



## GO Virginia Region 3 Council Meeting

**Date and Time:** October 19, 2022  
1:00 pm – 3:00 pm  
**Location:** SOVA Innovation Hub  
715 Wilborn Avenue  
South Boston, VA 24592

Virtual Link: <https://tinyurl.com/55fnufs>  
Meeting ID: 3390115898  
Password: 202011  
Call In: 719-359-4580

### *Purpose Statement*

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

## AGENDA

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

### **Special Appearances and Presentations**

- |  |            |
|--|------------|
| VIII. Letterpress Communications – Ilsa Loeser, Principal, and Alex Veatch, Account Executive  | Randy Lail |
| IX. South Central Workforce Development Board – Terra Bailey Napier, Executive Director  | Randy Lail |
| X. Region 3 Entrepreneur Innovation and Investment Strategy Update – Lauren Mathena, Director of Economic Development and Community Engagement, MBC Communities Corp., and Sheri McGuire, Associate Vice President for Community and Economic Development, Longwood University | Randy Lail |

### **Old Business**

- |                              |            |
|------------------------------|------------|
| XI. Approved Projects Update | Randy Lail |
|------------------------------|------------|



## **AGENDA (continued)**

### **Old Business (cont.)**

- XII. Project Pipeline
- a. Closed Meeting (if needed)

Randy Lail

### **New Business**

- XIII. Committee Reports
  - a. Project Review Committee – GO TEC Virginia 2025: A Multi-Region Testbed for Innovation
  - b. Nominating Committee

Jordan Miles

Sherry Swinson

### **Program Director's Report**

Bryan David

- XIV. GO Virginia Region 3 Council All Virtual Meeting Policy and Proposed 2023 Meeting Schedule
- XV. 2023 All Hands Meeting - Update

### **Adjourn**

MINUTES

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

**REGULAR BUSINESS**

Call To Order

Vice-Chair Lail called the GO Virginia Region 3 Full Council meeting to order on July 20, 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
Alfreda Reynolds			X	Lauren Willis			X
Amy Griffin	X			Melody Foster			X
Charles Majors	X			Robert Bates	X		
James McClain			X	Scott Burnette	X		
Jeff Reed			X	Sherry Swinson		X	
Jeremy Satterfield	X			Tim Hall	X		
John Parkinson			X	Timothy Clark			X
Karl Stauber			X	Randolph Lail	X		
Keith Harkins	X			Rhonda Hodges	X		

Region 3 Staff in Attendance

Name, Title	Organization
Bryan David, Executive Director	Region 3 Program Director
Liz Povar, Region 3 Contract Staff-Virtual	River Link Group
Nancy Pool, Region 3 Contract Staff	Contract Staff
Julie Gill, Administrative Assistant-Virtual	Southside PDC

### Guests in Attendance

Name	Organization
Dwayne Yancey	Editor, Cardinal News
Dr. Julie Brown	Vice President of Advanced Learning, IALR
Jessie Vernon	Program Manager, IALR

### 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 April 20, 2022 Full Council meeting were received via email prior to the meeting and included in the meeting packet. **Scott Burnett made a motion that the minutes from the April 20, 2022 Full Council meeting be approved as presented; the motion was seconded by Tim Hall and was approved by unanimous vote.**

### Financial Reports

Bryan David reviewed the Financial Reports that were included in the meeting packet for period June 1, 2022 to June 30, 2022. **Scott Burnett made a motion that the Financial Reports for period ending June 30, 2022 be approved as presented; the motion was seconded by Jeremy Satterfield and was approved by unanimous vote.**

### GO Virginia Region 3 Project Funding Matrix Report

Bryan David reviewed the Project Matrix that was included in the meeting packet for the period.

## SPECIAL APPEARANCES & PRESENTATIONS

- The Region 3 Council recognized Randy Lail for his leadership as Chair since the Council was established in 2017. It was noted that Mr. Lail has given significant time and effort to building Region 3 to be a strategic economic development partner in Southern Virginia and to the betterment of the GO Virginia program statewide. **A motion was made by Scott Burnett to adopt a formal Resolution recognizing Randy Lail for his dedication and outstanding leadership of the GO Virginia Region 3 Council; the motion was seconded by Charles Majors and was approved by unanimous vote.**
- Dwayne Yancey, Editor of Cardinal News, addressed the Council. He discussed the media outlet's emerging role as a news source for Southern Virginia.
- Dr. Julie Brown, Vice President Advanced Learning, and Jesse Vernon, Program Manager, at the Institute for Advanced Knowledge and Research (IALR) made a presentation on the ExperienceWorks Project's implementation and detailed its current status. They discussed how this project utilized the previously funded MajorClarity project to achieve success and how it further supports the successful GO TEC program.

## 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 continues. 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 continue 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 20% 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. NTIA funding is being researched at this time; the deadline for application submission is September 2022.
- The Gupton Initiative – This Project has been approved and the contract is in the process of being 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**

#### Nominating Committee Report

The Region 3 Council appointed Tim Clark as Chair and Randy Lail as Vice-Chair for the 2022-2023 term. In addition to these appointments, the Nominating Committee advised that it would be recommending individuals to serve the unexpired terms of Karl Stauber (7.21.21 - 6.30.25) and Roger Scott (7.1.19 - 6.30.23). The Committee continues to work towards identifying and recruiting a replacement for Roger Scott, who represented the private sector-business membership category. It is anticipated that a candidate will be presented to the Region 3 Council at its meeting on October 19th.

The Nominating Committee recommended that Carl Casteel be appointed to serve the unexpired term for Karl Stauber. Mr. Casteel is the President and CEO of the Danville Regional Foundation and stated he looks forward to serving on the Region 3 Council. He will be representing the non-profit council membership category. **Scott Burnett made a motion that Carl Casteel be appointed to serve the unexpired term for Karl Stauber; the motion was seconded by Charles Majors and was approved by unanimous vote.**

#### Other New Business

Jeff Reed resigned via email just prior to the July meeting. The Nominating Committee will begin identifying a replacement.

#### Program Director's Report

- The GO Virginia Region 3 Council has in-place service agreements with the Southside Planning District Commission (SPDC) and UVA's Weldon Cooper Center for Public Service (Cooper Center). The Executive Committee approved the SPDC support services agreement for FY22-23 and the Cooper Center agreements for FY22-23 and FY23-24 at its meeting on June 22nd. Regarding the

Cooper Center's support service agreement, the GO Virginia Region 3 Council approved a budget amendment to fund this agreement for FY22-23 at its meeting on April 20th.

- The SPDC issued a Request for Proposals (RFP) on May 31st for communications and media services for the GO Virginia Region 3 Council, following State procurement protocols. There was one response to the RFP which came from the current contract holder, LetterPress Communications. The Communications Committee Chair, the SPDC Executive Director, and the Region 3 Executive Director reviewed the proposal and approved the issuance of a contract with LetterPress Communications. The new services agreement will have an annual term with two one-year extensions for a total of three years. The SPDC Executive Director will execute the contract on behalf of the Region 3 Council, which is customary in these matters.

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

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

These general ideas will be further researched and refined under the guidance of the Executive Committee.

- The following highlights of the FY22-23 GO Virginia State budget were presented:

- Base funding statewide has been held steady at \$30M
- Unchanged amounts statewide for support organizations (\$2.250M), regional per capita pool (\$16.90M), and statewide competitive pool (\$10.85M)
- Transfer of \$27.516M from the GO Virginia fund to the General Fund for unobligated funds from FY19, FY20, FY21, and the Economic Recovery and Resilience Program
- Outlines a new one-time allocation of \$2.25M to the GO Virginia Talent Pathways Planning; DHCD will administer these funds in partnership with Virginia Economic Development Partnership
- Allows the GO Virginia State Board to rescind unobligated per capita funds allocated to each regional council if the unobligated balance exceeds its average annual per capita distribution; all rescinded funds would be made available in the statewide competitive pool
- Additional reporting requirements for DHCD to executive and legislative branches

Additionally, the General Assembly's adopted budget recaptured unexpended funds totaling \$27,515,896 from the GO Virginia program. These funds have accumulated over the last several years within individual regions. Region 3 holds no balance of unexpended funds for any prior fiscal year; thereby, no Region 3 grant funds were recaptured.



- The 2022 Virginia General Assembly approved, and Governor Youngkin signed, amendments allowing advisory public bodies to meet electronically under circumstances if a quorum is not physically present at the meeting place. These amendments will apply to the Region 3 Council and the Executive Committee when it becomes effective on September 1st. Staff will develop a draft plan for electronic meetings held by the Council and Executive Committee. This draft plan will be presented to the Executive Committee at its meeting on August 17th and the Region 3 Council at its meeting on October 19th.

## **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 2:00 p.m.

These minutes were approved on \_\_\_\_.

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Bryan David, Executive Director  
GOVA Region 3

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Randy Lail, GOVA Region 3 Council  
Vice-Chair

# FINANCIAL REPORT

## FY22 GO VA OPERATING BUDGET

**GO Virginia Region 3**

**Report Period: April 1, 2022 to September 30, 2022**

**Draw Period: September 1, 2022 to September 30, 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 5	Total Expenses To Date	FY22 Available Funds
<b>Program Operations</b>							
Audit	\$ 1,170.00	\$ -	\$ 1,170.00	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation							
All Hands Meeting	-	-	-	-	-	-	-
Council Meetings	1,500.00	-	1,500.00	583.80	-	583.80	916.20
Total Meetings & Facilitation	1,500.00	-	1,500.00	583.80	-	583.80	916.20
Supplies	500.00	-	500.00	98.17	37.37	135.54	364.46
Salaries - SPDC	80,000.00	(5,289.47)	74,710.53	26,703.62	12,823.69	39,527.31	35,183.22
Contract Services							
SPDC UVA MOU	101,200.00	-	101,200.00	50,599.98	-	50,599.98	50,600.02
SPDC Contract Staff - Riverlink	9,000.00	-	9,000.00	3,750.00	1,500.00	5,250.00	3,750.00
SPDC Contract Staff - Nancy Pool	7,200.00	-	7,200.00	2,350.00	225.00	2,575.00	4,625.00
Total Contract Services	117,400.00	-	117,400.00	56,699.98	1,725.00	58,424.98	58,975.02
Marketing - Letterpress	31,900.00	-	31,900.00	16,377.07	2,645.00	19,022.07	12,877.93
Rent - SOVA Innovation Hub	5,415.00	-	5,415.00	2,256.25	451.25	2,707.50	2,707.50
<b>Total Program Operations</b>	<b>237,885.00</b>	<b>(5,289.47)</b>	<b>232,595.53</b>	<b>102,718.89</b>	<b>17,682.31</b>	<b>120,401.20</b>	<b>112,194.33</b>
<b>Planning</b>							
Technical Assistance							
All Hands Meeting	12,115.00	5,289.47	17,404.47	17,404.47	-	17,404.47	-
<b>Total Planning</b>	<b>12,115.00</b>	<b>5,289.47</b>	<b>17,404.47</b>	<b>17,404.47</b>	<b>-</b>	<b>17,404.47</b>	<b>-</b>
<b>TOTAL</b>	<b>\$ 250,000.00</b>	<b>\$ -</b>	<b>\$ 250,000.00</b>	<b>\$ 120,123.36</b>	<b>\$ 17,682.31</b>	<b>\$ 137,805.67</b>	<b>\$ 112,194.33</b>

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

\$47,039.72	Local Funds - Unexpended (Martinsville/Henry County)
278.66	Interest
<b>\$47,318.38</b>	
(17,682.31)	Checks Submitted in Remittance 5 (Recd 10/6/22)
<b>\$ 29,636.07</b>	<b>Checkbook Balance</b>

Checks Submitted in Remittance 5	
9876 - SOVA Innovation Hub - Rent - September 2022	\$ 451.25
9877 - Letterpress Communications - September 2022	2,645.00
9878 - SPDC - Salaries - July 2022	6,522.52
9879 - SPDC - Supplies Reimbursement - 8/25/22 Meeting	37.37
9881 - Nancy Pool - August 2022	225.00
9882 - SPDC - Salaries - August 2022	6,301.17
9883 - The Riverlink Group - July and August 2022	1,500.00
<b>Total Checks Submitted in Remittance 5</b>	<b>\$ 17,682.31</b>

## FY21 GO VA OPERATING BUDGET

**GO Virginia Region 3**

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

**Draw Period: September 1, 2021 to September 30, 2021**

GO VIRGINIA



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

### FY 21 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Budget Revision #1 (+/-) Change	Budget Revision #1	Previously Paid Expenses	DHCD Request Submitted in Remittance 7	Total Expenses To Date	FY21 Available Funds
<b>Program Operations</b>							
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	-	1,145.95	354.05
Total Meetings & Facilitation	1,500.00	-	1,500.00	1,145.95	-	1,145.95	354.05
Supplies	500.00	-	500.00	295.02	-	295.02	204.98
Salaries - SPDC	80,000.00	(12,700.00)	67,300.00	33,194.29	-	33,194.29	34,105.71
Contract Services							
SPDC UVA MOU	101,200.00	-	101,200.00	50,599.98	25,299.99	75,899.97	25,300.03
SPDC Contract Staff - Riverlink	9,000.00	-	9,000.00	3,371.25	-	3,371.25	5,628.75
SPDC Contract Staff - Nancy Pool	7,200.00	-	7,200.00	4,725.00	425.00	5,150.00	2,050.00
Total Contract Services	117,400.00	-	117,400.00	58,696.23	25,724.99	84,421.22	32,978.78
Marketing - Letterpress	31,900.00	-	31,900.00	22,295.00	1,500.00	23,795.00	8,105.00
Rent - SOVA Innovation Hub	5,415.00	-	5,415.00	2,707.50	-	2,707.50	2,707.50
<b>Total Program Operations</b>	<b>237,885.00</b>	<b>(12,700.00)</b>	<b>225,185.00</b>	<b>118,333.99</b>	<b>27,224.99</b>	<b>145,558.98</b>	<b>79,626.02</b>
<b>Planning</b>							
Technical Assistance							
Technical Assistance	12,115.00	12,700.00	24,815.00	21,640.00	-	21,640.00	3,175.00
<b>Total Planning</b>	<b>12,115.00</b>	<b>12,700.00</b>	<b>24,815.00</b>	<b>21,640.00</b>	<b>-</b>	<b>21,640.00</b>	<b>3,175.00</b>
<b>TOTAL</b>	<b>\$ 250,000.00</b>	<b>\$ -</b>	<b>\$ 250,000.00</b>	<b>\$ 139,973.99</b>	<b>\$ 27,224.99</b>	<b>\$ 167,198.98</b>	<b>\$ 82,801.02</b>

**The Checking Account is comprised of:**

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

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

## BRIDGE TO RECOVERY

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

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

Most Recent Draw: DD#5 on 9/28/2022

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	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
<b>Totals</b>	<b>\$ 925,000.00</b>	<b>\$ 315,673.66</b>	<b>\$ 70,554.64</b>	<b>\$ 386,228.30</b>	<b>\$ 538,771.70</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	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
<b>Totals</b>	<b>\$ 1,211,500.00</b>	<b>\$ 504,476.72</b>	<b>\$ 93,130.19</b>	<b>\$ 597,606.91</b>	<b>\$ 613,893.09</b>

**Status:** DD#5 has been paid by DHCD. A budget revision was approved shifting match funds among categories. A project extension has been approved through December 31, 2022.

## GO-TEC 2B

**Grant Agreement Period:** 6/23/2020 - 9/30/2022

**Report Period:** September 1, 2022 to September 31, 2022

**Most Recent Draw:** DD#10 on 8/14/2022

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 #10	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 16,554.36	\$ 2,266.89	\$ 385.00	\$ 2,651.89	\$ 13,902.47
Contract Services				\$-	0
Equipment	\$ 2,430,751.29	\$ 2,090,262.13	\$ 1,377.02	\$ 2,091,639.15	\$ 339,112.14
Salaries	\$ 791,120.00	\$ 644,322.90	\$ 34,186.86	\$ 678,509.76	\$ 112,610.24
Training				\$-	0
Travel and Misc	\$ 89,000.00	\$ 66,169.58	\$ 3,864.76	\$ 70,034.34	\$ 18,965.66
Administration	\$ 248,315.35	\$ 210,056.68	\$ 2,957.15	\$ 213,013.83	\$ 35,301.52
	\$ 3,575,741.00	\$ 3,013,078.18	\$ 42,770.79	\$ 3,055,848.97	\$ 519,892.03

### MATCHING FUNDS

Budget Categories (FROM CAMS)	Committed Match	Previous Match	Current Match	Total Match to Date	Match Balance
Equipment	\$ 1,637,000.00	\$ 2,323,600.28		\$ 2,323,600.28	\$ (686,600.28)
Salaries	\$ 916,000.00	\$ 978,664.89		\$ 978,664.89	\$ (62,664.89)
Travel and Misc				\$-	\$ -
IDEA Academy				\$-	\$ -
Scholarship	\$ 72,918.79	\$ 69,068.09		\$ 69,068.09	\$ 3,850.70
Career Tech Academy				\$-	\$ -
	\$ 2,625,918.79	\$ 3,371,333.26	\$-	\$ 3,371,333.26	\$ (745,414.47)
					*over matched

**Status:** GOVA funds are 80% expended. DD#10 has been paid. An extension has been approved through September 30, 2022. Final remittance documents are being compiled and the project will close out by end of year.

## MBC MIDDLE MILE PLANNING

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

**Report Period:** September 1, 2022 to September 30, 2022

**Most Recent Draw:** DD #6 on 9/20/2022

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 #6	Total Paid After Remittance	Grant Balance
Planning/Assessment	\$ 100,000.00	\$ 54,222.68	\$ 9,782.50	\$ 64,005.18	\$ 35,994.82
	\$ 100,000.00	\$ 54,222.68	\$ 9,782.50	\$ 64,005.18	\$ 35,994.82

### REQUIRED MATCHING FUNDS

Budget Categories (FROM CAMS)	Committed Match	Previous Match	Current Match	Total Match	Match Balance
Planning/Assessment	\$ 900,000.00	\$ 606,879.12	\$ 88,042.50	694,921.62	\$ 205,078.38
	\$ 900,000.00	\$ 606,879.12	\$ 88,042.50	694,921.62	\$ 205,078.38

**Status:** Design is 80% complete.

## ENTREPRENEURSHIP & INNOVATION IMPLEMENTATION

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

**Report Period:** September 1, 2022 to September 30, 2022

**Most Recent Draw:** DD#2 on 12/13/2021

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	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 24,000.00		\$ 407.45	\$ 407.45	\$ 23,592.55
Other : Entrepreneurship training	\$ 110,000.00	\$ 12,966.38		\$ 12,966.38	\$ 97,033.62
Other : Youth entrepreneurship program	\$ 75,000.00			\$ -	\$ 75,000.00
Other : Program branding/marketing	\$ 115,000.00	\$ 14,875.00	\$ 3,975.44	\$ 18,850.44	\$ 96,149.56
Other : Regional scorecard implement	\$ 5,000.00		\$ 86.80	\$ 86.80	\$ 4,913.20
Other : Farmville innovation space	\$ 40,000.00			\$ -	\$ 40,000.00
Other : Consultants - out of region	\$ 80,000.00			\$ -	\$ 80,000.00
<b>Total</b>	<b>\$ 449,000.00</b>	<b>\$ 27,841.38</b>	<b>\$ 4,469.69</b>	<b>\$ 32,311.07</b>	<b>\$ 416,688.93</b>

### REQUIRED MATCHING FUNDS

Budget Categories (FROM CAMS)	Committed Match	Previous Match	Current Match	Total Match to Date	Match Balance
Administration	\$ 10,000.00			\$ -	\$ 10,000.00
Other : Entrepreneurship training	\$ 75,000.00	\$ 1,450.97		\$ 1,450.97	\$ 73,549.03
Other : Youth entrepreneurship program	\$ 5,000.00			\$ -	\$ 5,000.00
Other : Program branding/marketing	\$ 10,000.00		\$ 176.42	\$ 176.42	\$ 9,823.58
Other : Regional scorecard implement	\$ 20,000.00	\$ 11,086.11		\$ 11,086.11	\$ 8,913.89
Other : Farmville innovation space	\$ 50,000.00	\$ 49,871.73		\$ 49,871.73	\$ 128.27
Other : Consultants - out of region				\$ -	\$ -
Other : Project Development/Admin	\$ 190,000.00	\$ 3,429.12		\$ 3,429.12	\$ 186,570.88
Other : Longwood SBDC Women Peer Group	\$ 10,000.00			\$ -	\$ 10,000.00
<b>Total</b>	<b>\$ 370,000.00</b>	<b>\$ 65,837.93</b>	<b>\$ 176.42</b>	<b>\$ 66,014.35</b>	<b>\$ 303,985.65</b>

**STATUS:** DD#3 is in process.



## SVRA SITE DEVELOPMENT

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

**Report Period:** September 1, 2022 to September 30, 2022

**Most Recent Draw:** No Draws to Date

GO VIRGINIA



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

### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	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
<b>Totals</b>	<b>\$ 1,534,900.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,534,900.00</b>

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

**Status:** No remittance to date.

## EXPERIENCE WORKS

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

**Report Period:** September 1, 2022 to September 30, 2022

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

GO VIRGINIA



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

### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #2	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
<b>Totals</b>	<b>\$ 515,628.00</b>	<b>\$ 8,697.42</b>	<b>\$ 18,096.32</b>	<b>\$ 26,793.74</b>	<b>\$ 488,834.26</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
<b>Totals</b>	<b>\$ 257,814.00</b>	<b>\$ 8,129.70</b>	<b>\$ 12,320.29</b>	<b>\$ 20,449.99</b>	<b>\$ 237,364.01</b>

**Status:** DD#2 has been paid.

## CONTROLLED ENVIRONMENT AG (CEA)

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

**Report Period:** September 1, 2022 to September 30, 2022

**Most Recent Draw:** No Draws to Date

GO VIRGINIA



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

### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #	Total Paid After Remittance	Grant Balance
Planning	\$ 77,803.00	\$ -	\$ -	\$ -	\$ 77,803.00
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 77,803.00	\$ -	\$ -	\$ -	\$ 77,803.00

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Totals	\$ 38,543.00	\$ -	\$ -	\$ -	\$ 38,543.00

**Status:** No activity to date.

## SEED INNOVATION HUB

**Grant Agreement Term:** Project not yet entered in CAMS.

**Report Period:** September 1, 2022 to September 30, 2022

**Most Recent Draw:** No activity to date.

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
TBD	\$ 662,304.00	\$ -	\$ -	\$ -	\$ 662,304.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 662,304.00	\$ -	\$ -	\$ -	\$ 662,304.00

## REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Construction	\$ 2,156,730.00				
A&E	\$ 100,000.00				
Fees & Licenses	\$ 50,000.00				
Site Work	\$ 305,235.00				
Other: Operations	\$ 25,139.00				
Totals	\$ 2,637,104.00				

**Status:** Project has not yet been entered in CAMS.

## VIRGINIA'S GROWTH ALLIANCE (VGA) REFRESH

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

**Report Period:** September 1, 2022 to September 30, 2022

**Most Recent Draw:** No Draws to Date

GO VIRGINIA



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

### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 1,000.00	\$ -	\$ -	\$ -	\$ 1,000.00
Studies	\$ 99,000.00	\$ -	\$ -	\$ -	\$ 99,000.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
<b>Totals</b>	<b>\$ 100,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 100,000.00</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
<b>Totals</b>	<b>\$ 51,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 51,000.00</b>

**Status:** No remittance to date.

## MBC MIDDLE MILE CONSTRUCTION

**Grant Agreement Term:** May 2022 to July 2024

**Report Period:** September 1, 2022 to September 30, 2022

**Most Recent Draw:** No Draws to Date

GO VIRGINIA



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

### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	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 denied. An NTIA application has been submitted.

## GUPTON INITIATIVE

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

**Report Period:** September 1, 2022 to September 30, 2022

**Most Recent Draw:** DD#1 on 9/2/2022

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	\$ 3,000.00	\$ -	\$ 315.00	\$ 315.00	\$ 2,685.00
Market & Feasibility Study	\$ 91,900.00	\$ -	\$ 6,086.98	\$ 6,086.98	\$ 85,813.02
Travel	\$ 4,300.00	\$ -	\$ -	\$ -	\$ 4,300.00
		\$ -	\$ -	\$ -	\$ -
<b>Totals</b>	<b>\$ 99,200.00</b>	<b>\$ -</b>	<b>\$ 6,401.98</b>	<b>\$ 6,401.98</b>	<b>\$ 92,798.02</b>

## REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Marketing/Advertising/Promotions	\$ 10,000.00		\$ -		
Salaries	\$ 45,000.00		\$ 25,750.00		
<b>Totals</b>	<b>\$ 55,000.00</b>	<b>\$ -</b>	<b>\$ 25,750.00</b>	<b>\$ 25,750.00</b>	<b>\$ 29,250.00</b>

**Status:** DD#1 has been paid.

# 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				
Bridge to Recovery	Cluster Scale Up	Active	925,000.00	COVID ERR Fund	06/23/20						
GO TEC Phase 2B	Workforce Dev	Active	3,575,741.00	State Competitive	06/23/20						
MBC Middle Mile Planning	Broadband	Active	100,000.00	Per Capita-ECB	08/04/20		100,000.00				
EII 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	35,000.00	Per-Capita-ECB	06/23/22					35,000.00	
CRC REDO	Startup Ecosystem	Active	65,000.00	Per-Capita-ECB	9/12/2022					65,000.00	
<b>TOTAL PROJECT FUNDING</b>			<b>15,293,865.20</b>			<b>757,401.00</b>	<b>1,000,000.00</b>	<b>1,000,000.00</b>	<b>1,000,000.00</b>	<b>645,153.67</b>	<b>-</b>
Available Balance						\$0.00	\$0.00	\$0.00	\$0.00	\$354,846.33	\$1,000,000.00
Of the \$1,000,000 that is awarded annually, no more than \$250,000 can be utilized for ECB Projects.											
ERR-Economic Resilience & Recovery Fund											
REI-Regional Entrepreneurship Initiative											
ECB-Enhanced Capacity Building											

# Special Appearances & Presentations



**DATE:** October 10, 2022

**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: Letterpress Communications – Annual Report**

---

The Region 3 Council has retained Letterpress Communication for several years to provide professional public relations and communications strategies. These services include the bi-monthly Region 3 newsletter, social media content development and distribution, periodic press releases, and support with the annual All Hands Meeting.

Given this work, it was agreed that Letterpress Communications should give the Region 3 Council an annual report on its past year's work and other related information. Accordingly, Letterpress Communications' Ilsa Loeser, Principal, and Alex Veatch, Region 3 Account Executive, will attend the October 19<sup>th</sup> meeting and provide a brief report.

**Recommendation:**

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





**DATE:** October 10, 2022

**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: South Central Workforce Development Board – Terra Bailey Napier, Executive Director**

---

Recently, I was asked to submit a letter of support on behalf of the Region 3 Council for the *Investment in Workforce Development Services Innovation Grant* pursued by the South Central Workforce Development Board. This request was made by Terra Bailey Napier, Executive Director, South Central Workforce Development Board.

Notably, the Virginia Board of Workforce Development made the regional boards obtain a Letter of Support from their respective GO Virginia Regional Council as a condition of the grant award. Further, the grant looks to foster collaboration between the regional boards and the respective GO Virginia Council. Attached is the letter of support I submitted on behalf of the Region 3 Council.

Ms. Napier will attend the GO Virginia Region 3 Council meeting on October 19<sup>th</sup>. She'll provide a brief report on the grant and the work of the South Central Workforce Development Board (<https://vcwsouthcentral.com/>). The service region for the Board includes the Counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Lunenburg, Mecklenburg, Nottoway, and Prince Edward.

**Recommendation:**

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





**DATE:** October 10, 2022

**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' line.

**RE: Entrepreneur Innovation and Investment Strategy Update**

---

The Region 3 Council adopted an *Entrepreneur Innovation and Investment Strategy* in October 2020. The strategy was prepared for the Region 3 Council by Mid-Atlantic Broadband Communities Corporation and the Longwood University Office of Community and Economic Development. Attached is the Executive Summary.

Following the adoption of the strategy, the Region 3 Council and the GO Virginia State Board approved a grant of \$449k to Mid-Atlantic Broadband Communities Corporation and Longwood University's Small Business Development Center to begin implementing the grant. Other collaborators providing cash and in-kind match to the project include Longwood University's Real Estate Foundation and Hampden-Sydney College. The project is scheduled to be completed during Spring 2023.

One of the project principals, Lauren Mathena, Director of Economic Development and Community Engagement for Mid-Atlantic Broadband Communities Corporation, will attend the Region 3 Council meeting on October 19<sup>th</sup> to provide an update on the project. The other project principal, Sheri McGuire, Associate Vice President for Community and Economic Development at Longwood University, is unavailable to attend the meeting due to a prior commitment.

**Recommendation:**

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



## **REGIONAL ENTREPRENEURSHIP INITIATIVE (REI)**

# **Entrepreneurship & Innovation Investment Strategy**

Final Draft  
Adopted 10/30/20

**Prepared for the GO Virginia Region 3 Council in Collaboration with  
GO Virginia Region 3 Entrepreneurs and Ecosystem Builders  
by Mid-Atlantic Broadband Communities Corporation  
and Longwood University Office of Community and Economic Development**





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# GO Virginia Region 3 Entrepreneurship & Innovation Investment Strategy

Final Draft 10/30/20

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## Executive Summary

This GO Virginia Region 3 Entrepreneurship & Innovation Investment Strategy positions Southern Virginia as a national model for rural entrepreneurship development. This dynamic strategy connects and enhances the **entrepreneurship ecosystem** which is the infrastructure necessary to help entrepreneurs thrive.

**Entrepreneurship** includes all sizes and types of ventures. **Innovation** is a subset of entrepreneurship representing ventures that bring “a new method, idea, product, etc.” to market.

**Rural entrepreneurship development** has unique characteristics, challenges, and opportunities versus entrepreneurship development in metropolitan cities or areas with immediate access to university research capabilities, federal labs, and density of population and networks. Region 3’s greatest opportunity is to connect its existing assets and take a unified approach to building partnerships with resources outside of the region.

This report was developed through a transparent process in which the project partners facilitated in-person and online community engagement sessions. This input guided additional research including national best practices, leading to identification of the recommended strategies, actions and outcomes that are feasible and relevant for Region 3.

### **This report includes three key deliverables:**

#### **1. Map of the Entrepreneurial Ecosystem (SOVA Entrepreneurs Resource Hub)**

The SOVA Entrepreneurs Resource Hub is an online resource directory powered by Startup Space, a cloud-based ecosystem management software. This tool is a living database of local, regional, state, and national resources that can be filtered by location, industry, or type of service the entrepreneur needs. By providing a free-to-use, publicly available directory of resources, this online tool will help entrepreneurs connect to the right people and find the resources they need faster than ever before. SOVA Entrepreneurs Resource Hub can be embedded on the websites of any resource provider to maximize availability for entrepreneurs throughout the region.

#### **2. Map of Existing Businesses (R3B Map)**

The Region 3 Business Map (“R3B Map”) is a set of evergreen, functional tools, including a comprehensive, searchable database and ArcGIS visual maps. The database integrates timely, credible data from JobsEQ and ReferenceUSA/InfoSource. The R3B Map can be used by regional economic developers and Planning District Commissions to support enhanced Business Retention and Expansion (BRE) programs by identifying supply chain opportunities and increasing intraregional trade. The R3B Map components need to be maintained and updated regularly. Training should be provided to end users to maximize usefulness.

#### **3. Investment Strategy**

The investment strategy is intended to provide actionable strategies to guide a potential investor (i.e. GO Virginia) to fund entrepreneurship, innovation, and ecosystem development. This dynamic strategy identifies six key opportunities intended to be implemented comprehensively.

## The six investment opportunities are:

1. **Connect entrepreneurship resources** by leveraging the investment in the digital SOVA Entrepreneurs Resource Hub and by convening regional ecosystem builders on a regular basis for professional training, action-oriented work groups, and adoption of a transparent regional entrepreneurship scorecard. This group would leverage connections to create a region-wide mentor network.
2. **Support existing business growth and innovation** by leveraging the investment in the R3B Map and by formalizing referral pipelines among economic development partners to develop a robust business retention and expansion (BRE) program.
3. **Develop entrepreneurship training programs to nurture aspiring entrepreneurs.** Specific actions include creation of a region wide youth entrepreneurship program and a training pipeline for adult learners that has levels to meet entrepreneurs where they are in the process of business creation, expansion, or commercialization. Training programs should be designed to serve underrepresented populations. Training programs should prioritize product and technology business development, with specific programming aligned with Region 3's target sectors.
4. **Expand access to capital** by facilitating a regional angel investor network (not a fund), creating a region-wide revolving loan fund, and engaging traditional lenders in a community development fund.
5. **Expedite broadband expansion** by funding middle mile expansion projects that support the regional growth and diversification plan and by facilitating local and regional efforts that will build leadership capacity to partner with ISPs and successfully obtain federal and state grants for last mile efforts.
6. **Fund a Regional Entrepreneurship Navigator to facilitate implementation.** This individual would be focused on convening regional ecosystem builders and scaling the regional ecosystem by facilitating communication and collaboration among support providers.

**For successful implementation of this strategy, collaboration is essential - and the time to start is now.** Especially with the rural nature of the Southern Virginia region, sharing resources and creating synergies wherever possible is necessary to scale the regional ecosystem, leverage supply chain opportunities, and maximize support for entrepreneurs. Given the onset of the coronavirus pandemic in early 2020, the time for innovative strategy development and deployment is now! Region 3 is home to talented ecosystem builders who are ready to engage and get to work.

**OLD BUSINESS**

**APPROVED PROJECT UPDATE**



**DATE:** October 10, 2022

**TO:** Region 3 Executive Committee

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

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

**RE:** **Approved Projects Update**

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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. 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. Career Expo events were held on September 29<sup>th</sup> at Hampden-Sydney College and September 30<sup>th</sup> at the Olde Dominion Agricultural Complex.  
<https://www.ialr.org/career-expo-engages-regional-students/>
- Genedge Retooling Virginia Manufacturing for Strategic Industries – project in closeout phase and application are no longer accepted. The October snapshot is attached.
- Mid-Atlantic Broadband Communities Corporation (MBC) - Middle Mile Expansion for Economic Growth – the project is nearing completion, and no adverse issues are anticipated. This is an engineering-only project, and no construction is involved.
- Virginia Small Business Development Centers – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. This project is nearing completion, and the final report will be prepared and distributed to the participating GO VA Regional Councils.
- Innovation Commercialization Assistance Program (ICAP) Virginia Small Business Development Center Network – proceeding according to scope, schedule, and budget with no adverse issues anticipated. See the SBDC report above.
- Entrepreneurship Investment and Innovation Strategy – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. L. Mathena will present a project update at the Region 3 Council meeting on October 19<sup>th</sup>.



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- 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 issue *Request for Proposals* in the near future.
- GO Virginia Region 3 Controlled Environment Agriculture Strategy and Roadmap – as project principals, the Institute for Advanced Learning and Research (IALR) and Virginia Tech are proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Meeting #1 of the Situational Awareness Workgroup (Region 3 economic and workforce development professionals) was held on August 25<sup>th</sup> at the IALR. B. David will present the project at the CEA Summit East on October 24<sup>th</sup> at the IALR.
- 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.
- SEED Innovation Hub – US Economic Development Administration awarded a grant for \$2MM in August 2022. Funding from GO Virginia Region 3 (\$674,304) and Tobacco Region Revitalization Commission (\$500,000) previously secured contingent on federal funding award.  
<https://www.longwood.edu/news/2022/new-innovation-hub/>
- Virginia College Fund/Virginia Commonwealth University ( The Gupton Initiative) – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated.  
<https://cardinalnews.org/2022/10/06/partnership-aims-to-create-rural-pipeline-for-pharmaceutical-jobs/>

#### **RECOMMENDATION:**

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

Attachments





## Retrofitting Virginia Manufacturers for Strategic Industries:Regional Snapshot – PHASE 2

Current as of October 1, 2022

### **Applications are no longer being accepted**

Advisory Committee Meetings: 2<sup>nd</sup> Monday of even months from 2:00-3:00pm; Jefferson Library, Charlottesville, VA Remote participation available for GoVA regional advisors and all non-voting attendees

Phase 2 information is available here:

<https://genedge.org/go-virginia-retooling-virginia-manufacturers-strategic-industries-program>

#### **Phase 2 Summary**

Client Showcase: [https://genedge.org/go-virginia-retooling-virginia-manufacturers-strategic-industries-program#client\\_showcase](https://genedge.org/go-virginia-retooling-virginia-manufacturers-strategic-industries-program#client_showcase)

- Application Count: 49
- Assessments Complete: 42
- Approved Companies: 40
- Total Companies participating: 34 (six self-removed due to supply chain, company reorganization, or management changes)
- Total Funding Amounts: Not to Exceed of \$75K for each approved company (90/10 grant/company split).
- All Commercialization Plans complete (1 company self-selected to drop out during this phase)
- Not all companies will use the full NTE funding amount; funds will continue to be allocated as allowed based on Advisory Committee and GO Virginia approval

Program question or comment? Contact Cheryl Carrico, Program Manager at [ccarrico@genedge.org](mailto:ccarrico@genedge.org) or 276.525.0088

**Region 8**

Contracts in work: 1  
Number fully under contract: 0  
Number closed: 1  
Total: 2

**Region 7**

Contracts in work: 1  
Number fully under contract: 2  
Number closed: 0  
Total: 3

**Region 2**

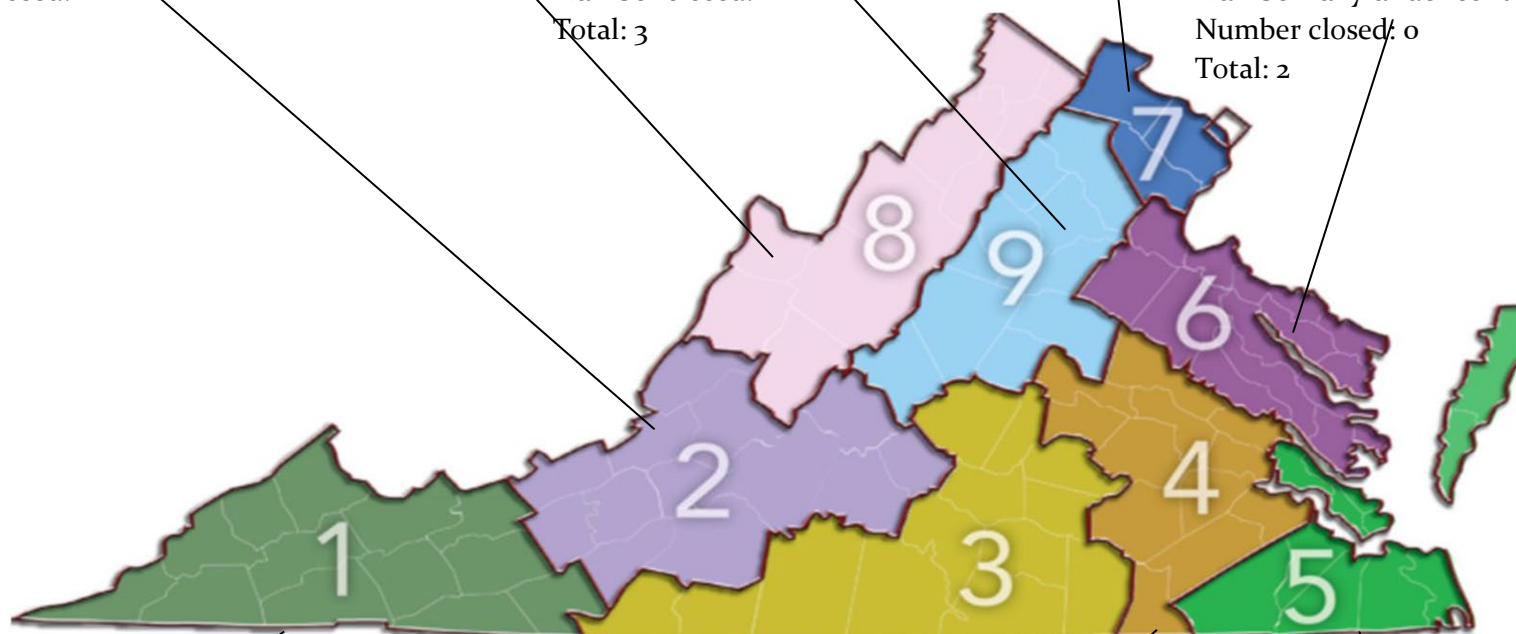
Contracts in work: 1  
Number fully under contract: 1  
Number closed: 0  
Total: 2

**Region 9**

Contracts in work: 0  
Number fully under contract: 2  
Number closed: 1  
Total: 3

**Region 6**

Contracts in work: 0  
Number fully under contract: 2  
Number closed: 0  
Total: 2

**Region 1**

Contracts in work: 3  
Number fully under contract: 4  
Number closed: 0  
Total: 7

**Region 3**

Contracts in work: 0  
Number fully under contract: 4  
Number closed: 0  
Total: 4

**Region 4**

Contracts in work: 1  
Number fully under contract: 2  
Number closed: 0  
Total: 3

**Region 5**

Contracts in work: 0  
Number fully under contract: 6  
Number closed: 2  
Total: 8

\*Process flow is from Approved → contracts in work → fully under contract → closed.

# PROJECT PIPELINE



**DATE:** October 11, 2022

**TO:** Region 3 Council

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

A handwritten signature in blue ink, appearing to be 'RBD', on a small white rectangular piece of paper.

**RE: Project Pipeline Report**

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Attached is the updated Project Pipeline Report for the October 19<sup>th</sup> meeting.

**RECOMMENDATION:**

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



## REGION 3\_PROJECT PIPELINE\_October 2022

Project No.	Project Name				
1-22	GO TEC Virginia 2025: A Multi-Region Testbed for Innovation				
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type_Amount	GOVA Region Partner(s)	Project Description	Status
Goal_Monitor and advance the implementation of GO TEC	Institute for Advanced Learning and Research	-Statewide Competitive -Grant Amount TBD  -Per Capita for Regions 1, 4, and 5 -Grant Amount TBD		-Expand and scale the GO TEC and ExperienceWorks platforms for talent pathway development in school divisions in the partner regions -position the Institute for Advanced Learning and Research as the source and coordinator for Virginia school divisions for GO TEC innovation, programming, and coordination	-discovery meeting convened by Region 3 on 3.15.22 and led by Dr. Julie Brown (Director of Advanced Learning_ILAR) with GO Virginia program directors from Regions 1, 2, 4, and 5 -unanimous agreement for Region 3 staff (B. David, L. Povar) and Dr. J. Brown to meet with DHCD GO Virginia staff to determine how best to proceed with developing the project, particularly with the <i>Talent Pathways</i> funding being made available in the upcoming state budget by the 2022 General Assembly -Dr. J. Brown and B. David met with DHCD GO Virginia staff to review the project and receive guidance on how best to proceed with an application(s) to expand GO TEC to Regions 1, 2, 4, and 5; DHCD GO Virginia staff gave favorable input and guidance -Dr. J. Brown and B. David to schedule a discovery meeting involving interested school divisions and community college representatives from Regions 1, 2, 4, and 5 to gauge interest and participation -based on ILAR staffing and other management considerations, the development of a multi-regional application has been deferred until July, after which the project application process will move forward -project concept presented to GO TEC Advisory Board 6.9.22 -project refocused and ILAR to move forward with preparing a Statewide Competitive Application along with a companion Regional Per Capita Application



## REGION 3\_PROJECT PIPELINE\_October 2022

Project No.	Project Name				
1-22	GO TEC_Multi-Region				
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type_Amount	GOVA Region Partner(s)	Project Description	Status
Goal_Monitor and advance the implementation of GO TEC	Institute for Advanced Learning and Research	-Statewide Competitive -Grant Amount TBD  -Per Capita for Regions 1, 4, and 5 -Grant Amount TBD	1, 2, 4, and 5	-Expand and scale the GO TEC and ExperienceWorks platforms for talent pathway development in school divisions in the partner regions -position the Institute for Advanced Learning and Research as the source and coordinator for Virginia school divisions for GO TEC innovation, programming, and coordination	-Statewide Competitive Application to focus on <u>Geographic, Quantitative, and Qualitative Scaling</u> ; <u>Measurement and Assessment to Produce Data-Driven Outcomes</u> ; and <u>Enterprise Sustainability</u> ; anticipated presentation to GO VA Region 3 Council at the 10.19.22 meeting -project elements, application structures, and other related logistics presented and favorably received by other Region council staff, DHCD GO VA staff, and Region 3 GO TEC Board -project on track to be submitted to Region 3 Project Review Committee in late September 2022 or early October 2022; considered by the Region 3 Council on 10.19.22; submitted to DHCD GO VA staff by the November 4 <sup>th</sup> deadline; and considered by the GO VA State Board on 12.13.22  -In-Region Coordinating Entities selected_Region 1-United Way of SW Virginia; Region 4_Commonwealth Center for Advanced Manufacturing; Region 5_Old Dominion University Region 3 Project Review Committee met on 10.7.22 and recommended approval as presented; Region 1 Council met on 10.11.22 and approved as presented; Region 4 Council scheduled for 10.14.22; Region 5 Council is scheduled for 11.3.22



## REGION 3\_PROJECT PIPELINE\_October 2022

Project No.	Project Name				
2-22	Commonwealth Regional Council_New Regional Economic Development Organization				
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type_Amount	GOVA Region Partner(s)	Project Description	Status
Goal_Leadership Support Sustainable Economic Development Systems in Eastern and Northern Subregions	Commonwealth Regional Council (Counties of Amelia, Buckingham, Charlotte, Cumberland, Lunenburg, Nottoway, Prince Edward, and Longwood University)	-Enhanced Capacity Building_Per Capita -\$65,000 GO VA total	n/a	- Through a series of critical studies and planning documents, the Commonwealth Regional Council's member local governments and Longwood University will develop a framework and implementation strategy to reset the goals, priorities, focus, and sustainable support of a regional economic development organization to better reflect changes in the economic development landscape regionally and at the state level.	-L. Povar and B. David engaged to develop and present a white paper to recommend the elements and considerations for a new regional economic development organization to serve the Commonwealth Regional Council's (CRC) member governments (10.21-1.21). -Longwood University agrees to participate as a strategic stakeholder (2.21-3.21) -L. Povar and B. David jointly developed a draft Enhanced Capacity Building application for consideration by the CRC and Longwood University (4.21) -ECB application to be submitted to the Project and Review Committee and Region 3 Council in the near future -the Commonwealth Regional Council's Executive Director has secured participation and cash match contributions toward the project from local governments; Longwood University has committed an amount equal to the local government cash match amount -ECB application to be submitted in early August 2022 -ECB reviewed and received a favorable recommendation from the Project Review Committee on 8.11.22 -Executive Committee to consider ECB at its meeting on 8.17.22 -to be submitted to DHCD GO Virginia staff for administrative review by the 8.19.22 deadline <b>-administratively approved by DHCD GO VA staff on 9.12.22; contract negotiations scheduled for 9.18.22</b>



## REGION 3\_PROJECT PIPELINE\_October 2022

Project No.	Project Name					
3-22	Next Generation Cluster Scale-Up of the Transportation Sector in GO Virginia Regions 1,2,3					
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type Amount	GOVA Region Partner(s)	Project Description	Status	
Goal_ Identify and support efforts to grow emerging business sectors	Virginia Tech's Center for Economic and Community Engagement (CECE)	-Statewide Competitive -Grant Amount \$4.5MM	1 and 2 (sponsor)	-the project will focus on scaling next-generation automated-connected-electric transportation  -project supports the recently submitted application by Virginia Tech, which seeks \$50MM in federal funding for a coalition of manufacturers of electric and automated vehicles in Regions 1, 2, and 3.	-Letter of Intent submitted on 7.29.22 -the GO Virginia State Competitive application is under development <b>-CECE withdraws the Letter of Intent 9.26.22 to pursue a Region 3 pilot project based on guidance from DHCD GO Virginia staff; multi-regional to be developed in a future year</b>	





## REGION 3\_PROJECT PIPELINE\_October 2022

Project No.	Project Name					
4-22	Regional Business Ready Sites					
G&D Plan Alignment	Subgrantee(s)	GOVA Grant Type_Amount	GOVA Region Partner(s)	Project Description	Status	
Goal_Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region Goal_Increase the number of Business-Ready Sites to Tier Ratings 3, 4 & 5	Virginia Growth Alliance	-Per Capita -Grant Amount TBD -companion Tobacco Region Revitalization Commission grant	n/a	-the project will focus on increasing the number of regionally significant business-ready sites in Region 3's eastern sub-region	-TRRC application in development	

**NEW BUSINESS**



**DATE:** October 10, 2022

**TO:** Region 3 Council

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

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

**RE: Project Review Committee Report – GO TEC Virginia 2025: A Multi-Region Testbed for Innovation**

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The Project Review Committee has reviewed 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 30<sup>th</sup> and recommended approval of the application as presented. A summary of the Project Review Committee's recommendation and a copy of the application will be sent to Region 3 Council members under separate cover before the October 19<sup>th</sup> meeting.

**Recommendation:**

For the Region 3 Council's information.

**Project Review Committee Members**

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





**DATE:** October 10, 2022

**TO:** Region 3 Council

**FROM:** Tim Clark, Chair, Nominating Committee

**RE: Region 3 Council Appointment**

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At the Region 3 Council's meeting on July 20<sup>th</sup>, Clark Casteel was appointed to serve Karl Stauber's unexpired terms (7.21.21-6.30.25). That left an appointment for the unexpired term of Roger Scott (7.1.19-6.30.23), who 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. 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.

**RECOMMENDATION:**

Approve the appointment of Ms. Kristin Gee to serve the unexpired term of Mr. Roger Scott, which is October 19, 2022, through June 30, 2023.

# Program Director's Report



**DATE:** October 11, 2022

**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: GO Virginia Region 3 Council All Virtual Meeting Policy and Proposed 2023 Meeting Schedule**

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The Region 3 Council adopted Policy #9 on October 20, 2021. This policy provides the conditions and procedures for Region 3 Council members to participate, under certain conditions, at public meetings through electronic communication means from remote locations. Attached is a copy of the policy.

Recently, the Virginia Freedom of Information Advisory Council prepared guidance on how public advisory bodies (generally non-elected or local government-appointed) could conduct all-virtual regular meetings. This guidance was responsive to amendments made by the 2022 General Assembly to the Virginia Freedom of Information Act.

Based on the FOIA amendments and the Advisory Council's guidance, GO Virginia Regional Councils qualify to have all virtual meetings no more than two (2) times per calendar year of twenty-five percent (25%) of the meetings held per calendar year. Additionally, several procedural steps need to be satisfied to hold all-virtual meetings, i.e., public notice with virtual meeting instructions, allowing public access and participation, and other related matters.

The Region 3 Council held all-virtual meetings during the Governor's declared state of emergency for the pandemic. The GO Virginia Region 3 staff's experience holding all-virtual meetings can be used again in light of new legislation.

In light of the preceding, the Executive Committee and staff recommend to the Region 3 Council the following provisions be added to Policy #9 to implement all-virtual meetings:

- i. 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.
- ii. 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.



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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)

It should be noted that the Region 3 Council will formally adopt its annual meeting schedule for 2023 as part of the January 18<sup>th</sup> meeting, which is in keeping with past practice.

The all-virtual meeting option is available to the Executive Committee for its meetings. These meetings are held as needed during months when the Region 3 Council is not meeting. The Executive Committee will set a virtual meeting schedule when it meets next.

**RECOMMENDATION:**

Adopt Region 3 Council Policy #9 amendments as presented and approve the proposed 2023 schedule for virtual and in-person meetings.

Attachment





## **REGION 3 COUNCIL POLICY #9**

### **TITLE: MEMBERS PARTICIPATING BY ELECTRONIC MEANS**

**EFFECTIVE DATE: October 20, 2021**

#### **POLICY STATEMENT:**

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

#### **POLICY:**

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



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

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

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

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

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

**APPROVAL AND REVIEW:** This Council policy was reviewed and approved on October 20, 2021.

**SUPERSESSION:** This Council policy is new.

**REGION 3 COUNCIL CHAIRMAN:** Randy Lail





**DATE:** October 11, 2022

**TO:** Region 3 Council

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

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

**RE: 2023 All Hands Meeting Update**

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Planning for the 2023 All Hands Meeting has continued with the support of Letterpress Communications. The following are several information items provided to the Region 3 Council:

- 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

**RECOMMENDATION:**

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