

**GOVA REGION 3  
EXECUTIVE COMMITTEE  
MEETING PACKET**

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**March 16, 2022**



## GO Virginia Region 3 Executive Committee

**Date and Time:** March 16, 2022  
10:00 am – 12:00 pm  
**Location:** Virtual

**Virtual Meeting Info:**  
Link: <https://tinyurl.com/2p8b9zpe>  
Dial-In: 1-301-715-8592  
Meeting ID: 881 9350 9385  
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        | Randy Lail |
| II. Roll Call and Confirmation of Quorum                | Ann Wright |
| 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                                    | Ann Wright |
| VII. GO Virginia Region 3 Project Funding Matrix Report | Ann Wright |

### **Special Appearances and Presentations**

- |   |                              |
|---|------------------------------|
| VIII. Region 3 Entrepreneurship and Innovation Strategy Update and Regional Innovation Fund (Virginia Innovation Partnership Corp.) | Liz Povar<br>Conaway Haskins |
| IX. Approved Projects Update  | Bryan David                  |
| X. Closed Session (if needed)   | Randy Lail                   |
| a. Project Pipeline   |                              |
| XI. Action on Closed Session Items (if needed)  | Randy Lail                   |
| a. Motion to Return to Open Session   | Tim Clark                    |
| b. Motion to Certify Closed Session   | Tim Clark                    |

### **New Business**

- |   |             |
|---|-------------|
| XII. Committee Reports (none)                                     |             |
| XIII. GO TEC Scope of Work Amendment – Region 1 (Carroll County ) | Bryan David |



## **AGENDA (continued)**

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

Bryan David

- XIV. GO Virginia Regional Council Leadership – 2022 Input Sessions
- XV. Region 3 Letter of Support for the Virginia Tech "Future of Transportation and Logistics" Proposal – US Economic Development Administration
- XVI. 2022 All Hands Meeting Update
- XVII. Southside Virginia Community College Strategic Plan
- XVIII. Southern Virginia Partnership for Health Sciences Careers
- XIX. GO Virginia State Board/DHCD – Region 3 Pending Projects

### **Adjourn**

# MINUTES

**GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE MEETING  
MEETING MINUTES**

**Wednesday, December 15, 2021**

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

**REGULAR BUSINESS**

1. Call To Order

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

2. Roll Call and Confirmation of Quorum

Chair Lail declared a quorum was present.

A. Region 3 Executive Committee Members

Members	In Person	Absent	Virtual
Timothy J. Clark	x		
E. Randolph Lail	x		
Charles H. Majors			x
Sherry Swinson			x
Lauren Willis	x		

B. Region 3 Staff in Attendance

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

C. Guests in Attendance

No guests in attendance (in-person or virtual).

3. Public Comments

No written or verbal public comments were received.

4. Declaration of Conflicts of Interest

Conflicts of interest potentially exist for activities benefiting and/or contracts issued to the following organizations and projects listed below:

Name	Organization(s)
Charles H. Majors	Mid-Atlantic Broadband, Institute for Advanced Learning and Research, Danville Regional Foundation
Randolph Lail	Mid-Atlantic Broadband

5. Approval of Minutes

Chair Lail noted that the minutes of the September 15, 2021 Executive Committee meeting were received via email prior to the meeting and included in the meeting packet. **Timothy Clark made a motion that the minutes from the September 15, 2021 Executive Committee meeting be approved as presented; the motion was seconded by Lauren Willis and approved by unanimous vote.**

6. Financial Reports

Deborah Gosney reviewed the Financial Reports that were included in the meeting packet for period November 1, 2021 to November 30, 2021. **Charles Majors made a motion that the Financial Reports for period ending November 30, 2021 be approved as presented; the motion was seconded by Lauren Willis and approved by unanimous vote.**

**OLD BUSINESS**

7. Approved Projects

Prior to the meeting, and under separate cover from the agenda package, Bryan David provided the Executive Committee members with updated Project Progress Reports for the following:

- Bridge to Recovery
- GO TEC
- Common Platform (Major Clarity)
- Genedge-Retooling Virginia Manufacturing for Strategic Industries
- Mid-Atlantic Broadband Communities Corporation (MBC) – Middle Mile Expansion for Economic Growth
- Virginia Small Business Development Centers
- Entrepreneurship Investment and Innovation Strategy

8. Project Pipeline

The updated Project Pipeline was provided to Executive Committee members under separate cover prior to the meeting. Randy Lail asked members for questions or comments; there being none there was no discussion regarding the report.

9. 2021 Region 3 Growth and Diversification Plan Update – Final Review

The draft plan was distributed to Region 3 Council members previously for review and comment. Comments from Region 3 Council members were received through December 10th. Liz Povar distributed those comments to the Executive Committee before today's meeting. This document reflects the revisions made based on input received to date. The Region 3 Council will consider the final Plan for adoption at the Council's meeting on January 19, 2022.

**Charles Majors made a motion that the Growth and Diversification Plan 2021 Update be submitted to the Department of Housing and Community Development's GO Virginia staff, thereby meeting the December 31, 2021 deadline; the motion was seconded by Lauren Willis and approved by unanimous vote.**

**NEW BUSINESS**

10. Committee Reports

None.

**PROGRAM DIRECTOR'S REPORT**

11. New Projects

Presented for the Executive Committee's information, two (2) statewide projects have been under development and will be brought forward through Project Review Committee for consideration by the Region 3 Council at its meeting on January 19, 2022.

A. The Virginia College Fund (VCF) – Gupton Initiative - This project is an Enhanced Capacity Building Project (planning) involving GO Virginia Regions 1, 2, 3, 4, and 8. VCF's member institutions are located in Region 1, 2, 3, and 8. Virginia Commonwealth University's (VCU) College of Engineering in Richmond is the anchor partner institution with the Gupton Initiative and is located in Region 4. The VCF member institutions include Bluefield University (Region 1), Ferrum University (Region 2), Averett University (Region 3), and Eastern Mennonite University (Region 8). 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 of the VCF member institutions. Liz Povar coordinated the project's development with the VCF organization and its member institutions, VCU, and staff from the GO Virginia Regions. Additionally, she is a member of the VCF Board of Directors and a graduate of Bluefield University. Mrs. Povar further discussed the project's scope of work, budget, timeline, and deliverables.

B. Mid-Atlantic Broadband Communities Corporation (MBC) Open Access Middle Mile Fiber Expansion Project -The project is a Statewide Competitive Project being undertaken by MBC, which will construct sixty-seven (67) miles of new open access, middle-mile fiber-optic broadband infrastructure to support critical economic development projects within GO Virginia Regions 3 and 4 and provide redundancy to MBC's existing network for increased reliability. The Region 3 localities to benefit from the project include Lunenburg, Mecklenburg, Nottoway, and Prince Edward Counties. The Region 4 localities to benefit from the project include Dinwiddie, Greensville, and Prince George Counties and the City of Petersburg. A significant element of this project is using funding made available by the US Economic Development Administration's (EDA) American Rescue Plan Act (ARPA) appropriation. Details from a white paper prepared by MBC's CEO/President, Tad Deriso, outlining the project, budget, and economic development assets to be served by the project when completed was reviewed.

12. GO Virginia Region 3 2022 All Hands Meeting Status Report

Planning for the 2022 All Hands Meeting has progressed among Region 3 staff and Letterpress Communications. Tentatively, the meeting will be held March 31, 2022, with The Prizery again serving as the venue. Letterpress Communications will be engaged for event support, promotion, social media content and distribution, and “evergreen” video content; efforts will be made to identify and target emerging leaders from Region 3 to attend; staff is working to identify presenters and develop the budget. The event plans will be presented to the Region 3 Council at the January 19th meeting.

**OTHER BUSINESS/ADJOURN**

There being no additional business matters to go before the GO Virginia Region 3 Executive Committee, Chair Lail adjourned the meeting at 12:00 p.m.

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

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Ernest “Randy” Lail  
Chair



# FINANCIAL REPORT

## FY21 GO VIRGINIA OPERATING FUNDS

GO Virginia Region 3

Report Period: February 1, 2022 to February 28, 2022

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	Budget Revision #3 (=/-) Change	Revised Operating Budget	Previously Paid Expenses	DHCD Request Remittance 12	Total Expenses To Date	FY21 Available Funds
<b>Program Operations</b>									
Rent Expense	\$ 5,415.00	\$ -	\$ -	\$ -	\$ 5,415.00	\$ 4,963.75	\$ 451.25	\$ 5,415.00	\$ -
Audit	1,170.00	-	-	30.00	1,200.00	-	1,200.00	1,200.00	-
SPDC UVA MOU	101,200.00	-	-	(0.04)	101,199.96	101,199.96	-	101,199.96	-
SPDC Contract Staff - Nancy Pool	7,200.00	-	1,000.00	(225.00)	7,975.00	7,750.00	225.00	7,975.00	-
SPDC Contract Staff - Riverlink	9,000.00	-	-	1,871.25	10,871.25	8,621.25	2,250.00	10,871.25	-
Marketing - Letterpress	31,900.00	-	7,000.00	-	38,900.00	33,370.00	3,050.00	36,420.00	2,480.00
Meetings and Facilitation	1,500.00	-	-	422.47	1,922.47	1,207.47	715.00	1,922.47	-
SPDC Staff Salaries	80,000.00	(12,700.00)	(8,000.00)	(1,893.70)	57,406.30	46,892.40	5,165.74	52,058.14	5,348.16
Supplies	500.00	-	-	(204.98)	295.02	295.02	-	295.02	-
<b>Total Program Operations</b>	<b>237,885.00</b>	<b>(12,700.00)</b>	<b>-</b>	<b>-</b>	<b>225,185.00</b>	<b>204,299.85</b>	<b>13,056.99</b>	<b>217,356.84</b>	<b>7,828.16</b>
<b>Planning</b>									
Technical Assistance	12,115.00	12,700.00	-	-	24,815.00	24,815.00	-	24,815.00	-
<b>Total Planning</b>	<b>12,115.00</b>	<b>12,700.00</b>	<b>-</b>	<b>-</b>	<b>24,815.00</b>	<b>24,815.00</b>	<b>-</b>	<b>24,815.00</b>	<b>-</b>
<b>TOTAL</b>	<b>\$ 250,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$250,000.00</b>	<b>\$ 229,114.85</b>	<b>\$ 13,056.99</b>	<b>\$ 242,171.84</b>	<b>\$ 7,828.16</b>

The Checking Account is comprised of: \$47,039.72 Local Funds - Unexpended (Martinsville/Henry County)  
262.52 Interest  
**\$47,302.24 Checkbook Balance**

Checks Submitted in Remittance 12	
9779 - Dunham, Aukamp & Rhodes - FY21 Audit	\$ 1,200.00
9780 - SPDC - Salaries - January 2022	\$ 5,165.74
9781 - The Riverlink Group - Nov 2021 to Jan 2022	\$ 2,250.00
9782 - The Prizery - All Hands Meeting Deposit	\$ 600.00
9783 - SOVA Innovation Hub - Rent - March 2022	\$ 451.25
9784 - Nancy Pool - January 2022	\$ 225.00
9785 - Letterpress Communications - January 2022	\$ 3,050.00
9786 - SPDC - Lunch Meeting Meals Reimbursement	\$ 115.00
<b>Total Checks Submitted in Remittance 12</b>	<b>\$ 13,056.99</b>

**GO VIRGINIA REGION 3 OPERATING FUNDS**  
**FY21 PROFIT and LOSS**  
**March 1, 2021 - February 28, 2022**

	LOCAL FUNDS	STATE FUNDS	TOTAL
<b>INCOME</b>			
Local Money - Martinsville/HC	\$ 47,039.72	\$ -	\$ 47,039.72
State Money - DHCD	-	250,000.00	250,000.00
<b>TOTAL INCOME</b>	<b>47,039.72</b>	<b>250,000.00</b>	<b>297,039.72</b>
<b>EXPENSE</b>			
<b>Program Operations</b>			
Meetings and Facilitation	-	1,922.47	1,922.47
Marketing - Letterpress	-	36,420.00	36,420.00
Rent Expense	-	5,415.00	5,415.00
Supplies	-	295.02	295.02
Audit	-	1,200.00	1,200.00
Salaries - SPDC	-	52,058.14	52,058.14
Contract Services	-	120,046.21	120,046.21
<b>Total Program Operations</b>	<b>-</b>	<b>217,356.84</b>	<b>217,356.84</b>
<b>Planning</b>			
Technical Assistance	-	24,815.00	24,815.00
<b>Total Planning</b>	<b>-</b>	<b>24,815.00</b>	<b>24,815.00</b>
<b>TOTAL EXPENSE</b>	<b>-</b>	<b>242,171.84</b>	<b>242,171.84</b>
<b>NET ORDINARY INCOME</b>	<b>47,039.72</b>	<b>7,828.16</b>	<b>54,867.88</b>
<b>Other Income</b>			
Interest	262.52	-	262.52
<b>Total Other Income</b>	<b>262.52</b>	<b>-</b>	<b>262.52</b>
<b>NET INCOME</b>	<b>\$ 47,302.24</b>	<b>\$ 7,828.16</b>	<b>\$ 55,130.40</b>

\* Income is Accrual/Expenses are Cash.

## GO-TEC 2B

GO Virginia Region 3

Report Period: February 1, 2022 to February 28, 2022

GO VIRGINIA



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

### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (DD 7)	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 16,554.36	\$ 786.06	\$ -	\$ 786.06	\$ 15,768.30
Administration	\$ 248,315.35	\$ 135,747.90	\$ 38,002.99	\$ 173,750.89	\$ 74,564.46
Equipment	\$ 2,430,751.29	\$ 1,356,833.46	\$ 452,471.97	\$ 1,809,305.43	\$ 621,445.86
Salaries	\$ 791,120.00	\$ 423,692.75	\$ 44,012.19	\$ 467,704.94	\$ 323,415.06
Travel	\$ 89,000.00	\$ 29,445.50	\$ 10,222.34	\$ 39,667.84	\$ 49,332.16
<b>Totals</b>	<b>\$ 3,575,741.00</b>	<b>\$ 1,946,505.67</b>	<b>\$ 544,709.49</b>	<b>\$ 2,491,215.16</b>	<b>\$ 1,084,525.84</b>

### MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match *	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
<b>Totals</b>	<b>\$ 2,625,918.79</b>	<b>\$ 2,269,966.96</b>	<b>\$ 355,951.83</b>	<b>\$ 2,625,918.79</b>	<b>\$ 189,477.92</b>	<b>\$ 2,815,396.71</b>	<b>\$ -</b>

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

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

Status: Project is approximately 70% complete. Drawdown #7 was submitted 2/23/2022

## REGION 3 BRIDGE TO RECOVERY

GO Virginia Region 3

Report Period: February 1, 2022 to February 28, 2022

GO VIRGINIA



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

### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 25,000.00	\$ 2,252.04	\$ 1,792.78	\$ 4,044.82	\$ 20,955.18
Administration	\$ 160,000.00	\$ 8,565.20	\$ 28,715.61	\$ 37,280.81	\$ 122,719.19
Construction	\$ -	\$ -		\$ -	\$ -
Contract Services	\$ 400,000.00	\$ 1,743.00	\$ 51,638.71	\$ 53,381.71	\$ 346,618.29
Fringe Benefits	\$ 10,313.00	\$ 9,264.20	\$ -	\$ 9,264.20	\$ 1,048.80
Salaries	\$ 34,375.00	\$ 12,339.03	\$ 9,166.72	\$ 21,505.75	\$ 12,869.25
Other: Collaborative Support	\$ 69,957.00	\$ 12,500.00	\$ 26,250.00	\$ 38,750.00	\$ 31,207.00
Other: Subscriptions	\$ 61,683.00	\$ 17,141.03	\$ 22,130.74	\$ 39,271.77	\$ 22,411.23
Other: Website Updates	\$ 8,000.00	\$ 1,125.00	\$ -	\$ 1,125.00	\$ 6,875.00
Other: Training and Marketing Program	\$ 5,672.00	\$ -	\$ -	\$ -	\$ 5,672.00
Other: E-Commerce Assistance	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00
Other: Marketing	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00
Other: Finance Costs for Cash Flows	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Upgrade Costs for Shop Local	\$ -	\$ -	\$ -	\$ -	\$ -
Other: PPE Tool Kits	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Meeting Expense (Sites/Virtual)	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Finance and Procurement Admin	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Business Services Match Funds	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Totals</b>	<b>\$ 925,000.00</b>	<b>\$ 64,929.50</b>	<b>\$ 139,694.56</b>	<b>\$ 204,624.06</b>	<b>\$ 720,375.94</b>

### MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
<b>Totals</b>	<b>\$ 1,211,500.00</b>	<b>\$ 115,440.80</b>	<b>\$ 237,208.72</b>	<b>\$ 352,649.52</b>	<b>\$ -</b>	<b>\$ 352,649.52</b>	<b>\$ 858,850.48</b>

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

Status: DD#2 submitted in February 2022.

77 Suppliers have been prequalified.

76 approved applications, \$636,000.

## MBC Middle Mile Project

GO Virginia Region 3

Report Period: February 1, 2022 to February 28, 2022

GO VIRGINIA



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

### GO VIRGINIA FUNDS

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

### MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
<b>Totals</b>	<b>\$ 900,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$900,000.00</b>

GOVA Grant Agreement Term = October 1, 2020 - ~~December 31, 2021~~ December 31, 2022

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

Status: Design is underway. Invoices have been submitted by the engineer to MBC. Proof of payment is needed to submit drawdown.

## Entrepreneurship and Innovation Implementation (R3EII) Project

GO Virginia Region 3

Report Period: February 1, 2022 to February 28, 2022

GO VIRGINIA



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

### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown	Total Paid After Remittance	Available Funds
Entrepreneurship training	\$ 110,000.00	\$ 12,966.38		\$ 12,966.38	\$ 97,033.62
Youth entrepreneurship program	\$ 75,000.00	\$ -		\$ -	\$ 75,000.00
Program branding/marketing	\$ 115,000.00	\$ 14,875.00	\$ 3,975.44	\$ 18,850.44	\$ 96,149.56
Regional scorecard implementation	\$ 5,000.00	\$ -	\$ 86.80	\$ 86.80	\$ 4,913.20
Farmville innovation space planning	\$ 40,000.00	\$ -		\$ -	\$ 40,000.00
Out-of-region consultants	\$ 80,000.00	\$ 2,509.65		\$ 2,509.65	\$ 77,490.35
Administrative Fee - R3 Support Org (SPDC)	\$ 24,000.00	\$ -	\$ 407.45	\$ 407.45	\$ 23,592.55
<b>Totals</b>	<b>\$ 449,000.00</b>	<b>\$ 30,351.03</b>	<b>\$ 4,469.69</b>	<b>\$ 34,820.72</b>	<b>\$ 414,179.28</b>

### MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match *	Previous Required Match	Current Required Match	Cumulative Required Match	Additional Match	Total Project Match	Match Balance
<b>Totals</b>	<b>\$ 280,000.00</b>	<b>\$ 66,014.35</b>	<b>\$ 176.42</b>	<b>\$ 66,014.35</b>	<b>\$ -</b>	<b>\$ 66,014.35</b>	<b>\$ 213,985.65</b>

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

Status: Project awarded on April 1, 2021.

DD#3 Submitted

## ExperienceWorks Project

GO Virginia Region 3

Report Period: February 1, 2022 to February 28, 2022

GO VIRGINIA



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

### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Administration - SPDC	\$ 15,018.00	\$ -	\$ -	\$ -	\$ 15,018.00
Administration - IALR	\$ 37,082.00	\$ -	\$ -	\$ -	\$ 37,082.00
Contract Services	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00
Fringe Benefits	\$ 21,000.00	\$ -	\$ -	\$ -	\$ 21,000.00
Salaries	\$ 60,000.00	\$ -	\$ -	\$ -	\$ 60,000.00
Supplies	\$ 10,500.00	\$ -	\$ -	\$ -	\$ 10,500.00
Taxes and Insurance	\$ 19,278.00	\$ -	\$ -	\$ -	\$ 19,278.00
Travel	\$ 12,000.00	\$ -	\$ -	\$ -	\$ 12,000.00
Other - Internship Stipends	\$ 252,000.00	\$ -	\$ -	\$ -	\$ 252,000.00
Other - EXCITE Teacher Stipends	\$ 30,000.00	\$ -	\$ -	\$ -	\$ 30,000.00
Other - Business Meals for Sector Camp	\$ 13,500.00	\$ -	\$ -	\$ -	\$ 13,500.00
Other - Work Readiness Bootcamps	\$ 20,250.00	\$ -	\$ -	\$ -	\$ 20,250.00
<b>Totals</b>	<b>\$ 515,628.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 515,628.00</b>

### MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match *	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
<b>Totals</b>	<b>\$ 257,814.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 257,814.00</b>

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

Status: Budget revision submitted 2/2/22.  
First remittance prepared and will be reviewed and submitted in March.



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

GO Virginia Region 3

Report Period: February 1, 2022 to February 28, 2022

GO VIRGINIA



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

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Administration - SPDC	\$ 35,000.00	\$ -	\$ -	\$ -	\$ 35,000.00
Administration - IALR	\$ 21,800.00	\$ -	\$ -	\$ -	\$ 21,800.00
Architectural and Engineering Fees	\$ 1,478,100.00	\$ -	\$ -	\$ -	\$ 1,478,100.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
<b>Totals</b>	<b>\$ 1,534,900.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,534,900.00</b>

MATCHING FUNDS							
Budget Categories from CAMS	Committed Required Match *	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
<b>Totals</b>	<b>\$ 1,323,800.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$1,323,800.00</b>

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

First budget revision being prepared to be submitted in April.

# PROJECT FUNDING MATRIX



# Special Appearances & Presentations



**DATE:** March 9, 2022

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

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

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

**RE: Region Entrepreneurship and Innovation Strategy Update and Regional Innovation Fund (Virginia Innovation Partnership Corp.)**

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The Entrepreneurship and Innovation Committee met recently to receive an update on the implementation of the Region 3 strategy. During that meeting, the Regional Innovation Fund provided by the Virginia Innovation Partnership Corp. was discussed, particularly as it had been previously identified as source funding for the RISE Collaborative being led by Lauren Mathena and Sheri McGuire.

Liz Povar will provide the Executive Committee with an update on the Region Entrepreneurship and Innovation Strategy at the March 16<sup>th</sup> meeting. In addition to this update, Conaway Haskins will be attending to provide information about the Regional Innovation Fund and its potential to support Region 3's strategy. Mr. Haskins is the Vice President of Entrepreneurial Ecosystems for the Virginia Innovation Partnership Corp. and is quite familiar with GO Virginia Region 3.

**RECOMMENDATION:**

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

**APPROVED PROJECT UPDATE**



**DATE:** March 9, 2022

**TO:** GO Virginia Region Executive Committee

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

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

**RE: Approved Projects Update**

---

For your review, updated progress reports for the following approved projects will be sent under separate cover before the March 16<sup>th</sup> meeting:

- Bridge to Recovery
- GO TEC
- Genedge\_Retooling Virginia Manufacturing for Strategic Industries
- Mid-Atlantic Broadband Communities Corporation (MBC) - Middle Mile Expansion for Economic Growth
- Virginia Small Business Development Centers
- Entrepreneurship Investment and Innovation Strategy
- Innovation Commercialization Assistance Program (ICAP) Virginia Small Business Development Center Network
- ExperienceWorks

**RECOMMENDATION:**

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

# PROJECT PIPELINE





**DATE:** March 9, 2022

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

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

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

**RE: Project Pipeline Report**

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The updated Project Pipeline Report will be provided under separate cover before the March 16<sup>th</sup> meeting.

**RECOMMENDATION:**

For the Region 3 Executive Committee's information.

**NEW BUSINESS**



**DATE:** March 9, 2022

**TO:** Region 3 Executive Committee

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

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

**RE: GO TEC Scope of Work Amendment – Region 1 (Carroll County )**

---

The Department of Housing and Community Development GO Virginia staff has requested that the GO TEC Scope of Work be amended to permit Carroll County Public Schools to be reimbursed for its GO TEC program expenditures.

The Carroll County Public Schools were included as a GO TEC-Region 1 partner in August 2021 to replace Brunswick County Public Schools. Brunswick County was not ready to implement GO TEC because its lab space is included in the new middle school to be constructed in Lawrenceville.

The GO TEC program in Carroll County focuses on precision agriculture and biotechnology. The precision agriculture curriculum and equipment support software coding and the use of drones to enhance agriculture production. The biotechnology curriculum and equipment support software coding and lab equipment to support biomedical and agricultural engineering.

The original GO TEC contract did not include precision agriculture and biotechnology as career pathways. DHCD GO Virginia staff is prepared to approve the disbursement of reimbursement of these equipment expenses subject to the approval of the Regions 3 and 1 Councils to add Carroll County Public Schools' GO TEC career pathways.

The GO TEC Advisory Board has approved the inclusion of precision agriculture and biotechnology by Carroll County Public Schools as its GO TEC career pathways. The Region 1 Council will consider this matter at its next meeting on April 19<sup>th</sup>.

As a side note, GO TEC will likely evolve as future economic and workforce development conditions and opportunities may warrant.

**RECOMMENDATION:**

Approve the GO TEC Scope of Work amendment to include Carroll County Public Schools career pathways for the precision agriculture and biotechnology sectors.

# Program Director's Report



**DATE:** March 9, 2022

**TO:** Region 3 Executive Committee

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

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

**RE: GO Virginia Regional Council Leadership – 2022 Input Sessions**

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The Department of Housing and Community Development GO Virginia staff held two (2) *Regional Council Leadership* sessions virtually in January. The two sessions were convened to provide the greatest opportunity for participation by leaders (typically chairs and vice-chairs) from the nine (9) regional councils. This meeting followed a similar session held in Richmond in January 2020.

These most meetings were generally well attended by regional council leaders from across the set. Randy Lail and Region 3 staff participated in a session, and Randy provided comments on the various topics important to Region 3.

The input provided at these sessions will be compiled by DHCD staff and presented at another *Region Council Leadership* meeting (virtual) scheduled for Friday, March 18<sup>th</sup>, at 10:00 am. From this meeting, the information will be finalized and presented to the GO Virginia State Board at its strategic planning retreat scheduled in mid-April.

Attached is a copy of the slide deck presented by DHDC GO Virginia staff to facilitate the discussion. A brief overview of this matter will be given to the Executive Committee at the March 16<sup>th</sup> meeting.

**RECOMMENDATION:**

For the Executive Committee's information. No action is necessary.

Attachment



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

## Regional Council Leadership – 2022 Input Sessions

February 1, 2022

1:00pm-3:00pm

# AGENDA

- **OPENING and INTRODUCTIONS**
- **Program Strategy**
- **Program Goals**
- **Project Development and Lifecycle**
- **Priority Program Policy Issues**

# PROGRAM STRATEGY - FUNDING

## STATE CODE

### **§ 2.2-2487. Virginia Growth and Opportunity Fund.**

B. Moneys in the Fund shall be used to facilitate regional collaboration on economic growth and diversification. Specifically, the Fund shall be used to incentivize and encourage cooperation among business, education, and government on regional strategic economic development and workforce development efforts....



## Virginia Growth and Opportunity

Fund FY22 - \$30 m

**Regional  
Capacity  
Building**

**\$2.25 m**

\$250,000/region

Provides support for administrative efforts to each regional council and may also be used towards projects

**Regional Per  
Capita  
Projects**

**\$17.57 m**

Based on Regional Population Data with \$1m floor drawn from competitive

Region 1 - \$1,000,000

Region 2 - \$1,542,945

Region 3 - \$1,000,000

Region 4 - \$2,524,026

Region 5 - \$3,423,572

Region 6 - \$1,020,503

Region 7 - \$4,984,456

Region 8 - \$1,070,552

Region 9 - \$1,000,000

**Statewide  
Competitive  
Projects**

**\$10.18 m**

Discretionary pot of funding awarded by the GO Virginia Board on a competitive basis

# PROGRAM STRATEGY – FUNDING FY23-24

## GOVERNOR YOUNGKINS BUDGET AMENDMENT

GO Virginia Talent Pathways Program Amount:

FY23 \$29,450,000

FY24 \$54,450,000

Restores funding for GO Virginia’s existing grant programs to the FY2021 base level, and establishes and funds a new “talent pathways” development initiative to foster collaboration by business and education on expanding job opportunities, meeting workforce needs, and developing and retaining talent in the Commonwealth.

[Full amendment can be read here](#)

# PROGRAM FRAMEWORK

- **Policy Framework – State Code and Budget**
- **Governance – State Board & Regional Councils**
- **Administration – Virginia Department of Housing and Community Development**
- **State Board (§ 2.2-2486. Powers and duties of the Board.)**
  - **Established Regions**
  - **Established Councils (annually certified)**
  - **Develop Guidelines and Procedures**
  - **Investment Priorities**
    - Talent
    - Start Up Ecosystem
    - Cluster Scale Up
    - Sites & Infrastructure
- **Priorities Industries and Strategies Developed by the Regions**
  - **Growth and Diversification Plans**
  - **Priority Industry Sectors**

# PROGRAM GOALS

- **Diversify Regional Economies**
- **Create More, Higher Paying Jobs**
- **Incentivize and Increase Regional Collaboration**

# PROJECT DEVELOPMENT CYCLE

- Planning
  - State Code Requires Growth and Diversification Plans and Review Cycle
  - State Board Established Plan Guidelines and Requirements for Reviews
  - Regional Councils Develop Plan Review Process, Develop and Approve Reviewed Plans (Priorities and Strategies)
- Project Development
  - Regional Councils Generate Projects and Establish Processes and Procedures for Project Submission
- Project Evaluation and Grant Awards (4 Grant Cycles Annually)
  - Regional Councils Evaluate and Take Action
  - Regional Councils Submit to State Board (ECBs can be administratively approved by DHCD)
  - DHCD Reviews for Adherence to Program Requirements (Code & Board Policy)
  - State Workgroup Conducts Review and Makes Recommendations
  - State Board Action
  - DHCD Contracts and Distributes Funds on Submitted Requests for Reimbursement
- Project Implementation, Monitoring, and Impact Reporting
  - Regional Councils Support Organization and Subgrantee
  - Quarterly reporting, annual reporting

# PRIORITY PROGRAM POLICY ISSUES - REVIEW

- Dec 2019 - Regional Council Leadership presented to the State Board
- Comments and Recommendations Were Grouped by Topic Area - Four Emerged
  - Talent
  - Regional Collaboration and Match
  - Traded Sector and High Wage Jobs
  - Project Evaluation and Return on Investment
- Stakeholder Workgroup Convened to Discuss and Prepare Formal Recommendations
- Recommendations Were Presented at April 2019 Meeting

# PRIORITY PROGRAM POLICY ISSUES - TALENT

The workgroup felt that the policy framework was adequate in describing the program focus and desired outcomes.

- **Board Action(s) Requested:** The group requests that the Board revisit its outcome metrics with consideration for investments in secondary education/workforce training and the results these programs could/should be driving. Return on Investment for these projects should be evaluated over a longer timeframe.

Currently, DHCD completes 3- and 5-year return on investment as part of application evaluation. The Board should take a position on a reasonable period to measure return on investment for workforce development projects.

# PRIORITY PROGRAM POLICY ISSUES - TALENT

STATUS – 6 Implementation Projects of This Type Approved Since Recommendations Received

- R1 Ignite Tech Talent Pipeline
- R2 Classrooms to Careers
- R3 Experience Works
- R4 Rowanty Technical Center Logistics Program
- R7 NOVA Dual Enrollment Expansion Program for Information and Engineering Technology (DEEP IET)
- R7 Governor's Health Sciences Community Medi-Corps Program



# PRIORITY PROGRAM POLICY ISSUES - TALENT

The workgroup felt that there was a universal need for actionable labor market data and that GO Virginia could play a role in supporting regions and statewide efforts. Specifically, the group discussed the need for data that helped regions understand skills gaps relative to their industry targets and that this information would help drive more impactful projects.

- **Board Actions Requested:** The group recommends that the Board engage other relevant state stakeholders in a discussion regarding the need for actionable labor market data and consider providing additional support to regions in understanding skills gaps relative to their priority industry sectors.

# PRIORITY PROGRAM POLICY ISSUES - TALENT

STATUS – Governor’s Budget Amendment – Talent Pathways Initiative

To facilitate development of pathways that support sustained economic growth and talent retention in the Commonwealth, particular emphasis shall be placed on examination of industry clusters prioritized by each region, completion of a gap analysis related to the jobs needed to help such clusters grow, and identification of the skills and training needed for people to fill such jobs, including those provided through high school career and technical education, credentials, certifications, apprenticeships, internships, and other degree and non-degree programs.

The Board shall develop, in consultation with the Virginia Economic Development Partnership, the Virginia Department of Education, the State Council for Higher Education in Virginia, and the Virginia Community College System, guidelines for the award of such grants which shall include provisions to facilitate repeatable and shareable curricula across educational institutions, active business engagement in development of such curricula, the ability to scale up existing successful programs and to enhance supply chain activities, the recruitment of and access for under-represented populations in talent pathways initiatives, and the retention for full-time employment in the Commonwealth of college graduates, returning veterans, and other identified sources of talent.

# PRIORITY PROGRAM POLICY ISSUES - TALENT

Ideally, workforce projects would have scale across regions (involve multiple localities) and vertically (secondary to postsecondary) develop the full pipeline into employment.

Further, the group discussed the importance of employer satisfaction and engagement in workforce projects. Pre and post surveys could be used.

- **Board Actions Requested:** The Board should recognize the degree to which the workforce project helped to retain jobs, in addition to creating new jobs, as an outcome. In addition to the existing evaluation methods (metrics), the group suggested that the Board consider measuring the degree to which existing resources are leveraged/repurposed in support of a workforce project as part of the evaluation of the application.

# PRIORITY PROGRAM POLICY ISSUES - TALENT

The consensus was that GO Virginia should stay focused on projects involving grades 6-12 that are aligned to support targeted industry sectors and not directly fund K-5 projects.

The group recognized that this would be a dilution of GO Virginia's mission and that other funding sources were available. Regions can include K-5 investments in a continuum as additional leverage, but not part of the required 1:1 match for GO Virginia projects.

- **Board Actions Requested: Existing guidance discourages K-5 investments; however, the Board may wish to issue more formal policy in the area, restricting funding for K-5 projects.**

# PRIORITY PROGRAM POLICY ISSUES - TALENT

## Additional Board Requests for Consideration:

- **Board Actions Requested: Areas of Opportunity for Future Funding (memo dated Dec 11, 2018) states that talent attraction is important. What is the Board's position on the use of GO Virginia funds for regional talent attraction/recruitment efforts? What are the mechanisms to ensure that GO Virginia isn't funding instate intraregional competition for talent?**

# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

The group supports legislative changes that would allow Tobacco Commission funds to be used as match.

- **Board Action Requested: Develop formal policy on the use of Tobacco Commission funds as match pending the passage of HB1597.**

# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

### STATUS:

Board Policy established. Introduced HB (Wampler) would eliminate sunset date (June 2022) for Tobacco Commission funds to be used as match.

# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

The group recommended that the Board consider other state funds as match, specifically those that are distributed on a competitive basis. This would encourage alignment of state resources around projects of regional priority and significance.

- **Board Action Requested: Establish Task Force to bring back specific recommendations on funding streams and how/if such a change would advance the mission of the GO Virginia program and better align state resources.**



# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

State code requires that GO Virginia projects have a 1:1 match. The Board has the authority to modify these match requirements to 2:1 based on exceptional economic opportunities or for regions that are fiscally distressed.

- **Board Action Requested:** The Board should reduce match requirements to 2:1 for statewide competitive projects that involve more than 2 regions given their extraordinary economic opportunity.
- **Board Action Requested:** The group requests that the Board refine its position on waivers and direct DHCD to develop administrative guidance that clarifies match policy for each project type and develop a formal, objective waiver procedure.

# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

### Status:

Board developed modified (2:1) match requirements for Per Capita and ERR Projects and eliminated local match requirements in response to economic and fiscal stress brought on by the pandemic.

This policy is set to expire June 2022.

# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

- **Board Action Requested:** The group requests that the Board revise the local match policy to require that 20% of the total match required be contributed by local governments and eliminate the \$50,000 minimum.

# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

### STATUS:

Local Match requirements were temporarily suspended in April 2020.

This modified match requirement will expire in June 2022.

# **PRIORITY PROGRAM POLICY ISSUES**

## **REGIONAL COLLABORATION AND MATCH**

**The group agreed that GO Virginia was designed to encourage regional collaboration; however, the Board should revisit its position on qualifying local match with a consideration for ANY locally contributed funds, including those contributed by local foundations, private businesses, etc.**

- Board Action Requested: Develop policy on qualifying local match and eligible contributors of local match.**

# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

### STATUS

Administrative Guidance issued providing more clarity around “meaningful local participation” and has amended Match Guidance.

Local Match requirements were temporarily suspended in April 2020. This provision will expire in 2022.

# **PRIORITY PROGRAM POLICY ISSUES**

## **REGIONAL COLLABORATION AND MATCH**

- **Board Action Requested:** The group requests that the Board take a position on appropriate timeframe to consider a locality's prior year investments in sites as local match. (backdating match)

**Further, the group would ask the Board to consider that if total match for a site/infrastructure project is provided as non-state, non-local match, then the match requirements for localities should be waived.**

# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

### STATUS:

Sites Guidance was developed with stakeholder input to align with Virginia Business Ready Sites program and included extended allowance for backdating if applicant could demonstrate repeated, sustained investments over 5-year period prior to request for funding.



# PRIORITY PROGRAM POLICY ISSUES

## REGIONAL COLLABORATION AND MATCH

Similar to the Board's authority to reduce match requirements for fiscal distress, the Board should consider a project that has a significant impact on an economically distressed community as an exceptional economic opportunity. This could include projects that occur in Opportunity Zones or that impact individuals in low income census tracts. This should be incorporated into administrative guidance on waivers mentioned above.

- **Board Action Requested: Direct DHCD to modify Administrative Guidance to recognize the extraordinary opportunity associated with projects that impact economically distressed communities as a waiver condition. Direct DHCD to develop guidelines around the definition of distress and application of the designation to projects and waiver procedures.**

# **PRIORITY PROGRAM POLICY ISSUES**

## **TRADED SECTOR AND HIGH WAGE JOBS**

- **Board Action Requested:** The Board should consider modifying Board Policy #8 to include considerations for healthcare sector investments under one or more of the following three conditions:
  - If the region can demonstrate that the sector is serving a significant number of customers from an adjacent state and that the GO Virginia investment would allow it to expand services to those customers, thus increasing the export of health care services (non-state revenue generated).
  - If the region can demonstrate that its health outcomes scores (or other similar measure of community health) are such that it is negatively impacting the region's ability to attract or retain businesses in its targeted sectors and that the investment would improve the measure.
  - If the lack of available healthcare services in a region are causing residents to leave the state to seek services in neighboring states and the investment would stop the leakage of dollars to neighboring states.

The workgroup also felt it important that the Board recognize the critical shortage of healthcare professionals, particularly nurses, in some parts of the state. These shortages are leading to the employment of “traveling nurses” from out of the state.

# PRIORITY PROGRAM POLICY ISSUES TRADED SECTOR AND HIGH WAGE JOBS

## STATUS

Economic Resilience and Recovery Program allowed for investments in supporting non-traded industry sector activities, including healthcare, that helped to mitigate the economic impact of the pandemic.

# PRIORITY PROGRAM POLICY ISSUES

## PROJECT EVALUATION AND RETURN ON INVESTMENT

The Board should recognize the guidance it authorized in 2018 which recognizes that Return on Investment is one of several factors it should consider in its evaluation. Further, the nature of GO Virginia and its effort to create transformational change require that different projects have different return time horizons.

- **Board Action Requested:** The group is requesting that the Board direct DHCD to modify the Competitive Application Review Scoring Rubric Question 3: ROI to better recognize the transformational nature of GO Virginia projects and to allow for more positive scoring for projects whose ROI occurs in later years.

# PRIORITY PROGRAM POLICY ISSUES EMERGING ISSUES AND OPPORTUNITIES

## Open Discussion

- Program Strengths
- Challenges/Opportunities
- Resources Needed
- Next Steps





**DATE:** March 9, 2022

**TO:** GO Virginia Region 3 Council

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

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

**RE:** Region 3 Letter of Support for the Virginia Tech “Future of Transportation and Logistics” Proposal – US Economic Development Administration

---

The Virginia Tech Center for Economic and Community Engagement has managed a planning grant awarded by the US Economic Development Administration American Rescue Plan Act Regional Challenge Grant Phase II competition. The planning grant provides resources to Virginia Tech to develop a more comprehensive proposal.

The project involves the transportation manufacturing and logistics sectors in GO Virginia Regions 1, 2, and 3. At its basic level, give existing businesses in these sectors access to talent and technical assistance that would otherwise be out of reach. Attached is a summary of the project for your reference.

In addition to the federal grant, there is likely a GO Virginia Statewide Competitive grant which would be pursued by GO Virginia Regions 1, 2, and 3. This GO Virginia grant would complement the federal-funded program to leverage \$4.45MM for:

- technical assistance for existing companies and start-ups
- establish regionally-based industry liaisons for talent recruitment and retention programming for in-demand high-wage jobs in the sector (such as engineers, programmers, and other positions)

Accordingly, the project principals at Virginia Tech requested a Letter of Support from GO Virginia 3 to accompany the larger project’s application to the US Economic Development Administration. In consultation with Randy Lail, I prepared a Region 3 letter of support. Attached is a copy of the letter.

I will be prepared to further represent this matter at the Executive Committee’s March 16<sup>th</sup> meeting.

**RECOMMENDATION:**

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



March 7, 2022

Lauren Stuhldreher  
Economic Development Representative – Virginia  
Economic Development Administration  
US Department of Commerce  
Philadelphia Regional Office  
Robert N.C. Nix Federal Building  
900 Market Street, Room 602  
Philadelphia, PA 19107

**Funding Opportunity Number: EDA-HDQ-ARPBBB-2021-2006976**

Dear Ms. Stuhldreher:

On behalf of the GO Virginia Region 3 Council, I want to share our support for the “Future of Transportation and Logistics” proposal led by Virginia Tech, submitted for the American Rescue Plan Act Regional Challenge Grant Phase II competition.

GO Virginia is a statewide economic development program that seeks to advance higher-wage job creation in key industry sectors strategically crucial to each region. The Region 3 Council represents Southern Virginia from Brunswick County on the east, Patrick County to the west, Buckingham County to the north, and the North Carolina state line to the south.

Advanced manufacturing in general, and transportation manufacturing in particular, is a strategic focus of our regional economic development work. Our region already hosts some significant transportation manufacturing and logistics businesses, and the proposed program led by Virginia Tech will significantly advance and expand opportunities for these businesses. This effort will be accomplished by providing companies with an opportunity to access talent and technical assistance that would otherwise be out of reach. Those resources will help us as we grow jobs and attract business investment in the region.

We understand there will be a companion and complementary application for funding through the GO Virginia program. State funds from GO Virginia would provide additional support for the Talent Innovation and Technological Assistance Network (TITAN). Once completed, we look forward to reviewing the GO Virginia application, which seeks \$4.25 million for activities to grow and strengthen the transportation manufacturing and logistics sector in GO Virginia Regions 1, 2, and 3. These activities include technical assistance for existing companies and start-ups, the establishment of regionally-based industry liaisons, and talent recruitment and retention programming for in-demand high-wage jobs in the sector (such as engineers, programmers, and other positions).



Ms. Lauren Stuhldreher  
March 7, 2022  
Page 2

We appreciate the opportunity to voice our support for the “Future of Transportation and Logistics” proposal led by Virginia Tech. Our region and the others identified above are poised to support these foundational business sectors as they recognize and realize growth opportunities. Opportunities that create higher-wage jobs and increase business investment.

We stand ready to provide whatever other assistance is needed and appreciate the Economic Development Administration’s favorable consideration of the proposal.

Thank you.

Sincerely,

A handwritten signature in black ink that reads "E. Randolph Lail". The signature is written in a cursive style with a large initial "E" and a stylized "Lail".

E. Randolph Lail, Chair  
GO Virginia Region 3 Council





**DATE:** March 9, 2022

**TO:** Region 3 Executive Committee

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

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

**RE: 2022 All Hands Meeting**

---

The 2022 All Hands Meeting planning has commenced, and the following are items that may be of interest to the Executive Committee:

- As previously announced, the meeting was rescheduled to Thursday, May 5, 2022, with the hours for the event to be determined. The Prizery in South Boston will serve as the venue.
- A planning “kick-off” meeting was held on March 9<sup>th</sup> with Letterpress Communications and GO Virginia staff. The events program elements and logistics are being either finalized or started to include promotion, social media content, distribution, and “evergreen” video content, catering, and other related matters
- Promotion of the event will be directed toward Region 3’s leaders from business, education, local government, healthcare, and non-profit organizations. Additional promotion will be targeted towards Region 3’s emerging leaders.
- Subject to developing event time allotments, the program will include a reintroduction of the Region 3 Council and its recent work; the 2021 Growth and Diversification Plan Update; presentations by individuals and groups who are participating from Region 3 projects which are underway (e.g., GO TEC/Major Clarity, Bridge to Recovery, Entrepreneurship & Innovation Investment Strategy, and Shovel Ready Business Sites); and, content on the Region 3 Council’s *Leadership* priority.
- Scheduling Governor Youngkin or The Honorable Caren Merrick, Secretary of Commerce and Trade, as the lunch speaker is being undertaken.
- As previously communicated to the Executive Committee, sufficient funds are available in the Region 3 FY2022 operating budget to underwrite the event’s expenses. However, the expenses required for the 2021 Growth & Diversification Plan update have constrained the funds available for other possible initiatives the Region 3 Council may undertake next fiscal year.



GO Virginia Region 3  
Executive Committee  
March 9, 2022  
Page 2

The 2022 All Hands meeting budget will be \$9,000, which is in line with the 2020 event's actual expenses of about \$8,000. It may be appropriate for GO Virginia Region 3 Council leadership and staff to approach interested businesses for sponsorship opportunities, and guidance from the Executive Committee is needed in this regard.

**RECOMMENDATION:**

Per Executive Committee discussion.





**DATE:** March 9, 2022

**TO:** Region 3 Executive Committee

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

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

**RE: Southside Virginia Community College Strategic Plan**

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Southside Virginia Community College is holding a “Strategic Plan Listening Tour” hosted by President Dr. Quentin Johnson and College Board members. Working lunch meetings were held in Emporia, South Hill, Farmville, Blackstone, and South Boston.

GO Virginia staff participated in this strategic planning process, and an overview will be provided to the Executive Committee at the March 16<sup>th</sup> meeting.

**RECOMMENDATION:**

For the Executive Committee’s information. No action is needed.





**DATE:** March 10, 2022

**TO:** Region 3 Executive Committee

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

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

**RE:** Southern Virginia Partnership for Health Sciences Careers

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In collaboration with the Claude Moore Charitable Foundation ([claudemoorefoundation.org/](http://claudemoorefoundation.org/)), the New College Institute initiated the *Southern Virginia Partnership for Health Sciences Careers* during the Fall of 2021. The purpose of the partnership is to:

The Southern Virginia Partnership for Health Sciences Careers is a regional collaboration of educators, employers, and economic development professionals committed to aligning health sciences education to meet the employment needs for the Health Sciences industry in the southern Virginia region.

Liz Povar and I were invited to participate in our roles as a RiverLink Group principal and GO Virginia Region Program Director, respectively. Liz was assigned to the Joint Communications Task Force, and I was assigned to the Finance Subcommittee.

The Partnership and these committees have held several meetings. Consultants with Deloitte are providing the meeting coordination services.

Liz and I will provide the Executive Committee information about this initiative, its progress, and how the GO Virginia Council may support this group's work.

Attached is an overview of the Partnership's charge and a roster of participants.

**RECOMMENDATION:**

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



**Deloitte.**



# Task Force Meeting Discussion Materials

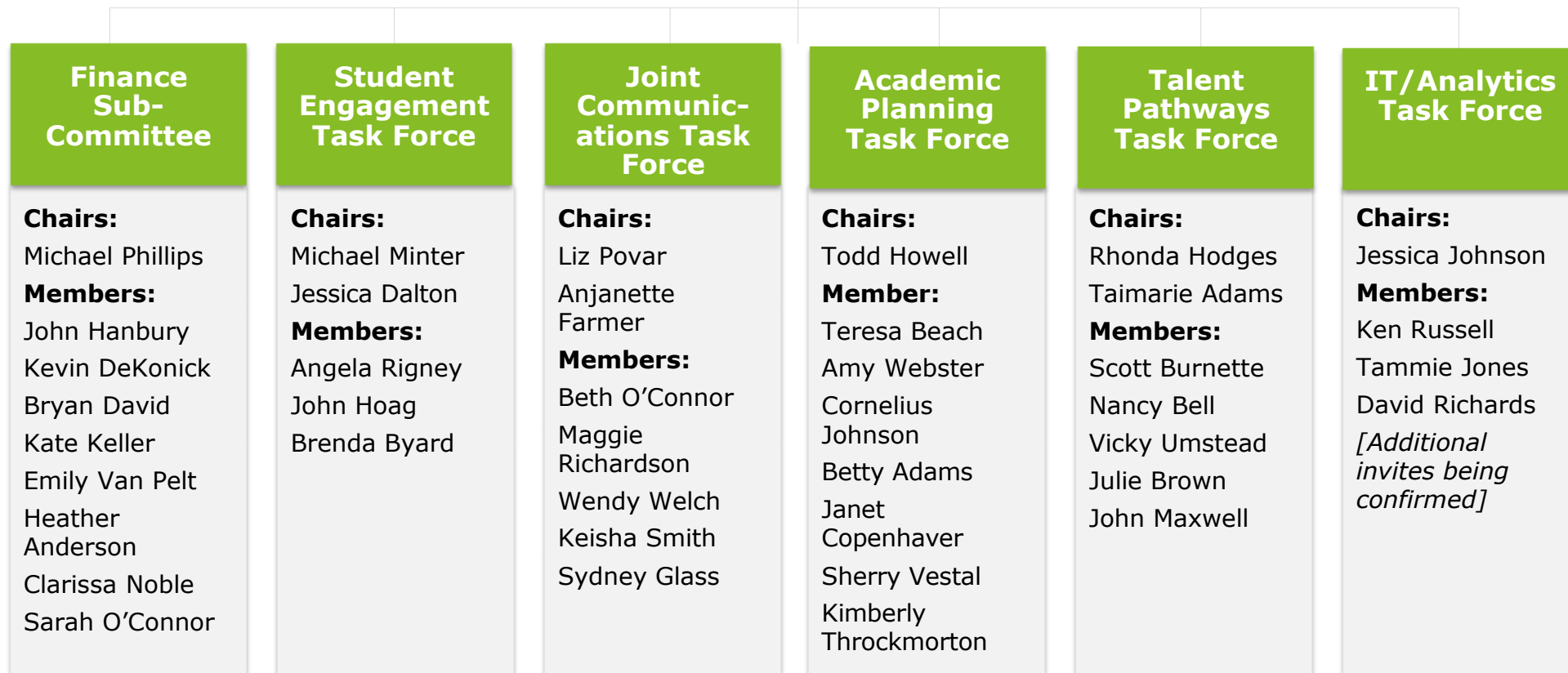
January 2022

# Southern Virginia Health Sciences Partnership Governance Structure

## Executive Committee

Champions: Karen Jackson, President Greg Hodges, Ellen Dyke, Rick Shinn

Career Pathways Coordinator + Project Manager



# Task Force Working Session: Key Research Questions



## Finance Sub-Committee

- ✓ How can the Southern Virginia Partnership better leverage existing resources and funding mechanisms?
- ✓ What new funding sources should the Southern Virginia Partnership pursue?



## Student Engagement Task Force

- ✓ What career exposure opportunities exist in Southern Virginia and what new opportunities could be created (e.g., camps, career fairs, service-learning projects)?



## Joint Communications Task Force

- ✓ Which employers do recent health sciences graduates go to work? Are those employers located outside of southern Virginia? What percentage of graduates are being employed outside the region?
- ✓ What reciprocity exists between Virginia and neighboring states as it relates to certifications and employment?



## Academic Planning Task Force

- ✓ What existing health sciences training is offered today, and where are the gaps to better serve the health care needs of the region?



## Talent Pathways Task Force

- ✓ What is the estimated figure of available jobs in the Southern Virginia region? How will this figure change in the next 6-12 months?



## IT/Analytics Task Force

- ✓ What model should be created for evaluating health workforce needs?
- ✓ What metrics should be created and implemented to measure the impact of Partnership on increasing talent pipelines and fulfilling workforce needs (e.g., applicant funnel, hiring ratios, retention etc.)?

# Southern Virginia Partnership Vision Statement

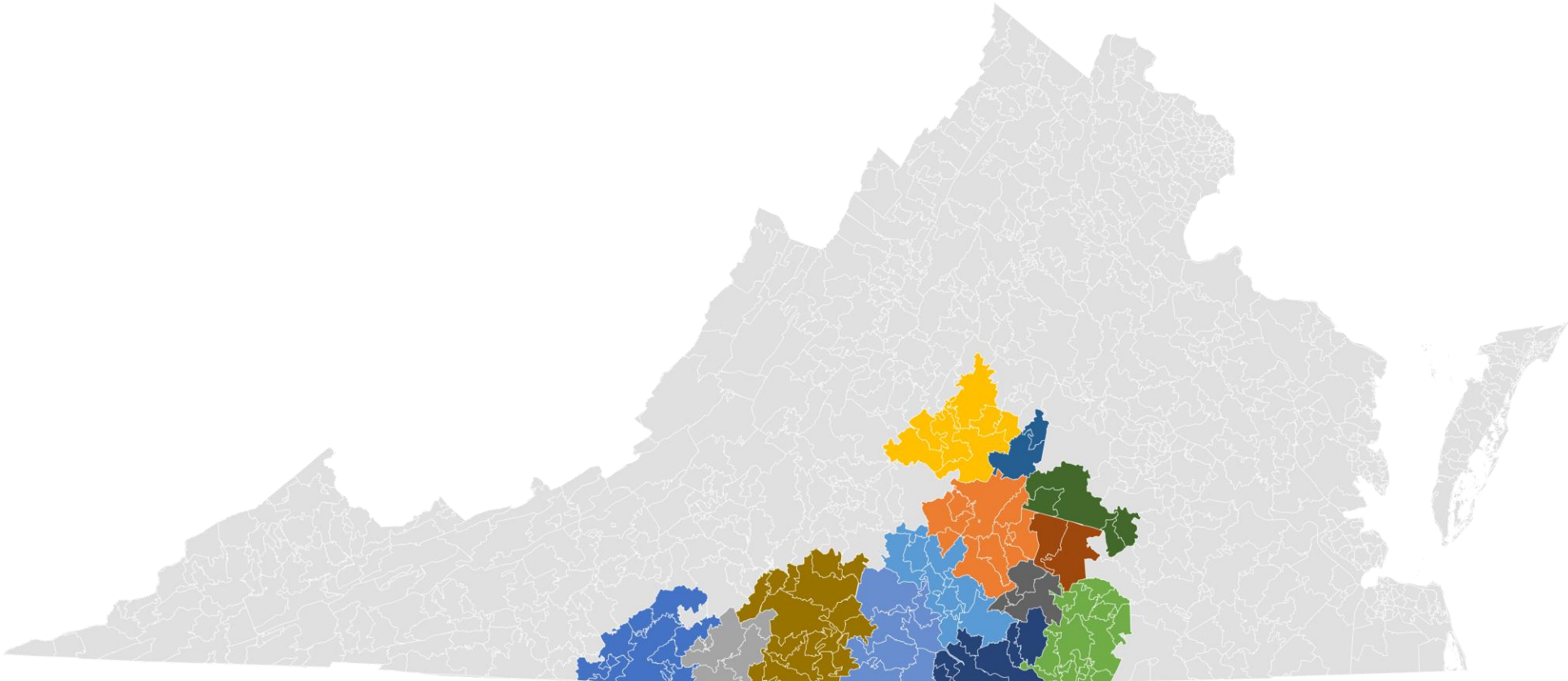
The Southern Virginia Partnership for Health Sciences Careers is a **regional collaboration** of educators, employers, and economic development professionals committed to **aligning health sciences education to meet the employment needs** for the Health Sciences industry in the southern Virginia region.



# Southern Virginia Partnership: Location of Stakeholders within Southern Virginia

*The organizations represented on the below map represent institutions that are focused within the southern Virginia region.*

- Patrick County
- Prince Edward
- Henry County
- Buckingham County
- Charlotte County
- Brunswick County
- Mecklenburg County
- Nottoway County
- Lunenburg County
- Pittsylvania County
- Cumberland County
- Amelia County
- Halifax County



# Blue Ridge Partnership Impact in the Commonwealth



Rigorous curriculum design that is informed by industry/employers



Forum to address institutional barriers to stackable credentials (i.e. transfer credits, access to testing sites)



Earlier and more frequent involvement by employers in the educational process



Creative solutions to workplace/experiential learning for students (internships) and instructors (externships)



Comprehensive list of critically needed jobs prioritized by time frame



Reducing costs by leveraging/pooling existing resources (finances, lab space, technological innovations and hybrid pedagogies)



Public/private partnership – regional stakeholders solving the problem together

# Current Regional Themes and Priorities to Strengthen the Health Sciences Highway



## Secure sustainable funding for faculty salaries

Faculty salaries in southern Virginia are not commensurate with other regions in the Commonwealth



## Harness employer buy-in to improve retention

Current entry level positions in health sciences field do not provide a living wage



## Garner additional engagement from regional employers

Employers to provide training resources, internships, and full-time roles



## Expand the "middle space" within health sciences careers

Develop additional programming and educational support for registered nurses and nurse practitioners given high demand in region



## Facilitate early engagement in K-12

Use STEM curriculum as model for early engagement in health sciences; leverage additional partnerships



## Address challenges of regional physical capacity and equipment

Prioritize investment in non-consumables such as clinical sites for training, other PPE, or capacity needs

**Overarching Considerations:** Grow online presence and target non-traditional students with additional resources, wrap-around services, early engagement, and mentorship

	A	B	C	D
1		Name	Organization	Role
2	1	Ellen Dyke	NCI Board	Board member
3	2	Dr. Greg Hodges	Patrick Henry Community College	President
4	3	Rick Shinn	Blue Ridge Medical	Interim CEO
5	4	John Hanbury	Patrick & Henry CC	VP Finance & Administration
6	5	Amy Webster	Patrick & Henry CC	Director of Nursing and Allied Health
7	6	Cornelius Johnson	Danville Community College	Vice President of Academic Affairs & Student Services
8	7	Bryan David	Go Virginia	Region 3 representative
9	8	Michael Minter	Henry County Public Schools	Director of CTE
10	9	TaiMarie Adams	Merit	Director
11	10	Kevin Dekoninck	New College Foundation	Executive Director of NCF
12	11	Angela Rigney	Pittsylvania County Public Schools	Director of CTE
13	12	Anjanette Farmer	South Central Area Health Education Center, Paths	Director
14	13	Beth O'Connor	Virginia Rural Health Association	Executive Director
15	14	Michael W. Phillips	Weldon Cooper Centers - University of Virginia	Associate Director
16	15	Maggie Richardson	Regional Coordinator	The Health Collaborative
17	16	Jessica Dalton	Pittsylvania County Public Schools	Principal CTE Center
18	17	Dr. Teresa Beach	Averett University	Interim Dean of School of Nursing
19	18	Emily Van Pelt	Tobacco Commission	
20	19	Sydney Glass	AHEC Scholars Program	
21	20	John Hoag	Averett University	Professor, Chair, Computer Science and Information Systems
22	21	Clark Casteel	Danville Regional Foundation	President and CEO
23	22	Julie Brown	IALR/ Danville	Director
24	23	Liz Povar	RiverLink, LLC	Fmr Region 3 representative
25	24	Keisha Smith	Virginia Health Workforce Development Authority	Executive Director
26	25	Todd Howell	VCU	
27	26	Vicky Umstead	VCU	
28	27	Brenda Byard	Lord Fairfax Community College	Dean of Academic, Student Affairs, & Outreach
29	28	Margaret Omwenga	NCI	
30	29	John Maxwell	NCI	Coordinator of Health and Human Services
31	30	Karen Jackson	NCI	Interim Executive Director of NCI
32	31	Jen Tutak	Deloitte	Manager
33	32	Rachel Langholz	Deloitte	Consultant
34	33	Dr. Bill Hazel	Claude Moore	Senior Deputy Executive Director



	A	B	C	D
35	34	Lynn Tadlock	Claude Moore	Deputy Executive Director of Giving
36	35	Shirley Bazdar	Claude Moore	Education consultant
37	36	Tammie Jones	GMU	Research Manager
38	37	Cynthia Lawrence	Roanoke Regional Commission	Leader
39	38	Caroline Sutter	GMU	
40	39	Cassandra Shelton		
41	40	Clarissa Noble		
42	41	Jessie Vernon	IALR/ Danville	
43	42	Jibran Chakkaki		
44	43	Karen Brown		
45	44	Kathy Hodges		
46	45	Megan Healy		
47	46	Rick Grooms	Centra Health	





**DATE:** March 10, 2022

**TO:** Region 3 Executive Committee

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

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

**RE: GO Virginia State Board/DHCD – Region 3 Pending Projects**

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The Region 3 Council approved the following projects at its January 19<sup>th</sup> meeting:

- Mid-Atlantic Broadband Communities Corporation (MBC): Middle Mile Fiber Expansion Project
- Virginia’s Growth Alliance (VGA): Refresh/Restart – A Strategy for Regional Economic Development in Southern Virginia
- The Virginia College Fund (VCF): The Gupton Initiative

Subsequently, these projects were submitted to the Department of Housing and Community Development (DHCD) GO Virginia staff for review.

The Virginia Growth Alliance and the Virginia College Fund were Enhanced Capacity Building (planning) grant applications. These grants were for \$100k each and thereby could be administratively reviewed. Further, these grants were multiregional—Regions 3 and 4 for VGA; Regions 1, 2, 3, 4, and 8 for VCF. All other regional councils supported these applications.

Both grants are currently under review by DHCD GO Virginia staff. There is no indication when the decision on administrative approval will be made.

The MBC project was a Statewide Competitive grant application from Region 3 and 4 for \$5MM from GO Virginia. These state funds were matched 1:1 by \$4MM from the US Economic Development Administration (US EDA\_application pending) and \$1MM from MBC.

Following submission of the MBC application, the GO Virginia State Board rescheduled its regular meeting from March 15<sup>th</sup> to April 20-21 to accommodate a planned strategic planning retreat. Rescheduling the meeting imperiled the MBC application because the US EDA application was due March 31<sup>st</sup>. The GO Virginia State Board approval documentation is needed to accompany the application by the deadline. Also, a project from Region 4 was using GO Virginia funding to match another US EDA grant, and its deadline is March 16<sup>th</sup>.

The DHCD GO Virginia staff was able to have a quorum of GO Virginia State Board members attend a special in-person meeting on Thursday, March 10<sup>th</sup>, to act on the MBC application and the Region 4 application.



GO Virginia Region 3  
Executive Committee  
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As background, DHCD GO Virginia staff raised an issue on Tuesday, March 1<sup>st</sup>, concerning the “local match” identified for the MBC project. The “local match” did not conform to the GO Virginia State Board policy for Statewide Competitive grants. The staff gave until Friday, March 4<sup>th</sup>, to resolve the matter. The policy is not a Code of Virginia requirement for the GO Virginia program.

Following this communication, substantial effort was expended to address this issue, but it became quickly apparent the issue could not be resolved to meet this GO Virginia Board policy. This effort included considerable discussion and work by Randy Lail, my GO Virginia Region 3 colleagues, and GO Virginia Region 4 staff.

Accordingly, a waiver from the local match requirement was requested via a letter to the GO Virginia State Board Chair on Friday, March 4<sup>th</sup>. A copy of the letter is attached for your reference.

I am pleased to report the GO Virginia State Board granted the waiver and approved the project unanimously at the special meeting on March 10<sup>th</sup> in Richmond.

I will be prepared to provide further information about the MBC project and the other pending projects.

**RECOMMENDATION:**

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

Attachment



March 4, 2022

**TRANSMITTED VIA EMAIL**

Nancy Howell Agee, Chair  
GO Virginia State Board

**RE: Statewide Competitive Application – MBC Middle Mile Fiber Expansion Project**

Dear Chair Agee:

On behalf of GO Virginia Region 3 and Region 4 Councils, we hereby request a waiver of the local match requirement under Board Policy #8 (copy attached). We believe the GO Virginia State Board should give favorable consideration to our request given the overwhelming economic benefits this project brings to the Region 3 and 4 localities and the Commonwealth of Virginia. The following outlines the request and presents supporting information:

**Board Policy #8:**

1. The policy provides that broadband projects should meet the normal match requirement for competitive grants, which is a 1:1 total match. For this middle-mile project, the total match is \$5MM.

The project budget meets the 1:1 total match through a combination of a grant from the U.S. Economic Development Administration (application pending) and a cash contribution by Mid-Atlantic Broadband Communities Corporation. There is no local cash contribution needed to meet the project budget.

2. The policy provides that twenty percent (20%) of the 1:1 total match is required to be local cash or in-kind match. For this middle-mile project, the total local match amount is \$1MM.

The local match amount can be derived from eligible in-kind expenditures made by any or all of nine (9) local governments at the thirty-one (31) business sites. GO Virginia guidance provides that at least two (2) localities for statewide competitive projects are needed as sources of the match, regardless of the host region. The regions then must apportion the local match to the anticipated benefits of the project or some other reasonable match sharing formula.

**Considerations:**

1. GO Virginia Policy #8 does not require local match for "...regional [broadband] planning efforts given the exceptional economic opportunity of these projects".
2. GO Virginia Policy #11 has a 2:1 match requirement for broadband planning and implementation projects and no local match required when a Regional Council uses Per Capita Funds. GO Virginia Regions 3 and 4 have insufficient Per Capita Funds to support the project as proposed.



Ms. Nancy Howard Agee  
March 4, 2022  
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3. When completed, the project will provide an open-access broadband fiber network that will impact more than fifty percent (50%) of the population of the nine (9) participating localities through increased and expanded economic development investment and the creation of high-paying jobs. (DHCD Local Match Waiver Guidance\_10.9.18)
4. The project extends telecommunications infrastructure to thirty-one (31) existing business sites and other economic development assets in Regions 3 and 4. Requests were made to several of the localities which controlled the most significant business sites to be served by the project as part of the grant application development process. The collection and documentation of past site expenditures from these localities meeting the GO Virginia eligibility criteria is impractical given the unique nature of this telecommunications infrastructure project. (DHCD Local Match Waiver Guidance\_10.9.18)

During this staff work, a policy issue was raised regarding how to equitably share the local match among nine (9) localities and thirty-one (31) different sites. Another issue raised was the local match was *in-kind* from past expenditures and not needed to fund the current project. Each of the business sites to be served by the project has received sufficient local investment in the past to have the Virginia Economic Development Partnership identify these sites on its website for business recruitment.

5. Mid-Atlantic Broadband Communities Corporation will have exclusive ownership and operate this open-access fiber network. The network will be within the Virginia Department of Transportation right-of-way and not interior to any of the business sites. In the future, each locality will need to make capital investments to bring fiber service to the interior of each site.
6. The Virginia Telecommunications Initiative (VATI) grantees (Internet Service Providers and local governments) will benefit from this open-access middle mile project. The investment made by the Internet Service Providers and the local governments to receive VATI grants has not been accounted for in the GO Virginia local match requirement for the project.

The project is the first proposed middle-mile construction project for GO Virginia. This type of infrastructure is vitally needed for these thirty-one (31) businesses sites to have competitive advantage in today's business recruitment environment. While Policy #8 is appropriate and necessary, the GO Virginia State Board should revisit the policy to ensure similar middle-mile projects may not need to pursue such a waiver in the future.

We respectfully request the favorable consideration of our request for a waiver of the local match requirement as set forth in Policy #8. Thank you.

E. Randolph Lail, Chair  
GO Virginia Region 3 Council

Mark J. Hourigan, Chair  
GO Virginia Region 4 Council



## Board Policy #8

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**TITLE:** Use of GO Virginia Funds for Investments in Broadband

**EFFECTIVE DATE:** 12/10/2019

**AUTHORITY:** § 2.2-2486 - §2.2-2489 of the Code of Virginia

**POLICY STATEMENT:** It is the policy of the Virginia Growth and Opportunity Board that per capita and competitive funds may be used for projects supporting regional broadband planning efforts focused on private sector service provisions as localities prepare to use taxpayer dollars to incentivize private sector broadband infrastructure build out. The Board will require a 50% match on these awards (with no local match requirement) for regional broadband planning efforts given the exceptional economic opportunity of these projects.

Further, Virginia Growth and Opportunity per capita and competitive funds may be used for middle mile broadband infrastructure projects, including but not limited to fiber and conduit, which extend telecommunications networks, in partnership with the private sector, and focus on meeting the business needs of a community. The Board will consider future applications that leverage broadband deployment with digital literacy and internet relevance programming connected to business growth and expansion opportunities. Both of these funding opportunities should meet normal match requirements for per capita and competitive grants, \$1:1 total match (with 20% or minimum \$50,000 of this match required to be local match).

It is the policy of the Virginia Growth and Opportunity Board that shall not be used for broadband projects focused on providing residential broadband service to customers (also known as “last-mile”).

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on 12/9/2019.

**SUPERSESION:** This revision includes technical amendments to Board Policy #8 approved 9/10/2019.

**DHCD DIRECTOR:** Erik Johnston