | \$ - | \$ 2,062,987.00 |
| A&E | \$ 150,000.00 | | | \$ - | \$ 150,000.00 |
| Site Work | \$ 155,235.00 | | | \$ - | \$ 155,235.00 |
| | | | | \$ - | \$ - |
| Totals | \$ 2,368,222.00 | | | \$ - | \$ 2,368,222.00 |
| | | | | | |

Status: Contract was executed on 12/29/2022. The EDA award has been finalized. No draw activity to date.

VIRGINIA'S GROWTH ALLIANCE (VGA) REFRESH

Grant Agreement Term: May 1, 2022 - April 30, 2023

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Virginia's Growth Alliance

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown #1 12/9/2022 | Total Paid After Remittance | Grant Balance |
|-----------------------------------|----------------------|-----------------|------------------------------------|-----------------------------|---------------------|
| SPDC Project Monitoring/Reporting | \$ 1,000.00 | \$ - | \$ - | \$ - | \$ 1,000.00 |
| Studies | \$ 99,000.00 | \$ - | \$ 8,000.00 | \$ 8,000.00 | \$ 91,000.00 |
| | | \$ - | \$ - | \$ - | \$ - |
| Totals | \$ 100,000.00 | \$ - | \$ 8,000.00 | \$ 8,000.00 | \$ 92,000.00 |

REQUIRED MATCHING FUNDS

| Budget Categories from CAMS | Committed Match | Previous Match | Current Match Drawdown #1 12/9/2022 | Total Match To Date | Match Balance |
|-----------------------------|---------------------|----------------|-------------------------------------|---------------------|---------------------|
| Contract Services | \$ 36,000.00 | | \$ 4,137.00 | | \$ 36,000.00 |
| Other: Advisory Committee | \$ 15,000.00 | | | | \$ 15,000.00 |
| Totals | \$ 51,000.00 | \$ - | \$ 4,137.00 | \$ 4,137.00 | \$ 46,863.00 |

Status: GOVA funds are 8% expended. Studies are underway.

MBC MIDDLE MILE CONSTRUCTION

Grant Agreement Term: May 2022 - July 2024

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Mid-Atlantic Broadband

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown # | Total Paid After Remittance | 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 | Committed Match | Previous Match | Current Match | Total Match To Date | Match Balance |
|-----------------------------|-----------------|----------------|---------------|---------------------|-----------------|
| | | | | | |
| | | | | | |
| Totals | \$ 5,000,000.00 | \$ - | \$ - | \$ - | \$ 5,000,000.00 |
| | | | | | |

Status: EDA application for \$4M was denied. An NTIA application has been submitted and is pending approval. GOVA funds are on hold until the matching funds are awarded.

GUPTON INITIATIVE

Grant Agreement Term: July 15, 2022 - July 14, 2023

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: The Commonwealth Alliance for Rural Colleges

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown #3 12/6/2022 | Total Paid After Remittance | Grant Balance |
|-----------------------------------|---------------------|---------------------|------------------------------------|-----------------------------|---------------------|
| SPDC Project Monitoring/Reporting | \$ 3,000.00 | \$ 560.00 | \$ 209.00 | \$ 769.00 | \$ 2,231.00 |
| Market & Feasibility Study | \$ 91,900.00 | \$ 12,173.92 | \$ 6,086.96 | \$ 18,260.88 | \$ 73,639.12 |
| Travel | \$ 4,300.00 | \$ - | \$ - | \$ - | \$ 4,300.00 |
| | | \$ - | \$ - | \$ - | \$ - |
| Totals | \$ 99,200.00 | \$ 12,733.92 | \$ 6,295.96 | \$ 19,029.88 | \$ 80,170.12 |

REQUIRED MATCHING FUNDS

| Budget Categories from CAMS | Committed Match | Previous Match | Current Match Drawdown #3 12/6/2022 | Total Match To Date | Match Balance |
|----------------------------------|---------------------|---------------------|-------------------------------------|---------------------|---------------------|
| Marketing/Advertising/Promotions | \$ 10,000.00 | | \$ - | | \$ 10,000.00 |
| Salaries | \$ 45,000.00 | \$ 25,750.00 | | \$ 25,750.00 | \$ 19,250.00 |
| Totals | \$ 55,000.00 | \$ 25,750.00 | \$ - | \$ 25,750.00 | \$ 29,250.00 |

Status: GOVA funds are 20% expended. DD#3 has been paid to the sub-grantee. Feasibility studies are underway.

CRC REDO

Grant Agreement Term: October 24, 2022 - October 23, 2023

Report Period: December 1, 2022 to December 31, 2022

Sub-Grantee: Commonwealth Regional Council

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

| Budget Categories from CAMS | GOVA Budget | Previously Paid | DHCD Request Drawdown # | Total Paid After Remittance | Grant Balance |
|-----------------------------------|---------------------|-----------------|-------------------------|-----------------------------|---------------------|
| SPDC Project Monitoring/Reporting | \$ 1,000.00 | \$ - | \$ - | \$ - | \$ 1,000.00 |
| Contract Services | \$ 64,000.00 | \$ - | \$ - | \$ - | \$ 64,000.00 |
| Totals | \$ 65,000.00 | \$ - | \$ - | \$ - | \$ 65,000.00 |
| | | | | | |

REQUIRED MATCHING FUNDS

| Budget Categories from CAMS | Committed Match | Previous Match | Current Match | Total Match To Date | Match Balance |
|-----------------------------|---------------------|----------------|---------------|---------------------|---------------------|
| Administration (CRC) | \$ 2,500.00 | | | | \$ 2,500.00 |
| Contract Services | \$ 30,000.00 | | | | \$ 30,000.00 |
| Salaries | \$ 12,000.00 | | | | \$ 12,000.00 |
| Totals | \$ 44,500.00 | \$ - | \$ - | \$ - | \$ 44,500.00 |
| | | | | | |

Status: Contract is being circulated for signatures.

PROJECT FUNDING MATRIX

GO VIRGINIA REGION 3 PER-CAPITA PROJECTS

| Project Name | G & D Plan Investment Strategy | Project Status | Amount Funded | Budget Project Type | Date of Award | FY18 Per Capita | FY19 Per Capita | FY20 Per Capita | FY21 Per Capita | FY22 Per Capita | FY23 Per Capita |
|---|-----------------------------------|-------------------|----------------------|------------------------|------------------|--------------------|---------------------|---------------------|---------------------|--------------------|--------------------|
| | | | | | | 757,401 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| GO TEC Phase 1 | Workforce Dev | Closed | 617,172.79 | Per Capita | 02/13/18 | 617,172.79 | | | | | |
| SOVA Innovation Hub | Startup Ecosystem | Closed | 79,819.80 | Per Capita-ECB | 07/25/18 | 79,919.80 | | | | | |
| GO TEC Phase 2A | Workforce Dev | Closed | 1,315,669.53 | State Competitive | 03/12/19 | | | | | | |
| E&I Strategic Initiative | Startup Ecosystem | Closed | 77,662.12 | Per Capita-ECB-REI | 10/09/19 | 60,308.41 | 17,353.71 | | | | |
| Operation Last Mile Drone | Cluster Scale Up | Closed | 75,000.00 | COVID ERR Fund | 04/15/20 | | | | | | |
| IALR Common Platform | Workforce Dev | Closed | 88,914.96 | Per Capita-ECB | 04/15/20 | | 88,914.96 | | | | |
| GO TEC Phase 2B | Workforce Dev | Closed | 3,360,247.21 | State Competitive | 06/23/20 | | | | | | |
| Bridge to Recovery | Cluster Scale Up | Active | 925,000.00 | COVID ERR Fund | 06/23/20 | | | | | | |
| MBC Middle Mile Planning | Broadband | Active | 100,000.00 | Per Capita-ECB | 08/04/20 | | 100,000.00 | | | | |
| E&I Implementation | Startup Ecosystem | Active | 449,000.00 | Per-Capita-REI | 03/16/21 | | 449,000.00 | | | | |
| SVRA Site Development | Site Development | Active | 1,534,900.00 | Per-Capita | 09/23/21 | | 344,731.33 | 1,000,000.00 | 190,168.67 | | |
| ExperienceWorks | Workforce Dev | Active | 515,628.00 | Per-Capita | 09/23/21 | | | | 515,628.00 | | |
| Controlled Environment Ag (CEA) Planning | Cluster Scale Up | Active | 77,053.00 | Per Capita-ECB | 11/29/21 | | | | 77,053.00 | | |
| SEED Innovation Hub | Startup Ecosystem | Active | 662,304.00 | Per-Capita | 12/15/21 | | | | 217,150.33 | 445,153.67 | |
| VGA Refresh | Site Development | Active | 100,000.00 | Per Capita-ECB | 01/19/22 | | | | | 100,000.00 | |
| MBC Middle Mile Construction | Broadband | Approved | 5,000,000.00 | State Competitive | 03/10/22 | | | | | | |
| Gupton Initiative** | Workforce Dev | Active | 99,200.00 | Per-Capita-ECB | 06/23/22 | | | | | 34,200.00 | |
| CRC REDO | Startup Ecosystem | Active | 65,000.00 | Per-Capita-ECB | 8/18/2022 | | | | | 65,000.00 | |
| GO TEC Virginia 2025 | Workforce Dev | Approved | 3,474,821.00 | State Competitive | 12/13/2022 | | | | | | |
| | | | | | | | | | | | |
| TOTAL PROJECT FUNDING | | | 18,617,392.41 | | | 757,401.00 | 1,000,000.00 | 1,000,000.00 | 1,000,000.00 | 644,353.67 | - |
| Available Balance | | | | | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$355,646.33 | \$1,000,000.00 |
| ** This is a multi-region grant; only \$34,200 is R3 per capita allocation. | | | | | | | | | | | |
| | | | | | | | | | | | |





DATE: January 11, 2023

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region Growth & Diversification Plan Status Report

The Region 3 Council had previously expressed interest in having a quarterly *status report* reflecting the implementation of the Growth & Diversification Plan. Accordingly, Liz Povar has prepared the first installment of such a report for your reference. The report is an initial attempt at capturing the status of the plan's goals, objectives, and strategies, and its formatting will likely be refined over time.

RECOMMENDATION:

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

Attachment

| Goal | Objective | Strategy (Status: Green = complete; Yellow = in progress) | Comments |
|--|--|---|--|
| SITE DEVELOPMENT | Objective | Strategy | Comments/Collaborator |
| Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region | Strengthen the capacity of the eastern and northern sub-regions' economic development organizations to be active partners for GO Virginia Region 3. | Convene or support convening of local economic developers and county administrators and regional planning organizations | GV staff worked with staff of Commonwealth Regional Council (CRC) to support discussions; resulted in ECB application approved winter 2022. |
| | | Support development of strategies and plans to sustain regional approach in the subregions | CRC in process to secure professional services to lead process developing organizational structure and program |
| | | Support development of strategies and plans to sustain regional approach in the subregions | Virginia's Growth Alliance (VGA) <i>Project Refresh</i> - a project to develop strategy; completion spring 2023 |
| Increase the number of Business- Ready Sites to Tier Ratings 3, 4 & 5 | Fund development of regionally-significant sites that support priority industry clusters to move up the Virginia Business Ready Sites Program (VBRSP) tier scale to Tier 3, 4, or 5 sites. | Support sub-regional efforts to prioritize sites that align with Region 3 target sectors | Southern Virginia Regional Alliance (SVRA) <i>Site Tiering Project</i> in process, in year 2 of grant implementation. |
| | | Support sub-regional efforts to prioritize sites that align with Region 3 target sectors | Virginia's Growth Alliance (VGA) preparing a Per Capita application for up-tiering selected sites in its footprint; application expected in spring 2023. |
| Increase the number of Business- Ready properties (sites & buildings) for business services and health care sectors | Support identification and development of sites and buildings that align with the target sectors of business services and health. | Support efforts to understand the real estate requirements for companies in the business services and health care sectors | |
| | | Support sub-regional efforts to identify, characterize and promote properties that align with business services and health care sectors | |
| Increase the marketability of unique properties in the Region | Support development of at least one unique real estate asset and complete assessments for at least four buildings in downtowns for adaptive reuse. | Support efforts to identify unique real estate assets and assess for market alignment. | |
| | | Support efforts to identify downtown properties and assess for market alignment. | |

| TALENT EVOLUTION | Objective | Strategy | Comments/Collaborator |
|--|---|---|--|
| Monitor and advance the implementation of GO TEC | Ensure the outcomes of GO TEC are assessed, communicated and linked to employers and economic development organizations. | Support efforts to extend the brand awareness of GO TEC within Region 3. | GO TEC 1 and 2 A are closed out. GO TEC 2B, and GO TEC EmPOWER are both active. GO TEC VA 2025 (Statewide Competitive) was approved in December 2022 and incorporates assessment of outcomes, development of enterprise (business) plan, and communication to and leveraging of economic development organizations. |
| Support sector-based partnerships by identifying career paths for cross-walks incorporating new and emerging target sectors | Strengthen and expand non-degree programs (e.g., certifications and credentials) that enable employment pathways into new or emerging target sectors. | Support efforts that analyze current course offerings and gaps among educational institutions with the needs of employers | Southern Virginia Health Science Career Pipeline - possible ECB grant to assess current data on employment and training in the health care sector; application under consideration for spring 2023. |
| | | Assess training gaps based on employers input | |
| | | Support efforts to promote collaborative workforce development and training solutions. | Commonwealth Alliance for Rural Colleges (CARC) is implementing ECB grant for <i>Gupton Initiative</i> , an educational career pathway in partnership with Virginia Commonwealth University, focused on advanced manufacturing sectors. Project deliverable due in summer 2023. |
| Support apprenticeship model implementation | Pilot an Apprenticeship Consortium leveraging the ExperienceWorks (now EmPOWER) platform. | Support efforts to assess employer awareness and market demand for apprenticeship. | |
| | | Support efforts to assess benefits of, and engage if appropriate, state and federal partners | |
| Develop an approach to talent attraction and retention | Develop and pilot a plan of action to retain and attract talent in Region 3. | Support efforts to identify target audiences and align communication strategies to create a regional brand for talent attraction. | |
| | | Support efforts to identify barriers to talent attraction including childcare and housing. | |
| | | Pilot an initiative for upskilling incumbent talent | |
| | | Invest in sustainable models that introduce career pathways at the elementary school level | GO TEC 1 and 2A are closed out. GO TEC 2B, and GO TEC EmPOWER are both active. GO TEC VA 2025 (Statewide Competitive) was approved in December 2022. All projects include introduction of career paths at 6th grade level. GO TEC VA 2025 incorporates development of enterprise (business) plan for sustainability. |

| ENTREPRENEURIAL ECOSYSTEM | Objective | Strategy | Comments/Collaborator |
|---|--|---|--|
| Monitor and advance the implementation of the SOVA Rise Collaborative | Ensure the outcomes of the SOVA Rise Collaborative are assessed, communicated and the organization and partners are funded through the CIT Regional Innovation Fund. | Support efforts to extend the brand awareness of the entrepreneurial assets within Region 3. | SOVA Innovation Hub and Longwood Small Business Development Center have implemented the <i>SOVA Rise Collaborative</i> for past two years; financial close-out of project expected in spring 2023; program close-out extends through spring 2024. Team expects to include an independent assessment of outcomes and identification of path to sustainability as a regional strategy in mid-2023. |
| Support programmatic emphasis on agribusiness and health care sectors | Invest in growth of the agribusiness and health sectors through market development, site development or talent development. | Convene and connect agribusiness stakeholders to identify barriers and opportunities | IALR and Virginia Tech are implementing the <i>Controlled Environment Agriculture Strategy and Roadmap</i> , using an ECB grant approved in fall 2022 with completion expected in fall 2023. |
| | | Convene and connect health care stakeholders to identify barriers and opportunities | <i>Southern Virginia Health Science Career Pipeline</i> - possible ECB grant to assess current data on employment and training in the health care sector; application under consideration for spring 2023. |
| Identify and support efforts to grow emerging business sectors | Assess and support the growth of new business sectors identified through program participants and business formation data. | Create an emerging business workgroup to identify and analyze the development of emerging sectors that leverage existing capacities in Region 3 in talent, sites, and new business formation. | |
| Sustain the designation of “significant” and increase the designation of “moderate” and “limited” in the entrepreneurial hubs within Region 3. | Identify barriers and build organizational capacity to improve outcomes in the entrepreneurial hubs by sub-region (measured by patents, venture capital, SBIR, SBA loans, new business formation) | Support efforts to ensure access to capital is aligned with various stages of entrepreneurial development from pre- seed to later stage. | SOVA Innovation Hub and Longwood Small Business Development Center have implemented the <i>SOVA Rise Collaborative</i> for past two years; financial close-out of project expected in spring 2023; program close-out extends through spring 2024. Team expects to include an independent assessment of outcomes and identification of path to sustainability as a regional strategy in mid-2023. |
| | | Support efforts to ensure access to program resources is available across the Region. | The <i>SOVA Rise Collaborative</i> project implementation has created platforms for outreach to all sub-regions within Region 3, enabling entrepreneurs to access resources and programs efficiently. Www.sovarise.com |
| | | Support efforts to ensure access to program resources is available across the Region. | Longwood University received a Per Capita award in winter 2021 to launch the <i>SEED Innovation Hub</i> ; the project successfully applied for federal EDA funding and is implementing the project which will provide additional physical space for programs associated with SOVA Rise and Longwood's Small Business Development Center. |

| LEADERSHIP | Objective | Strategy | Comments/Collaborator |
|--|---|---|---|
| Anticipate the future | Identify and share resources to inform Council leadership about trends impacting Region 3 enabling Council to adapt its strategies as needed. | Look for opportunities to engage with other Regions for investment opportunities. | Region 3 partnerships with other Regions include: <i>GO TEC VA 2025</i> with Regions 1, 2, 4, & 5; <i>VGA Refresh</i> with Region 4; <i>MBC Middle Mile Construction</i> with Region 4; <i>Gupton Initiative</i> with Regions 1, 2, 4 & 8; <i>Southern Virginia Health Science Career Pipeline</i> with Region 8. |
| | | Conduct a retreat/advance to hear from experts in rural economic development. | |
| | | Monitor changes in state programs and leadership that may impact the economy of Region 3. | Programs/policies being tracked include: Virginia Investment Partnership Corporation and its Regional Innovation Fund; Governor's budget re: GO TEC funding; Governor's 2023 proposal to modify workforce delivery system; GO Virginia Talent Pathways Initiative; VITA program funding for broadband. |
| Ensure strong and sustained leadership for the Council and the Region | Identify a Council sustainability model that creates a bench of emerging leaders and funding models to support its operations | Proactively identify and engage citizen leaders to serve on Council committees and initiatives. | |
| | | Proactively champion stable funding support from state, regional and private sources. | |
| | | Assess the creation of a leadership academy | |
| Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region | Strengthen the capacity of the eastern and northern sub-regions' economic development organizations to be active partners for Region 3. | Convene or support convening of local economic developers and county administrators and regional planning organizations | GV staff worked with staff of Commonwealth Regional Council (CRC) to support discussions; resulted in ECB application approved winter 2022. |
| | | Support development of strategies and plans to sustain regional approach in the subregions | Virginia's Growth Alliance (VGA) <i>Project Refresh</i> - a project to develop strategy; completion spring 2023 |
| | | Support development of strategies and plans to sustain regional approach in the subregions | CRC in process to secure professional services to lead process developing organizational structure & program |
| Build regional coalitions of strategic partners | Convene & report outcomes regularly to Council of meaningful cross region conversations with at least 5 stakeholder audiences to develop a depth of partners for project support. | Convene and connect leaders of Chambers of Commerce, economic developers, Chief Administrative Officers and Chief elected officials, School Superintendents, and Young Leaders, both with their peers as well as across operational roles | |
| Continue to build a multi-faceted communication strategy to reach diverse audiences | Increase the diversity and number of audiences within and outside the geography. | Ensure the positive outcomes of Region 3's investments are visible. | Staff working with communications partner to refresh the Region 3 website. All Hands meeting planned for May 4, 2023. |
| | | Build awareness of new leaders to support the goals of Region 3 | |
| | | | |

Special Appearances & Presentations



DATE: January 11, 2023

TO: GO Virginia Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Jason El Koubi_President and CEO, Virginia Economic Development Partnership

The Region 3 Council will hear about the Virginia Economic Development Partnership ([VEDP](#)) from Jason El Koubi, President and CEO. Mr. El Koubi was appointed to his position in March 2022 after serving as VEDP's Executive Vice President since 2017.

Because of a prior engagement scheduled for 1:30 pm, the Region 3 Council meeting agenda will be adjusted so that he can make his presentation once the meeting roll call has been completed and the quorum determination made.

RECOMMENDATION:

For the Region 3 Council's information.





DATE: January 11, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region 3 Council Website Refresh Project

The Region 3 Council, through Letterpress Communications, undertook a project in 2021 to update the website ([GO Virginia Region 3](#)). The project would bring new graphics and functionality to the website.

The Region 3 Council's Communications Committee met with Letterpress Communications at the beginning of the project to provide input on the website's design and functionality goals. Following this input, a workgroup of Executive Committee members and staff coordinated the finalization of the website refresh project with Alex Veatch, GO Virginia Region 3 Account Executive, with Letterpress Communications.

The project has been completed, and Ms. Veatch will present the website to the Region 3 Council at its meeting on January 18th.

RECOMMENDATION:

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

OLD BUSINESS

APPROVED PROJECT UPDATE



DATE: January 12, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to be 'RBD'.

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. DHCD GO Virginia staff approved a no-cost extension for this program through 12.31.22 to complete its outreach program.

The last activity was held on Friday, November 18th. It was a one-day employer-focused webinar featuring workforce issues, including:

- Childcare, After-school Care, and Elder Care
- Recruiting and Onboarding Employees
- Training, Apprenticeships, and Re-entry Programs
- Higher Education, Skill Sets, Certifications and Re-certifications
- Retention, Promotion, and Advancement

A final report will be presented to the Region 3 Council in 2023.

- GO TEC ExperienceWorks – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Attached is an updated activity report.
- Genedge Retooling Virginia Manufacturing for Strategic Industries – project in close-out phase.
- Mid-Atlantic Broadband Communities Corporation (MBC) - Middle Mile Expansion for Economic Growth – the project is completed, and grant close-out is in process. No adverse issues are anticipated. This is an engineering-only project, and no construction is involved.
- Virginia Small Business Development Centers – this project closed out, and a final report is forthcoming to the participating GO VA Regional Councils.



Region 3 Executive Committee

December 14, 2022

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- Innovation Commercialization Assistance Program (ICAP) Virginia Small Business Development Center Network – proceeding according to scope, schedule, and budget with no adverse issues anticipated. An update meeting was held on 12.6.22 (<https://youtu.be/qgtTiw6irp8>).
- Entrepreneurship Investment and Innovation Strategy – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. The project has requested an extension through June 30, 2023, to complete its activities. These activities will include retaining a qualified consultant to assess and make recommendations for continued implementation of the strategy.
- Virginia Growth Alliance – Refresh/Restart: A Strategy for Regional Economic Development – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. VGA is to have issued a *Request for Proposals* and is in the process of retaining the consultants needed to implement the project.
- 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.

Following the successful CEA Summit East at IALR, the workgroup is scheduled to meet in January 2023. Virginia Tech, as project manager, will convene focus groups in February 2023 for economic developers, workforce development principals, existing producers, and state-level economic development and agribusiness policy leaders. Draft strategy and roadmap to be produced in March 2023.

- Mid-Atlantic Broadband Communities Corporation Middle Mile Fiber Expansion Project (GO VA Regions 3 & 4) – the federal source of funds for the project has been changed from the US Economic Development Administration to the National Telecommunications Information Administration. MBC submitted the application with the assistance of the Southside Planning District Commission in September 2022. NITA to announce awards in March 2023. No change since the last report.
- SEED Innovation Hub – Following the US Economic Development Administration award in August 2022, the GO Virginia contract was finalized in November. Project principals are waiting for US EDA funding disbursement authorization.



Region 3 Council
January 12, 2023

- Virginia College Fund/Virginia Commonwealth University (The Gupton Initiative) – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Project completion is targeted for May 2023.
- Commonwealth Regional Council Strategy and Business Plan for Regional Economic Development Organization - proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated.

The project principal formed Advisory Board with the following membership:

| | Name | Affiliation/Title |
|----------------------|---------------------|---|
| CRC | Gary Walker | CRC Vice-Chairman |
| CRC | Jordan Miles | CRC Treasurer |
| Longwood University | Justin Pope | Longwood University |
| Amelia County | David Felts | Amelia BOS |
| Buckingham County | Don Matthews | Buckingham BOS |
| Charlotte County | Hazel Smith | Charlotte BOS |
| Cumberland County | Brian Stanley | Cumberland BOS |
| Lunenburg County | Wayne Hoover | Lunenburg BOS |
| Nottoway County | Lynn Shekleton | Nottoway BOS |
| Prince Edward County | David Emert | Prince Edward BOS/CRC Chairman |
| Banker | Cheryl Gee | AVP/Branch Manager Benchmark Bank |
| Business Owner | Bryan Vincent | Appomattox River Co./Farmville Town Mayor |
| SVCC President | Dr, Quenton Johnson | President/SVCC |

A working subcommittee will directly oversee the strategy and business plan development. Membership will include local government managers, economic developers, and other allied stakeholders.

RECOMMENDATION:

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

Attachments

~~ExperienceWorks~~ EmPOWER Activities:

MajorClarity Usage

December 2022-

We are at 35% usage for the region. Nine school divisions are over 33% usage. Including Amelia County- that went from zero usage EVER just a few months ago to over 45% usage in just two months! Every school division in the region is over 20% usage so far this year.

This year is the last grant funded year of the platform- school divisions signed on to pay for at least one year of MajorClarity ('23-'24) during the initial grant request process. I will meet with school division contacts in January to remind them that the current contract ends June 30, 2023 and that they will hear from MajorClarity about renewal for the next year.

November 2022-

We are at 30% usage for the region. An additional two school divisions are over 33% usage: Lunenburg (34%) and Charlotte (38.46%).

We are a little ahead of our usage this time last year! What's really amazing is that Buckingham County one of our lowest users this time last year is now our top user at the moment.

October 2022-

3,066 students completed the Career CHOICE Pre-Survey in MajorClarity.

District Usage reports reset with the start of the new school year. Four school divisions are already over 33% usage: Buckingham County (50.74%); Cumberland County (35.99%); Pittsylvania County (38.83%); and Martinsville (36.30%). An additional seven divisions are over 25% usage. We are at 28.7% usage for the region currently.

August 2022-

Usage has remained the same. With students not at school, new student users are not being driven to the platform.

Dana Wilson did 1:1 visits with all the school divisions regarding MajorClarity usage and work-based learning plans and activities this summer.

The Career CHOICE pre-Expo survey will only be available through MajorClarity. Attending Schools/Grade Levels will be asked to have their students complete the survey. The top three schools/grade levels with the highest completion percentage will be awarded a \$100 gift card for school supplies.

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

December 2022-

Have reached out to MHC After 3 (Martinsville/Henry County) to discuss potential collaboration. Leaning towards higher education partners for camps vs. local school divisions this summer.

November 2022-

No updates

October 2022-

One final camp to enter financial details (internally) for- New College Institute Camp. Sector camp costs (outside of those funded by other sources- Sovah Health sponsorship, Danville City) will be submitted in the next draw down request.

Still ruminating on what school year based “camps” could look like...

August 2022-

| Dates | Topic | Location | Grades | Attendees |
|------------|---------------------------|-----------------------|--------|-----------|
| June 6-10 | GO TEC - Nottoway | Nottoway Middle | 8-10 | 4 |
| June 13-17 | Danville Local Government | Danville Court | 8-10 | 6 |
| June 20-24 | GO TEC/Python | IALR Middle | 8-10 | 15 |
| June 21-24 | Health | New College Institute | 8-10 | 6 |
| June 27-30 | Health | Averett University | 8-10 | 15 |
| June 27-30 | GO TEC | Martinsville Middle | 8-10 | 7 |
| July 11-14 | IT | SVHEC | 8-10 | 15 |
| July 11-15 | Health - SVHEC | SVHEC | 8-10 | 16 |
| July 11-14 | Health | SVCC | 8-10 | 6 |
| July 18-21 | IT | SVCC | 8-10 | 9 |
| | | | | 99 TOTAL |

In the process of following up with camp partners regarding their reimbursement requests.

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 | 15 |
| July 11 – 14 | Keysville (SVCC) | Health | 5 registered |
| July 11 – 15 | Chatham (Hollywood Baptist Church) | Natural Products | |
| July 11 – 15 | South Boston (SVHEC) | Health | 15 |
| July 18 – 21 | Keysville (SVCC) | Information Technology | 4 registered |
| | | TOTAL | 53 (41 registered for camp this week & next) |

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

December 2022-

No Updates.

November 2022-

The EXCITE program was featured in the November issue of Techniques Magazine. Techniques is the magazine of ACTE (the Association for Career and Technical Education). Work-based learning falls under Career & Technical Education.

[ARTICLE LINK](#)

October 2022-

Is there an opportunity for school year-based externships for educators? - Saturdays with manufacturers?

August 2022-

Final list of Excite business participants:

Hitachi Energy

Inframark, LLC

PRESS GLASS Inc.

Comfort Systems USA MidAtlantic, LLC

Danville Museum of Fine Arts and History

Virginia Department of Forestry

Nucor Buildings Group - VA

City of Danville IT

IALR Applied Research

Owens Illinois

Axxor NA, LLC

Space Buffalo Apparel

Legacy Industries

Alderson Construction Inc

Axton Tire

Roxboro Heating and Air

Twenty-one educators completed the program as anticipated.

All 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 4.6.

Dana Wilson has completed an extensive program report complete with recommendations for program improvement for next year.

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

December 2022-

Will begin reaching out to employer partners this week and next re. Summer internship opportunities. Also during my Jan. Check-in with school contacts regarding MajorClarity I'll discuss plans for summer internships- including a request that every school division host at least two interns this summer- one in IT and one in Maintenance.

Only \$9,085.00 of \$126,000 budgeted for summer stipends was needed to support the internships this summer. Danville City and Pittsylvania County's support of internships covered the bulk of that cost.

*With \$242,915 remaining in the budget for next summer's internship stipends, I would like to propose the following:

1. That we be permitted to use the GOVA stipend funding for up to 50% of the stipend for high quality high school internships in ANY sector- with priority given to Tier 1 & Tier 2 opportunities. Internships in all sectors help students develop the employability skills necessary for success in careers in the regional priority industry clusters.
2. That we be permitted to cover up to 75% of the stipend cost for small businesses (less than 12 employees) that express an inability to provide 50% of the stipend. This option would not be publicized and need would be evaluated on a case-by-case basis.

November 2022-

Working on coding all internships to the correct funding source, before requesting reimbursements.

We'd discussed last month a tiered approach to utilizing Go Virginia HS intern funding. What this could look like:

1st Tier: In or directly related to GOVA regional priority industry clusters- Advanced Manufacturing, Ag & Natural Resources/ Products, and IT

2nd Tier: In or directly related to the Healthcare regional priority industry cluster

3rd: In all other sectors

| | | | |
|----------------------------|-----------------|------|--|
| 1st Tier | Pitt Co IT | 1540 | |
| | PCS Maintenance | 1540 | |
| | PCS Maintenance | 1540 | |
| | PCS Maintenance | 1540 | |

| | | | |
|----------------------------|---------------------------|--------------|--------------|
| | PCS IT | 1540 | |
| | | 7700 | |
| | | | |
| 2nd Tier | PATHS | 1540 | |
| | PATHS | 1540 | |
| | PATHS | 1540 | |
| | Brosville Animal Clinic | 1540 | |
| | Gretna Animal Hospital | 1540 | |
| | PittCo Public Safety | 1540 | |
| | Danville Life Saving Crew | 1540 | |
| | | 10780 | <i>18480</i> |
| | | | |
| 3rd Tier | Woodall Auto | 1540 | |
| | Woodall Auto | 1540 | |
| | PCS Finance | 1540 | |
| | PittCo Public Libraries | 1540 | |
| | Camp Selah | 1540 | |
| | | 7700 | <i>26180</i> |

At present the West Piedmont Workforce board is reporting that they overspent their current funding (new county funding and funding remaining from last summer's program) by only \$7,957.50 so we shouldn't need to request reimbursement for the full totals shown above. The WPWDB has reported no overage for the Danville Program.

What match documentation should we provide?- Copies of the city/county checks made out to program partners and MOU or letter from partner verifying that the funds were utilized for the ExperienceWorks program?

With \$252,000 budgeted for Internship stipends, and so little being spent this year- does that open an opportunity to be flexible with the funding? I.E. internship sectors supported, payment of more than 50% of the stipend amount for small businesses, etc.?

October 2022-

Working with our program partners on budget checks, invoicing, reimbursement requests, etc.

GOVA Funding Eligible internships?...

August 2022-

The last day for the Danville and Pittsylvania County programs was Aug. 5th.

The Danville Summer Internship program had representatives speak to the school board 8/4. The program ended with a breakfast program held 8/5 for the program partners, employers, and interns. Students received certificates of completion, with many employers opting to bestow their own recognition on their interns.

The Pittsylvania County Summer Internship program will have a celebratory dinner this evening (8/16) for the interns, their parents, and their internship host. After the dinner, the students will take part in the Pittsylvania Board of Supervisor's meeting, to say thank you and receive certificates from the Board.

IALR hosted interns (post-secondary; some 2022 graduates) this summer and was named a TOP Employer for Interns by the Virginia Talent and Opportunity Partnership (Virginia Chamber and SCHEV) for out internal program and out efforts to support internships throughout the region.

Additional internships were supported through the Institute's Academy for Engineering & Technology.

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

December 2022-

No updates

November 2022-

No updated

October 2022-

No updates

August 2022-

No updates

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

December 2022-

Data....

November 2022-

LOTS of Data entry. Getting booklets out to the schools for those students that were unable to attend the events. “Thank you” photos out to all our business and higher education partners.

October 2022-

Career ChoICE EAST took place at Hampden Sydney College Sept. 21 & 22. The event saw 1,687 students; 70% of the students in the school division selected grade levels. Thirty-two different career exploration stations were offered. Over eighty volunteers (activity providers and event volunteers) supported the event.

Career ChoICE WEST took place at the Olde Dominion Agricultural Complex Sept. 28 & 29. The event saw 3,429 students; 73.6% of the students in the school division selected grade levels. Sixty-three different career exploration stations were offered. We’re still entering the sign-in details for the WEST site, but I’d estimate roughly 180 volunteers supported this location.

We are delivering the Career ChoICE booklets for those students who did not attend the Expo to the schools in the next few weeks. We will also be announcing the schools with the highest percentages of pre-survey completion (top three receive a gift card). We are also working on entering all the Post-Survey data.

TOTALS:

5,116 students attended

7,065 Career ChoICE booklets (to be) distributed

Approximately 260 community members supported an activity or volunteered

\$59,050 raised in Sponsorship (with \$1,700 in-kind)

Will begin working now on building up our employer engagement and partnerships in the Career ChoICE- EAST footprint.

Considering Averett University North Campus as new location for WEST event...

Looking at ways in increase sponsorship and/or cut program costs.

August 2022-

Recently visited both venues to map out the events.

Sponsorship deadline is today.

Career ChoICE booklet goes to print Friday.

Deadline for business participants, if they wish to appear on the maps, is Aug. 29th. Activity Form responses (registration) are still VERY low for both sites (especially Hampden-Sydney).

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.:

December 2022-

Budget details/reimbursement requests from program partners are not always received in a timely manner.

November 2022-

Working to create a programming timeline to ensure that work-based learning programs don’t stall while we’re searching for a new WBL coordinator. My tentative plan is to reach out to our business partners in early December to begin lining up internship and EXCITE hosts for the summer so that whomever we hire (hopefully around Jan. 1) can hit the ground running.

October 2022-

Dana Wilson’s last day with IALR was Oct. 30. Julie and I are currently looking at the EmPOWER budget, DRF match, and other funding to determine how long this position can be funded for before posting. We hope to fill the position as soon as possible.

August 2022-

No longer using ExperienceWorks, switched to EmPOWER.

Planning school counselor listening sessions this fall to inform the planning of an EmPOWER Summit for Jan/Feb.

Outlining best practices for our school division partnerships around supporting student internships. This looks different from division to division depending on whether they have a WBL coordinator. There is a huge spectrum of division level capacity to support WBL. We'll be experimenting in MajorClarity as well to see how we can begin to have businesses take on a bit more ownership of their opportunities in the platform.

Everyone waits until the last minute to confirm participation, sponsorship, etc. these days making planning events like the Expo a bit more stressful than in the past.

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)
 - o Front end (1:00pm)- lunch available at noon (boxed lunch- let Bryan know)- after Dwayne Yancey- Cardinal News (10min- can accommodate slides- Get to Bryan Tuesday)- Agenda on Region 3 website- SOVA Innovation Hub

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

PROJECT PIPELINE



DATE: January 12, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to be 'RBD'.

RE: Project Pipeline Report

Below is information about projects under development. Because these projects are preparing to move forward during the upcoming months, each is being presented in greater detail to help to inform the Region 3 Council.

a. Assessment and Update of GO Virginia Region 3 Entrepreneurship Investment & Innovation Strategy (Enhanced Capacity Building_Planning)

- the project principals (L. Mathena_SOVA Rise Collaborative/Mid-Atlantic Broadband Communities Corp.), (S. McGuire_Longwood University SBDC) ([SOVA Rise Collaborative](#)) have identified. They will retain a qualified consultant with expertise in entrepreneurial ecosystem development in rural areas. The consultant will assess and recommend updates to Region 3's Entrepreneurship Investment & Innovation Strategy. Funding is available under the existing Per Capita grant.

- the timeline for the completed report is approximately 4-6 months

- the Entrepreneurship and Innovation Strategy Committee (J. Parkinson, A. Reynolds) will be convened to review the report and make recommendations to the Region 3 Council for future projects to continue implementing the strategy

b. Southern Virginia Health Science Career Talent Pipeline (Enhanced Capacity Building_Planning)

- the Region 3 Council's 2021 Growth & Diversification Plan update identifies talent development in the healthcare sector as a priority objective. A priority strategy is to "[C]onvene and connect health care stakeholders to identify barriers and opportunities."

- this proposed Enhanced Capacity Building Project will take the first step by collecting and assembling data for education programming (supply) and employer jobs and job requirements(demand). This data set does not currently exist for Region 3.

- the project team includes the Southern Virginia Health Science Career Partnership (SVHSCP), George Mason University's Center for Health Workforce ([GMU_CHW](#)), and the Claude Moore Foundation ([CMF](#)).

- the project timeline is under development



Region 3 Council
January 12, 2023

c. SOVA Innovation Labs (Per Capita)

- the SOVA Innovation Hub ([SOVA IH](#)) has had under development an expansion of the SOVA Innovation Campus in South Boston for the past year. This expansion would involve acquiring and adaptive reusing an adjacent structure and developing the greenspace adjacent to its existing building.
- the redevelopment of the adjacent structure styled "The Labs" is contingent on a pending grant application with the US Economic Development Administration. The SOVA Innovation Hub is moving forward with acquiring the property from the South Boston Volunteer Fire Department as part of the grant process.
- staff-level discussions with principals from the SOVA Innovation Hub and Mid-Atlantic Broadband Communities ([MBC](#)) on the potential for GO Virginia Region 3 Council funding support for furniture, fixture, and equipment for the "The Labs" project. This funding support would be similar to the Per Capita grant awarded to the SEED Innovation Hub in Farmville.
- attached is information and a graphic sheet prepared by SOVA Innovation Hub's and Mid-Atlantic Broadband principals to depict these plans.

RECOMMENDATION:

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



www.sovainnovationhub.com

The SOVA Innovation Campus is expanding what's possible...

The SOVA Innovation Hub was established as a 501(c)3 non-profit in January 2020 as a regional catalyst for digital transformation. Our two-story, 15,000 square foot coworking space opened in February 2021 with two major tenants. Global technology giant **Microsoft** has office space and a technology demonstration center on the first floor, and regional non-profit middle mile network **MBC** (Mid-Atlantic Broadband Communities Corporation) has its corporate headquarters on the entire second floor.

In the next 2-5 years, the SOVA Innovation Hub envisions expanding to include additional coworking space with private offices, office suites, community gathering space, and a digital makerspace. The SOVA Innovation Hub is seeking strategic partners to join our campus of collaborators and innovators. We are working to overcome rural issues and to spark entrepreneur-led economic development (ELED) and transformation to the digital economy. Specifically, the SOVA Innovation Hub is looking to identify anchor tenants and partner organizations who will have the need for office space in Southern Virginia and the capacity to contribute to the planning and operation of programs that will drive economic impact in South Boston, Virginia and the surrounding region.

Join the SOVA Innovation Hub

To discuss availability of future office space at the SOVA Innovation Campus, please contact **Tad Deriso** at tad.deriso@mbc-va.com. To learn more about the SOVA Innovation Hub, please visit www.sovainnovationhub.com/about.



Rural issues and ELED

- Limitations for achieving scale.
- Moving from competition to collaboration.
- Economic and social distress.
- Entrepreneurial talent.
- Growth-oriented entrepreneurs.
- Embracing diversity.
- Community capacity.
- State policy.



Rural Tech Hub in Downtown South Boston, VA

Located on the northern entry to **downtown South Boston's historic Main Street district**, the SOVA Innovation Hub is the natural meeting point for regional meetings as well as local groups. The first floor is open to the community as co-working space and meeting space. Staffed by a full-time Community Manager, the SOVA Innovation Hub is quickly becoming a go-to destination for remote workers, hybrid workers, and entrepreneurs.



Serving as a Hub of Hubs



The SOVA Innovation Hub serves as a regional convener for innovation and entrepreneur ecosystem support organizations across the Southern Virginia service area. **ChangeX** and **gener8tor Skills** programs launched in 2020 in the Microsoft Techspark Virginia region. **RISE Collaborative** serves entrepreneurs in GO Virginia Region 3 and adjacent localities in the Southern Virginia Tobacco Commission footprint.

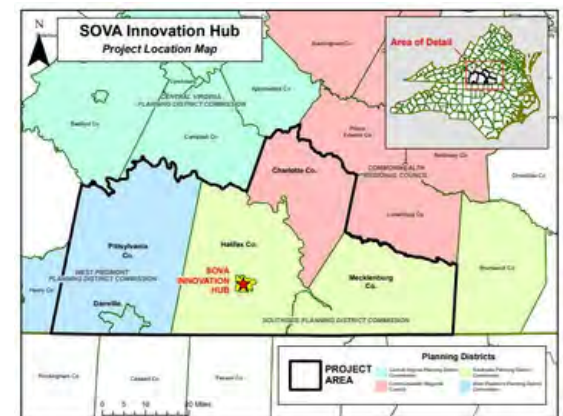
Expanding the SOVA Innovation Campus

The SOVA Innovation Hub has completed the architectural and engineering design phase for "The Labs" which will include coworking offices, community gathering space, and a digital makerspace.

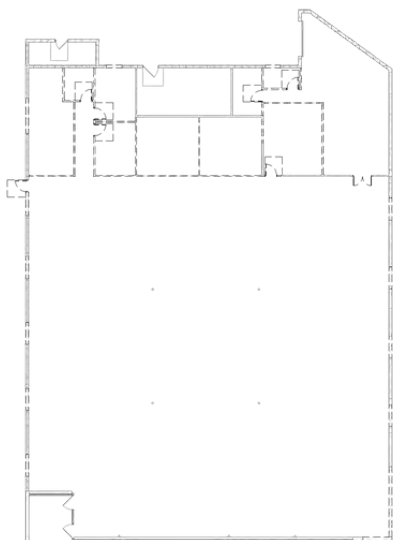
The timeline to complete this project is 18-24 months from commitment of construction funds (example, if grant funding is awarded in December 2022, the project begins January 2023 and the building opens mid-late-2024 (June-December) The project can be completed in phases.

There are 4 key steps to create "The Labs" and "The Hill":

1. To create "The Labs," the SOVA Innovation Hub intends to purchase an existing building from South Boston Fire Department (this is moving forward as of November 2022).
2. The SOVA Innovation Hub intends to renovate the building into Class A coworking space suites, offices, and open working space (contingent on receipt of construction funding from the US EDA - application pending).
3. The SOVA Innovation Hub intends to equip the digital makerspace with technology, establish partnerships to operate the makerspace, and provide workshops and training opportunities (currently identifying education and research partners to design, develop, and operate the digital makerspace, which includes around 1,500 square feet indoors and outdoor ag demonstration areas).
4. "The Hill" initial concept design is in progress with a landscape architect firm. SOVA Innovation Hub intends to partner with the Town of South Boston to develop the empty vacant lot between current Hub and downtown into a community greenspace, with recreation, gathering, landscaping and technology.



Preliminary Design for the SOVA Innovation Labs



03 DEMOLITION PLAN

[VIEW FROM HUB](#)

01 SPACE PLAN
SCALE: 3/32" = 1'-0"



Future site of "The Labs"

SOVA Innovation Hub Spaces



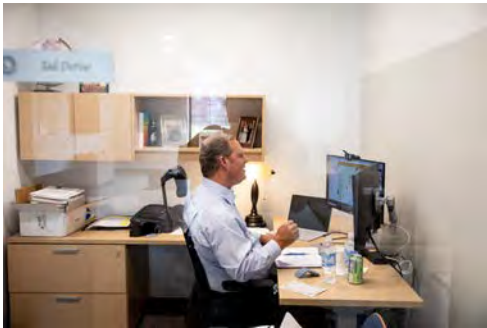
Private Offices



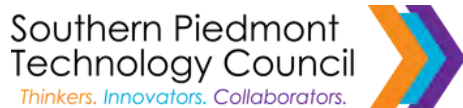
Coworking Space



Meeting Spaces



SOVA Innovation Hub Partners



www.sovainnovationhub.com

NEW BUSINESS



DATE: January 12, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Project Review Committee Report

The Project Review Committee met on January 12th to consider the following projects:

- Expanding GO TEC Pathways: Dual Enrollment Welding Instructor for Patrick & Henry Community College
- Expanding GO TEC Pathways: Dual Enrollment Mechatronics Instructor for Southside Virginia Community College
- Virginia's Growth Alliance Site Development Project

A summary of the Project Review Committee's recommendation and a copy of each application will be sent to Region 3 Council members under separate cover before the January 18th meeting.

RECOMMENDATION:

For the Region 3 Council's information.

Project Review Committee Members

- Jordan Miles, Chair, Buckingham County Board of Supervisors
- James McLain, Region 3 Council
- Dr. Amy Griffin, Region 3 Council
- Neil Burke, Benchmark Community Bank

PROGRAM DIRECTOR'S REPORT



DATE: January 11, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to be 'RBD', located next to the 'FROM' field.

RE: GO TEC Virginia 2025

As communicated earlier, the GO Virginia State Board approved GO TEC Virginia 2025 at its meeting on December 13th. I will provide a brief overview of the project to the Region 3 Council at the January 18th meeting, with the project's principal, Dr. Julie Brown, to give a comprehensive presentation to the Region 3 Council at its meeting on April 19th.

For the Region 3 Council's reference, I have attached the following materials:

- Excerpt from the Department of Housing and Community Development GO Virginia staff report giving an excellent synopsis of the scale and significance of this project
- Infographic of the EmPower talent pathways model where GO TEC is featured
- Map depicting the GO TEC Virginia 2025 expansion areas

It is important to note that GO TEC, under the leadership of Dr. Julie Brown and the Institute for Advanced Learning and Research, has received the largest total award of GO Virginia funding since this state-wide economic and workforce development program was started in 2017. These funding awards are:

| |
|---|
| \$ 617,173 – GO TEC Phase I |
| 1,315,670 – GO TEC Phase 2A |
| 3,575,741 – GO TEC Phase 2B |
| <u>3,474,821 – GO TEC Virginia 2025</u> |
| \$ 8,983,405 TOTAL |

RECOMMENDATION:

For the Region 3 Council's information.

Attachment

Statewide Competitive Application

GO TEC Virginia 2025

Lead Region: 3

Partnering Regions: 1, 4, 5

Participating Localities:

Region 1: Carroll County Public Schools, Grayson County Public Schools, Wythe County Public Schools (in kind match)

Buchanan County Public Schools (letter of commitment/intent to develop cc lab)

Region 3: Charlotte County Public Schools, Cumberland County Public Schools, Danville City Public Schools, Halifax County Public Schools, Henry County Public Schools, Lunenburg County Public Schools, Martinsville City Public Schools, Mecklenburg County Public Schools, Nottoway County Public Schools, Patrick County Public Schools, Pittsylvania County Public Schools (in kind match)

Region 4: Greensville County Public Schools (in kind match)

Colonial Heights City Public Schools (letter of commitment/intent to develop CC lab)

Hopewell City Public Schools (letter of commitment/intent to develop CC lab)

Surry County Public Schools (letter of commitment/intent to develop CC lab)

Virginia's Gateway Region (letter of commitment to market program)

Virginia Growth Alliance (letter of commitment to market program)

Region 5: Hampton City Public Schools, Newport News City Public Schools, Portsmouth City Public Schools (in kind match)

Norfolk City Public Schools (letter of support)

Hampton Roads Alliance (letter of support)

Hampton Roads Workforce Council (letter of support)

Investment Strategy: Workforce Development

Targeted Industries: R1: Advanced Manufacturing, Ag and Food and Bev Manufacturing, Energy and Minerals, and IT

R3: Advanced Manufacturing, Healthcare, Business Services and IT Data, High Value Natural Resource Products

R4: Manufacturing, Logistics, Warehousing and Distribution, IT, Biosciences and Life Science

R5: Advanced Manufacturing, Cybersecurity, Data Analytics and Mod-Sim, Logistics, Port Operations and Warehousing, Shipbuilding and Repair, Water Technologies, Unmanned Systems and Clean Energy

Type of Project: Statewide Competitive

Applicant(s): Institute of Advanced Learning and Research (IALR)

Project Goal(s): To develop a strategic talent pipeline initiative designed to attract new companies and grow existing businesses in targeted traded sectors across multiple GO Virginia regions.

GO TEC Virginia 2025

Project Description: GO TEC Virginia is the result of a four-year collaborative effort, seeded by GO Virginia and led by Region 3 and the Institute for Advanced Learning and Research (IALR), to validate and scale career exposure programming and talent pathways that lead students to employment with firms in priority-traded industry sectors.

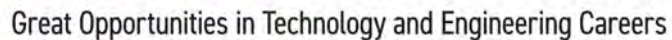
GO TEC Virginia is a partnership between IALR, GO Virginia Regions 1, 3, 4, and 5, three In-Region Coordinating Entities (IRCE), employers, economic developers, K12 Divisions, and higher education institutions. GO TEC Virginia will be executed by IALR and the three IRCEs, with efforts informed and endorsed by a 16-member multi-region Board of Directors. Through the IRCEs, each region will establish a GO TEC Advisory Board, composed of 21 members.

GO TEC Virginia 2025 includes the development of three GO TEC Training Labs – one each in Region 1, Region 4 and Region 5 – to serve as a focal point for regional economic developers, working with existing and prospective businesses, to showcase the GO TEC talent pathways and hands-on technology integration that create a pipeline of skilled workers. GO Virginia funds, with matching investment from the participating K12 divisions and private contributions, will support in-region GO TEC/IALR employees who will staff the Training Labs and coordinate aligned program activities. GO TEC staff will support the expanded number of K12 Divisions' Career Connections labs, with defined academic and skill preparation pathways, starting in middle school through postsecondary, in strategic traded sectors. Three GO TEC employees will be housed at IALR - a Technical & Training Manager, a Program Manager, and a Program Coordinator. Regions 1, 4, and 5 will each have a Training Coordinator and a Program Coordinator to support GO TEC activities in their respective regions.

IALR, on behalf of GO TEC Virginia, will contract for third-party services to develop a data and evaluation plan in consultation with the Virginia Department of Education (VDOE), the State Council for Higher Education in Virginia (SCHEV), and VEDP's Virginia Office of Education Economics (VOEE). Funds are also requested for contractual services to develop an education and workforce services enterprise sustainability plan.

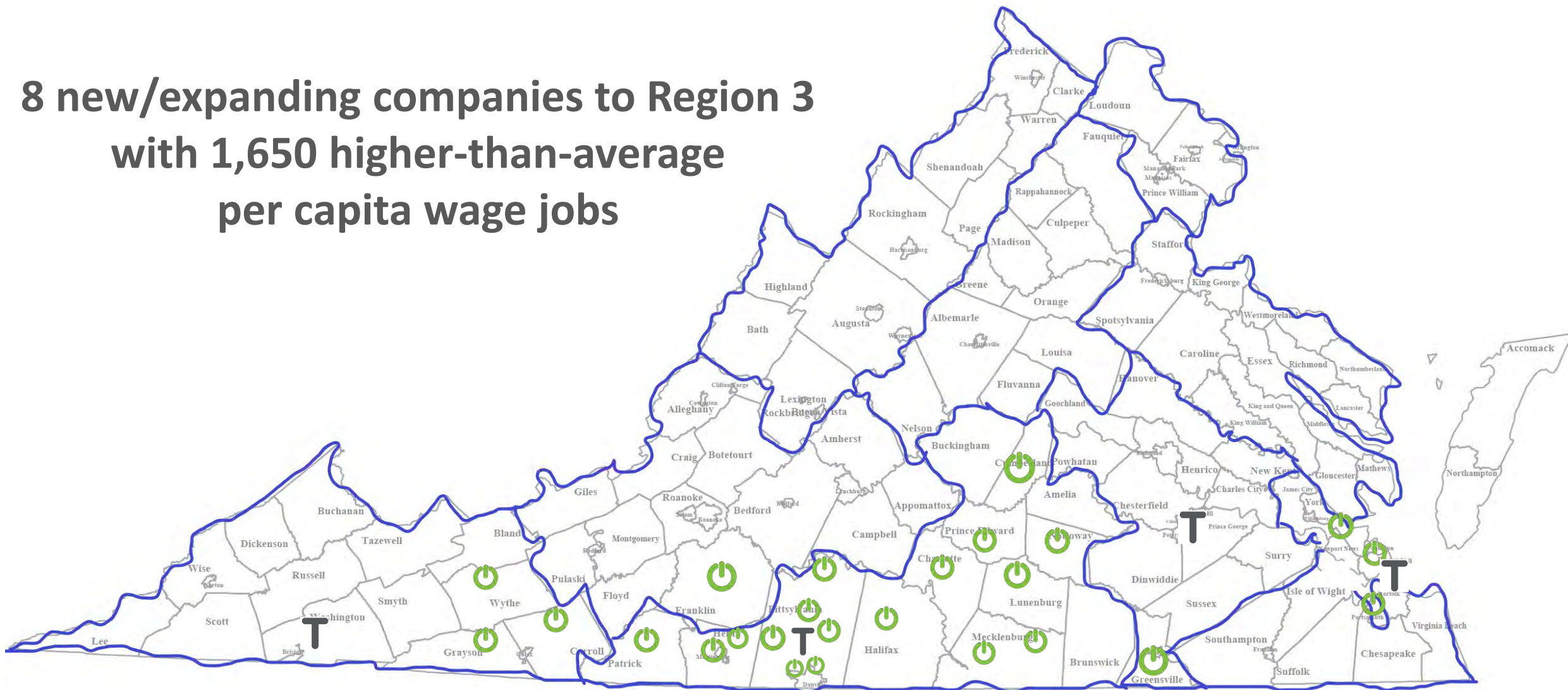
Project Budget:

| Type of Funds | Totals |
|-----------------------------|---------------------|
| GO Virginia Request | \$ 3,474,821 |
| Matching Funds | \$ 2,426,079 |
| Local Match | \$ 1,783,040 |
| Additional Leverage | \$ 431,030 |
| Total Project Budget | \$ 6,331,930 |



Success by Scale

**8 new/expanding companies to Region 3
with 1,650 higher-than-average
per capita wage jobs**







DATE: January 11, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Region 3 Council 2023 Calendar

In keeping with past practice, a 2023 Master Calendar for the Region 3 Council has been prepared. This calendar shows the meeting dates for the Region 3 Council, the Executive Committee, and other pertinent dates for the coming year.

The calendar is posted on the Region 3 Council's website for easy access by anyone interested in this information.

In summary, the Region 3 Council for 2023 will be meeting on the following dates:

- Wednesday, January 18th (virtual)
- Wednesday, April 19th (in-person)
- Wednesday, July 19th (virtual)
- Wednesday, October 18th (in-person)

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

On a related note, some interest has been expressed in revisiting the Region 3 Council's quarterly meeting start time to see if a 10:00 am - 12:00 noon meeting period may be more convenient for members' schedules. A Doodle Poll was conducted of Region 3 Council members to gauge interest in holding the meetings from 10:00 am - 12:00 noon or remaining at the current 1:00 pm - 3:00 pm period. The poll results and members' comments will be shared at the January 18th meeting.

RECOMMENDATION:

For the Region 3 Council's information.

Attachment

2023

Master Calendar

| January | | | | | | |
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| 29 | 30 | 31 | | | | |

| April | | | | | | |
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| July | | | | | | |
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| May | | | | | | |
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| August | | | | | | |
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| November | | | | | | |
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| June | | | | | | |
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| September | | | | | | |
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| December | | | | | | |
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| 31 | | | | | | |

- Region 3 Council Meeting (virtual)
1:00 pm - 3:00 pm
- Region 3 Council Meeting (in-person)
1:00 pm - 3:00 pm
- Region 3 Executive Committee Meeting
10:00 am - 12:00 noon (as needed)
- GO Virginia State Board Meeting
- DHCD - Per Capita and Statewide
Competitive Building Grant Applications
Due
- DHCD - Enhanced Capacity
Building Grant Applications Due
(Administrative Approval)
- *Region 3 Standing Committees
 - Project Review Committee
 - Communications Committee
 - Innovation Strategy Committee
 - Personnel Committee
 - Growth & Diversification Plan Committee
 - Nominating Committee
- *meetings scheduled as needed





DATE: January 11, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Region 3 Council 2021-2022 Annual Report

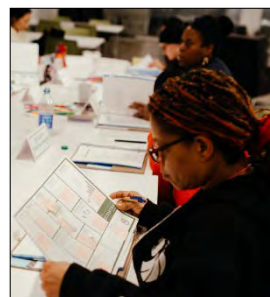
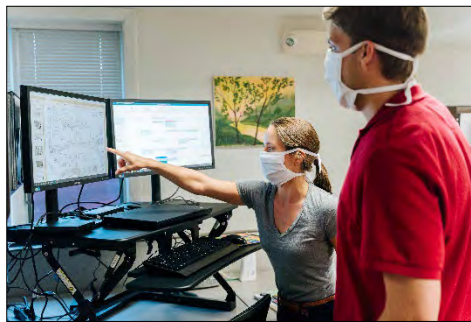
Through the outstanding work of Ann Taylor Wright with the Southside Planning District Commission, the 2021-2022 Region 3 Council Annual Report was prepared and submitted to the Department of Housing and Community Development.

Attached is a copy of the report for your reference.

RECOMMENDATION:

For the Region 3 Council's information.

Attachment



GO Virginia Region 3 Annual Report

GO Virginia Region 3 Council Annual Report

I: Introduction

Region 3 is situated in rural southcentral Virginia. It has the largest land area and smallest population of all nine GOVA regions and incorporates thirteen counties and two cities. Region 3 is ripe with opportunities: established centers of advanced manufacturing and technology, emerging innovation assets that support an entrepreneurial base, educational institutions building a skilled workforce, a significant natural resource base, and civic leadership that creates the necessary social capital to adapt to changing market conditions. The success of its projects will be outlined in the FY 22 Annual Report.

| | |
|---|--|
| Region 3 Localities | Counties of: Amelia, Brunswick, Buckingham, Charlotte, |
| | Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, |
| | Nottoway, Patrick, Pittsylvania, and Prince Edward |
| | Cities of: Danville and Martinsville |
| Support Organization | Southside Planning District Commission |
| Targeted Sectors (3-digit NAICS Codes) | Agriculture and Food Processing |
| | Business Services |
| | Energy, Natural Resources & Finished Products |
| | Healthcare Services |
| | Information Technology & Communications Services |
| | Advanced Manufacturing and Advanced Materials |

II: Growth & Diversification

Region 3's Growth and Diversification (G&D) Plan was updated in 2021 and focused on strategies and opportunities for the Region to pursue over the next two years. Development of the 2021 G&D Plan update included numerous stakeholder input sessions. Nearly 100 individuals were involved in engagement session discussions. Five virtual group sessions covering the topics of Entrepreneurship, Business Retention and Scale-Up, Business Site Readiness, and Talent Development were also held. Additionally, one-on-one and group interviews were conducted, including local Chambers of Commerce, K12 and higher educational institutions, community foundations, youth leaders, prior grant recipients, local and regional economic developers, local government managers, state agencies, community innovation leaders, and most importantly, business leaders.

Last year's G&D Plan update recommended expanding and broadening Region 3's targeted industry sectors. This beneficial redefinition will cast a wider net to necessitate "intention" be

placed around emerging opportunities while continuing to encompass current target sectors. Most of the industry/employment gains within the past two years were in advanced manufacturing (Food Processing, Automotive, Coal/Power, Pharmaceuticals) which has a high job multiplier. Healthcare's sheer volume of employment, and higher regional mean wages, warrants attention and advancement of new initiatives. Additionally, healthcare is the only industry cluster expected to grow over the course of the next two years. Business Services & IT Data highlights the highest average wage of all target sectors and mid-tier employment, despite having the lowest Location Quotient (LQ). An LQ is an analytical statistic that measures a region's industrial specialization relative to a larger geographic unit, usually the nation. High-Value Natural Resource Products occupations account for the lowest total employment for the region, but mid-tier in wage; additionally, the LQ of the sector illustrates a significantly concentrated talent and advantage of the region. For these reasons, the previously targeted sectors remained unchanged in the 2021 update.

Stakeholder interviews identified a significant desire for the GO Virginia Regional Council to address and support **leadership development** within the Region. Those who recommended this clearly understand that the primary purpose of the Regional Council is to invest in transformational projects that align with its G&D Plan and investment strategy, and which create opportunities for the next generation of regional leaders. They also view the Region 3 Council as a successful leadership organization that has laid a foundation of trust, inclusion, diversity, and communication among its subregions and believe that building on this foundation is one key to the long-term success of the Region's economic health.

To facilitate the development of a leadership pipeline, the Region 3 Council will likely begin with a Enhance Capacity Building grant during FY2022-2023 to understand how to identify, engage, and cultivate a next generation of business and civic leaders. The primary purpose of this endeavor is to create a region-wide strategy and implementation mechanism to have the Region 3 Council's membership become self-sustaining with new leaders over the long-term.

Over the past five years, solid operational platforms for to achieve the Growth and Diversification Plan's goals for talent production, site development, business scale-up, and entrepreneurship support have been established. The following chart details the actions taken to achieve Region 3's goals and objectives, along with related Region 3 Actions and Projects.

| GOAL | OPPORTUNITY | OBJECTIVE & ACTION | PROJECT(S) |
|------------------|--|---|--|
| Site Development | Support sustainable regional economic development systems in eastern and northern sub-regions | Strengthen the capacity of the eastern and northern sub-regions' economic development organizations to be active partners for Region 3 by connecting local economic developers, county administrators, and regional planning organizations to develop strategies/plans to sustain a sub-regional approach to site development | 1) SVRA Site Development 2) VGA Refresh |
| | Increase the number of business-ready sites to tier ratings 3, 4, and 5 | Fund development of regionally significant sites that support priority industry clusters to move up the Virginia Business Ready Sites Program (VBRSP) tier scale to Tier 3, 4, or 5 sites by supporting sub-regional efforts to prioritize sites that align with Region 3 target sectors | 1) VGA Site Development (application in progress) |
| | Increase the number of Business-Ready properties (sites & buildings) for business services and health care sectors | Support identification and development of sites and buildings that align with the target sectors of business services and health by supporting sub-regional efforts to identify, characterize, and promote properties that align with business services and health care sectors, including real estate requirements | 1) Mid-Atlantic Broadband Corp (MBC) Middle Mile Expansion |
| | Increase the marketability of unique properties in the Region | Support development of at least one unique real estate asset and complete assessments for at least four buildings in downtowns for adaptive reuse by supporting efforts to identify unique real estate assets and assess for market alignment | 1) VGA Refresh |

| GOAL | OPPORTUNITY | OBJECTIVE & ACTION | PROJECT(S) |
|------------------|--|--|---|
| Talent Evolution | Monitor and advance the implementation of GO TEC | Ensure the outcomes of GO TEC are assessed, communicated, and linked to employers and economic development organizations by supporting efforts to extend the brand awareness of GO TEC within Region 3 | 1) GO TEC 2B 2) GO TEC Statewide Expansion (application in progress) |
| | Support sector-based partnerships by identifying career paths for crosswalks incorporating new and emerging target sectors | Strengthen and expand non-degree programs (i.e., certifications and credentials) that enable employment pathways into new or emerging target sectors by supporting efforts that analyze current course offerings and gaps among educational institutions with the needs of employers; Assess training gaps based on employers' input; Support collaborative workforce development and training efforts | 1) ExperienceWorks 2) GO TEC Statewide Expansion (application in progress) |
| | Support apprenticeship model implementation | Develop and pilot an Apprenticeship Consortium leveraging the ExperienceWorks platform by supporting efforts to assess employer awareness and market demand for apprenticeship; Support efforts to assess benefits of, and engage if appropriate, state, and federal partners | 1) Entrepreneurship & Innovation Implementation Strategy (EI&I) |
| | Develop an approach to talent attraction and retention | Develop and pilot a plan of action to retain and attract talent in Region 3 by supporting efforts to create a regional brand for talent attraction, identify barriers to talent attraction; Pilot an initiative for upskilling incumbent talent; Invest in sustainable models that introduce career support pathways at the elementary school level | 1) GO TEC 2B Project 2) GO TEC Statewide Expansion (application in progress) |

| GOAL | OPPORTUNITY | OBJECTIVE & ACTION | PROJECT(S) |
|----------------------------|---|--|---|
| Entrepreneurial Ecosystems | Monitor and advance the implementation of the SOVA Rise Collaborative | Ensure the outcomes of the SOVA Rise Collaborative are assessed, communicated, and the organization and partners are funded through the CIT Regional Innovation Fund by supporting efforts to extend the brand awareness of the entrepreneurial assets within Region 3 | 1) EI&I Project |
| | Support programmatic emphasis on agribusiness and health care sectors | Invest in growth of the agribusiness and health sectors through market development, site development, and talent development by connecting agribusiness stakeholders to identify barriers and opportunities; Connect health care stakeholders to identify barriers and opportunities | 1) Controlled Environment Ag (CEA) Planning |
| | Identify and support efforts to grow emerging business sectors | Assess and support the growth of new business sectors identified through program participants and business formation data by creating an emerging business workgroup to identify and analyze the development of emerging sectors that leverage existing capacities in Region 3 in talent, sites, and new business formation | 1) E&I Project, SEED Innovation Hub |
| | Sustain the designation of “significant” and increase the designation of “moderate” and “limited” in the entrepreneurial hubs within Region 3 | Identify barriers and build organizational capacity to improve outcomes in the entrepreneurial hubs by sub-region (measured by patents, venture capital, SBIR, SBA loans, new business formation) by supporting efforts to ensure access to capital is aligned with various stages of entrepreneurial development from pre-seed to later stage; Support efforts to ensure access to program resources is available in Region 3 | 1) E&I Project, SEED Innovation Hub |

| GOAL | OPPORTUNITY | OBJECTIVE & ACTION | PROJECT(S) |
|------------|--|---|--|
| Leadership | Anticipate the future | Identify and share resources to inform Council leadership about trends impacting Region 3 enabling Council to adapt its strategies as needed by looking for opportunities to engage with other Regions for investment opportunities; Conduct a retreat to hear from experts in rural economic development; Monitor changes in state programs and leadership that may impact the economy of Region 3 | 1) All Hands Meeting 2) State Board Meetings 3) Retreat |
| | Ensure strong and sustained leadership for the Council and the Region | Identify a Council sustainability model that creates a bench of emerging leaders and funding models to support its operations by proactively identifying and engaging citizen leaders to serve on Council committees and initiatives; Proactively champion stable funding support from state, regional, and private sources; Assess the creation of a leadership academy | 1) All Hands Meeting 2) Council Meetings 3) Leadership Planning Project (future) |
| | Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region | Strengthen the capacity of the eastern and northern sub-regions' economic development organizations to be active partners for Region 3 by connecting local economic developers and county administrators and regional planning organizations to sustain a regional approach in the sub-regions | 1) All Hands Meeting 2) Council Meetings |
| | Build regional coalitions of strategic partners | Convene and report outcomes regularly to Council of meaningful cross-region conversations with at least five stakeholder audiences to develop a depth of partners for project support by connecting leaders of Chambers of Commerce, economic developers, Chief Administrative Officers and Chief elected officials, School Superintendents, and Young Leaders, both with their peers as well as across operational roles | 1) Council Meetings |
| | Continue to build a multi-faceted communication strategy to reach diverse audiences | Increase the diversity and number of audiences within and outside the geography by following to the Region 3 Communications Plan | 1) Bi-Monthly Newsletters 2) Website updates 3) Social Media campaigns |

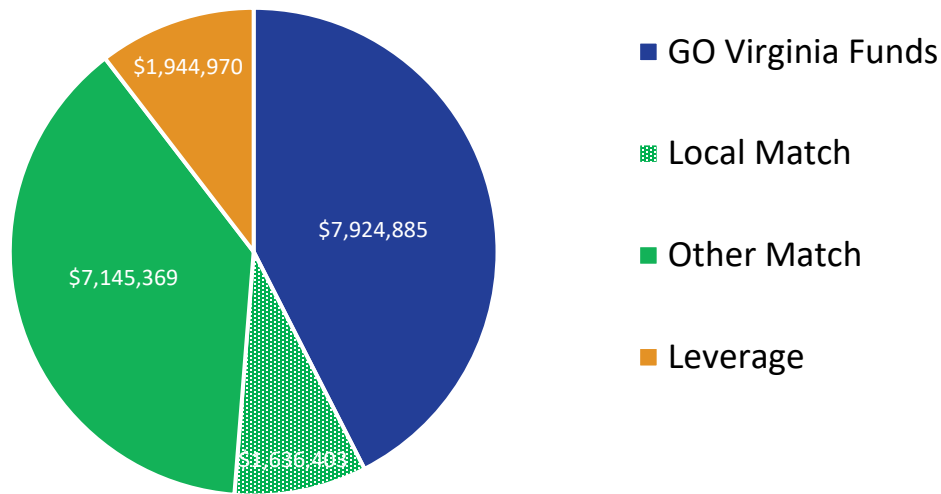
III: Summary of Projects

| Project | GO Virginia Funds | Total Match | Local Match | Leverage | G&D Investment Strategy and Sector |
|--|-------------------|-------------|-------------|-------------|---|
| SVRA Site Development | \$1,534,900 | \$767,450 | \$387,450 | \$335,946 | Site Development Advanced Manufacturing |
| ExperienceWorks | \$515,628 | \$257,814 | \$172,814 | \$108,550 | Talent Evolution |
| Controlled Environment Ag (CEA) Strategy and Roadmap | \$77,803 | \$39,293.25 | \$0 | \$4,474 | Cluster Scale-Up High-Value Natural Resource Products |
| SEED-Innovation Hub | \$662,304 | \$2,637,104 | \$25,139 | \$496,000 | Entrepreneurial Ecosystem |
| VGA Refresh | \$100,000 | \$51,000 | \$51,000 | \$0 | Sustainable REDO/Site Development Advanced Manufacturing |
| MBC Middle Mile Construction | \$5,000,000 | \$5,000,000 | \$1,000,000 | \$1,000,000 | Broadband Infrastructure Advanced Manufacturing IT/Data Centers |
| Gupton Initiative | \$99,200 | \$55,000 | \$0 | \$0 | Talent Evolution Advanced Manufacturing |

| Project | Sub-Grantee | Participating Localities | Project Description | Relevant Project Metrics |
|--|--|---|--|--|
| SVRA Site Development Project | IALR | City of Danville; Counties of Pittsylvania and Patrick; Halifax County IDA | Southern Virginia Regional Alliance (SVRA) has developed a program that will parallel VEDP's Site Development Program. The region had 33 of 66 available sites evaluated as part of the VEDP Program. This project will elevate ten of the 33 publicly owned sites to be more shovel-ready; seven sites totaling 1,188 acres from Tier 2 to Tier 4, and three sites totaling 311 acres from Tier 2 to Tier 3/Tier 4. | 1) Total acres raised to higher tier level: In progress 2) Number of prospects: In progress 3) Number of businesses attracted: In progress |
| Experience Works | IALR | Public Schools of Amelia, Brunswick, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, Prince Edward Counties and Cities of Danville and Martinsville | ExperienceWorks is a systems approach that leverages current Region 3 workforce development investments to connect students and young adults to high-skill, high-wage employment opportunities through a myriad of work-based learning platforms. Project outcome is to increase the number of high school graduates who can be gainfully employed in targeted growth sector positions. | 1) Number of students trained: 73 work-ready, 53 sector focused 2) Number of internships created: 98 created, 81 interns placed 3) Number of businesses served: 32 |
| Controlled Environment Ag (CEA) Strategy and Roadmap | IALR | Planning: N/A | IALR utilizing its recently opened Controlled Environment Agriculture (CEA) Innovation Center, proposes to engage the Virginia Tech Office of Community and Economic Engagement to develop a strategy and roadmap for supporting industry growth and workforce development for CEA in Region 3. | Planning: N/A |
| SEED-Innovation Hub | Longwood University Real Estate Foundation | Cumberland and Prince Edward County Public Schools, Hampden-Sydney College | Longwood University, in partnership with Hampden Sydney College, is leading the effort to establish an innovation hub in Downtown Farmville. Project SEED is an identified component of a 2020 funded Region 3 project titled Entrepreneurship and Innovation Investment Strategy. Project SEED will create a hub | Project metric currently in development. |

| | | | | |
|--------------------------------------|--|--|---|---|
| | | | to serve as a Makerspace, Co-working Space, Small Business Development Center Office, and an Educational Outreach Center. | |
| VGA Refresh | Virginia's Growth Alliance | Planning: N/A | Virginia's Growth Alliance (VGA) will lead the development of a strategic reset of goals, priorities, focus, and support to better reflect changes in the organization and economic development landscape, realigning the organization into a more effective and sustainable posture. This grant will build the capacity of the regional economic development organization through business sector analysis, workforce study, analysis of regional incentives, and a feasibility fundraising study. | Planning: N/A |
| MBC Middle Mile Construction Project | Mid-Atlantic Broadband | Counties of Dinwiddie, Greensville, Lunenburg, Mecklenburg, Prince Edward, Prince George, and Sussex; City of Petersburg | Construction of 69 miles of new open-access, middle-mile fiber optic broadband infrastructure in Regions 3 and 4. This project will provide critical broadband connectivity and diversity for economic development purposes. | Project metrics currently in development. |
| Gupton Initiative | The Commonwealth Alliance for Rural Colleges | GOVA Regions 3, 1, 2, 4, and 8; Cities of Danville, Roanoke, Petersburg, Harrisonburg; Counties of Bland, Tazewell, Franklin, Rockingham; Crater PDC | The project goal is to launch and demonstrate the sustainability of a career pathways partnership with VCU's College of Engineering to create a pipeline of internship and employment opportunities for students enrolled in the Commonwealth Alliance for Rural Colleges member institutions in the advanced pharmaceutical manufacturing cluster in central Virginia. | Planning: N/A |

FY22 Region 3 Project Funding



IV: Regional Collaboration & Partner Support

2022 All Hands Meeting - The GO Virginia Region 3 Council convened its 2022 All Hands Meeting on May 5, 2022. There were over 100 attendees from key stakeholder groups including business, state elected officials, K12 and higher education, local and regional government, economic and community development, entrepreneurs, healthcare, agribusiness, and non-profits.

The program included presentations from project principals ranging from GO TEC to the Region 3 Entrepreneurship and Innovation Investment Strategy. In addition to the project presentations, The Honorable Nicole Riley, Deputy Secretary of Commerce and Trade, provided remarks during lunch.

The GO Virginia Region 3 Council relies on a wide range of partners during the year. These partners include:

- Counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, and Prince Edward
- Cities of Danville and Martinsville
- Southside Planning District Commission
- Commonwealth Regional Council
- West Piedmont Planning District Commission
- Southern Virginia's Growth Alliance
- Virginia's Growth Alliance
- Institute for Advanced Learning & Research
- Longwood University
- Hampden-Sydney College
- SOVA Innovation Hub
- Mid-Atlantic Broadband Communities Corporation.

- Commonwealth Alliance for Rural Colleges
- The Danville Regional Foundation
- The Harvest Foundation
- The South Central Workforce Development Board
- Virginia Tech Center for Community and Economic Development

V: Outcomes & Impact

GO TEC 2B - GO TEC is a collaborative project that aims to develop the regional workforce in order to meet changing industry demands. The program begins to engage with the student at the middle school level and continues through high school dual enrollment and post-secondary programs. The focus of the project is to further develop the sectors of IT, advanced manufacturing, and STEM (science, technology, engineering and math) by creating a talent pipeline that begins in K-12.

- Key outcomes include build-out of 11 Career Connections (CC) Labs and completion of 6 existing labs with the addition of the CNC Milling Machines leading to a total of 17 CC labs in operation
- 13 new CC labs have been funded in Phase 2B
- 21 teachers were trained during the 2021-2022SY
- Dr. Julie Brown received an Impact Award from Lead Virginia on April 13, 2022 for her work with GO TEC

ExperienceWorks - This initiative is a systems approach that leverages current GO Virginia Region 3 investments to connect students and young adults to high-skill, high-wage employment opportunities through a variety of work-based learning (WBL) opportunities. Establishing robust connections with students while they are still in high school allows businesses to access emerging workers and, through WBL experiences, provide skill instruction and mentoring. These coordinated efforts will increase the number of high school graduates in Region 3 who are connected to employment opportunities in high-skill, high wage positions in the targeted business growth sectors

Key outcomes include:

- 16 career cluster panels hosted at two-day Career Expo
- 70 volunteers at Career Expo
- 3,074 middle and high school students from multiple Region 3 school divisions participated
- Major Clarity is being used by 10,689 (41.49%) of 6th-12th in Region 3
- EXCITE teacher externship program connecting sixty (60) educators to businesses in the region
- Ten (10) work-readiness bootcamps to prepare students for WBL placements [scaling existing program]
- Paid internships for 150 students and young adults

Bridge to Recovery Program – This is network among economic development stakeholder organizations that enabled businesses who needed specific professional services or products due to the COVID-19 pandemic to connect with businesses in the Region 3 footprint who have those services and products.

Key outcomes include:

- The network is comprised of 14 Chambers of Commerce, 12 Local Economic Development Offices, 2 Regional Economic Development Organizations, 2 Planning District Commissions, SBDC, Entrepreneurial Organizations, and Higher Education
- 95 suppliers prequalified
- 130 requests for assistance from business ranging from less than 5 employees to those with over 250 employees
- 86 requests approved at a value of \$741,000

Region 3 Entrepreneurship and Innovation Investment Strategy – The project initiated the RISE Collaborative which brings together makers, entrepreneurs, and innovators of all backgrounds, interests, and experiences from across our region to support the growth of entrepreneurship and innovation in Region 3

Key outcomes include:

- SOVA Rise website launched (<https://sovarise.com/>)
- 3 CO Starters cohorts completed
- Generator pilot enrolled 100+ students Spring 2022.
- RISE Collegiate Business Plan Competition engaged 5 teams of students Spring 2022.
- 6 meetups hosted with 3 virtual and 3 hybrids (locations: South Hill, Lawrenceville, Farmville), 3 workshops hosted, 1 pitch event hosted

VI: Communication and Outreach

GO Virginia Region 3 Council engages in a robust communications program through its engagement of Letterpress Communications. This professional firm provides the following services:

- Strategic Consulting – develops and implements communication strategies under a variety of marketing channels to include social media, public relations, graphic design and collateral, event communications, photography, videography, advertising, and website design and maintenance.
- Bi-Monthly Email Newsletter – provides news and events involving the Region 3 Council and other stakeholders involved with the GO Virginia program.
- Social Media – develops content, maintains posts, and tracks engagement for the Region 3's Facebook and LinkedIn accounts; posts video content to Region 3's YouTube channel.
- Website Content – updates the Region 3 website as needed.
- Public Relations – maintains and updates targeted media lists (local, regional, state, and national), develops and distributes press release content, pitch stories to national media, and monitor economic news via traditional and digital channels in Region 3.

VII: Project Pipeline

Mid-Atlantic Broadband Open Access Middle Mile Expansion Project - The purpose of this Statewide Competitive Project with GO Virginia Regions 4 and 9 will be to build six (6) middle mile backbone segments covering approximately 130 miles that will provide critical broadband connectivity and diversity for economic development purposes in nine (9) localities including the Counties of Cumberland, Mecklenburg, Lunenburg, Prince Edward, Nottoway, Dinwiddie, Prince George, Sussex, Greensville, Louisa, and the City of Petersburg. The project has received approval from the GO Virginia State Board and is awaiting approval a companion grant from the National Telecommunications Information Administration. Total project cost is approximately \$20,000,000.

GO TEC Virginia 2025 - Great Opportunities in Technology and Engineering Careers (GO TEC™) Virginia 2025 is a strategic talent pipeline initiative designed to attract new companies and grow existing businesses in targeted traded sectors across multiple GO Virginia regions based on aligned economic development interests. Total project cost is approximately \$6,200,000.

VIII: Council Members

| Council Member | Title- Organization | Email |
|--|--|----------------------------------|
| Timothy Clark- Region 3 Chair | President- Blair Construction, Inc. | tclark@blair-construction.com |
| Randolph Lail- Region 3 Vice Chair | Chairman of the Board- Benchmark Bank and Mid-Atlantic Broadband | randy.lail@earthlink.net |
| Charles Majors- Region 3 Executive Committee | Chairman of the Board- American National Bank | majorsc@amnb.com |
| Sherry Swinson- Region 3 Executive Committee | Director- Hull Springs Farm Longwood University | swinsonsd@longwood.edu |
| Lauren Willis- Region 3 Executive Committee | BSA Officer- Bank of Charlotte County | ltawillis10@gmail.com |
| Robert Bates | Branch Manager- Halifax Office Benchmark Bank | robert.bates@bcbonline.com |
| Scott Burnette | CEO- VCU Health Community Memorial Hospital | scott.burnette@vcuhealth.org |
| Clark Casteel | President & CEO- Dan River Foundation | ccasteel@drfonline.org |
| Melody Foster | Executive Director- Commonwealth Regional Council | mfoster@virginiasheartland.org |
| Amy Griffin | Superintendent (Retired)- Cumberland County Public Schools | dramygriffin@gmail.com |
| Tim Hall | County Administrator (Retired)- Henry County | timahall@yahoo.com |
| Keith Harkins, PhD | Vice President – Academic & Workforce Programs SVCC | keith.harkins@southside.edu |
| Rhonda Hodges | Vice President- Workforce, Eco. & Com. Dev. PHCC | rhodges@patrickhenry.edu |
| James McClain | President & CEO- SW Virginia Energy Industries | james@swvagas.com |
| John Parkinson | CEO- Drake Extrusion, Inc. | jparkinson@drakeextrusion.com |
| Alfreda Reynolds | Director of Economic Development- Brunswick County | areynolds@brunswickco.com |
| Jeremy Satterfield | Manager- TechSpark Community Engagement Microsoft Corporation | jeremy.satterfield@microsoft.com |

IX: Support Organization

| Region 3 Support Organization | |
|---|---------------------|
| Southside Planning District Commission | |
| 200 S. Mecklenburg Ave South Hill, Virginia 23920 | |
| Bryan David- Region 3 Program Director | |
| UVA- Weldon Cooper Center | |
| Email: bryan.david@virginia.edu | Phone: 540-395-6504 |