

**GOVA REGION 3  
FULL COUNCIL  
MEETING PACKET**

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**April 20, 2022**



## GO Virginia Region 3 Full Council Meeting

**Date and Time:** April 20, 2022  
 12:00 noon – 2:00 pm  
**Location:** SOVA Innovation Hub  
 715 Wilborn Avenue  
 South Boston, VA 24592

Virtual Link: <https://tinyurl.com/mr22vfpz>  
 Meeting ID: 339 011 5898  
 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	Deb Gosney
III. Public Comments	Randy Lail
a. Previously Submitted	
b. Submitted During Virtual Meeting	
IV. Declaration of Conflicts of Interest	Randy Lail
V. Approval of Meeting Minutes and Notes	Randy Lail
VI. Financial Report	Deb Gosney
VII. GO Virginia Region 3 Project Funding Matrix Report	Deb Gosney
<b>Special Appearances and Presentations</b>	
VIII. Recognition of Region 3 Council Members	Randy Lail
IX. 2020 US Census Findings for Rural Virginia – Hamilton Lombard, Estimates Program Manager, Demographics Research Group, UVA Weldon Cooper Center for Public Service	Randy Lail
X. Approved Projects Update	Bryan David
XI. Closed Session (if needed)	Randy Lail
a. Project Pipeline	
XII. 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



## AGENDA (continued)

<b>New Business</b>	
XIII. Committee Reports	
a. Nominating Committee	Tim Clark
XIV. Proposed FY2022-2023 GO Virginia Region 3 Council Budget	Deb Gosney
<b>Program Director's Report</b>	Bryan David
XV. Region 3 Growth and Diversification Plan Dashboard	
XVI. GO Virginia State Board/DHCD – Region 3 Pending Projects	
XVII. 2022 All Hands Meeting Update	
<b>Adjourn</b>	

# MINUTES

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

**REGULAR BUSINESS**

1. Call To Order

Chair Lail called the GO Virginia Region 3 virtual Full Council meeting to order on January 19, 2022 at 1:00 p.m. Chair Randy Lail welcomed everyone to the GO Virginia Region 3 Virtual ZOOM Council meeting. Due to the nature of the Declaration of a State of Emergency due to the novel Coronavirus (COVID-19) and pursuant to Code §2.2-3708.2, this meeting is being held by electronic communications, via the web platform ZOOM. The catastrophic nature of this declared emergency makes it impractical and unsafe to assemble a quorum in a single location. The virtual platform was selected to abide by the restrictions on public gatherings as stated in the Governor’s Emergency Declaration and to protect the health of citizens. The required public notice and receipt of public comments was provided as outlined in the requirements of electronic meetings. The agenda items for this meeting are considered essential to the overall operation of GO Virginia Region 3.

2. Roll Call and Confirmation of Quorum

Chair Lail declared a quorum was present virtually.

Region 3 Council Members

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

Region 3 Staff in Attendance

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

Guests in Attendance

<b>Name</b>	<b>Organization</b>
Sheri McGuire	Longwood College
Toni Clark	Virginia College Fund
David Denny	VGA
Tad Deriso	MBC
Jordan Miles	Supervisor Buckingham Co. & Project Review Comm. Chairman

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:

<b>Name</b>	<b>Organization(s)</b>
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

5. Approval of Minutes

Chair Lail noted that the minutes of the October 20, 2021 Full Council meeting were received via email prior to the meeting and included in the meeting packet. Melody Foster made a motion that the minutes from the October 20, 2021 Full Council meeting be approved as presented; the motion was seconded by Jeremy Satterfield and a roll call vote resulted in:

Member	Vote	Member	Vote	Member	Vote	Member	Vote
Robert Bates		Tim Hall	Yes	James McClain		Karl N. Stauber	Yes
Scott Burnette	Yes	Keith Harkins	Yes	John Parkinson		Sherry Swinson	Yes
Timothy Clark	Yes	Rhonda Hodges	Yes	Jeff Reed	Yes	Lauren Willis	Yes
Melody Foster	Yes	Randolph Lail	Yes	Alfreda Reynolds			
Amy Griffin	Yes	Charles Majors	Yes	Jeremy Satterfield	Yes		

6. Financial Reports

Deborah Gosney reviewed the Financial Reports that were included in the meeting packet for period December 1, 2021 to December 31, 2021. Charlie Majors made a motion that the Financial Reports for period ending December 31, 2021 be approved as presented; the motion was seconded by Scott Burnette and a roll call vote resulted in:

Member	Vote	Member	Vote	Member	Vote	Member	Vote
Robert Bates		Tim Hall	Yes	James McClain		Karl N. Stauber	Yes
Scott Burnette	Yes	Keith Harkins	Yes	John Parkinson		Sherry Swinson	Yes
Timothy Clark	Yes	Rhonda Hodges	Yes	Jeff Reed	Yes	Lauren Willis	Yes
Melody Foster	Yes	Randolph Lail	Yes	Alfreda Reynolds	Yes		
Amy Griffin	Yes	Charles Majors	Yes	Jeremy Satterfield	Yes		

7. GO Virginia Region 3 Project Funding Matrix Report

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

❖ **Scott Burnette apologized but had to leave meeting.**

**SPECIAL APPEARANCES & PRESENTATIONS**

8. 2020 US Census Findings for Rural Virginia – Hamilton Lombard, Demographer, Demo0graphics Research Group, UVA Weldon

The presenter had a family emergency and was not able to attend. The presentation has been rescheduled for the April 2022 meeting.

**OLD BUSINESS**

9. Go Virginia Region 3 Growth & Diversification (G&D) Plan Adoption of 2021 Update

Liz Povar and Nancy Pool presented an update on the G&D Plan. Karl Stauber made a motion that the G&D Plan be approved as presented; the motion was seconded by Melody Foster and a roll call vote resulted in:

Member	Vote	Member	Vote	Member	Vote	Member	Vote
Robert Bates		Tim Hall	Yes	James McClain		Karl N. Stauber	Yes
Scott Burnette		Keith Harkins	Yes	John Parkinson		Sherry Swinson	Yes
Timothy Clark	Yes	Rhonda Hodges	Yes	Jeff Reed	Yes	Lauren Willis	Yes
Melody Foster	Yes	Randolph Lail	Yes	Alfreda Reynolds	Yes		
Amy Griffin	Yes	Charles Majors	Yes	Jeremy Satterfield	Yes		

10. Approved Projects Updates

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

**NEW BUSINESS**

11. Committee Reports

1. Mid-Atlantic Broadband Communities Corporation: Middle Mile Fiber Expansion Project. Jeff Reed made a motion to approve the Fiber Expansion Project as submitted; Melody Foster seconded the motion and a roll call vote resulted in:

Member	Vote	Member	Vote	Member	Vote	Member	Vote
Robert Bates		Tim Hall	Yes	James McClain		Karl Stauber	Yes
Scott Burnette		Keith Harkins	Yes	John Parkinson		Sherry Swinson	Yes
Timothy Clark	Yes	Rhonda Hodges	Yes	Jeff Reed	Yes	Lauren Willis	Yes
Melody Foster	Yes	Randolph Lail	Abstain	Alfreda Reynolds	Yes		
Amy Griffin	Yes	Charles Majors	Abstain	Jeremy Satterfield	Yes		

2. Virginia’s Growth Alliance: Refresh/Restart – A Strategy for Regional Economic Development in Southern Virginia. Jeff Reed made a motion to approve the Virginia’s Growth Alliance: Refresh/Restart project as submitted; Lauren Willis seconded the motion and a roll call vote resulted in:

Member	Vote	Member	Vote	Member	Vote	Member	Vote
Robert Bates		Tim Hall	Yes	James McClain		Karl Stauber	Yes
Scott Burnette		Keith Harkins	Yes	John Parkinson		Sherry Swinson	Yes
Timothy Clark	Yes	Rhonda Hodges	Yes	Jeff Reed	Yes	Lauren Willis	Yes
Melody Foster	Yes	Randolph Lail	Yes	Alfreda Reynolds	Abstain		
Amy Griffin	Yes	Charles Majors	Yes	Jeremy Satterfield	Yes		

3. The Virginia College Fund: The Gupton Initiative - Keith Harkins made a motion to approve the Virginia College Fund: The Gupton Initiative project as submitted; Karl Stauber seconded the motion and a roll call vote resulted in:

Member	Vote	Member	Vote	Member	Vote	Member	Vote
Robert Bates		Tim Hall	Yes	James McClain		Karl Stauber	Yes
Scott Burnette		Keith Harkins	Yes	John Parkinson		Sherry Swinson	Yes
Timothy Clark	Yes	Rhonda Hodges	Yes	Jeff Reed	Yes	Lauren Willis	Yes
Melody Foster	Yes	Randolph Lail	Yes	Alfreda Reynolds	Yes		
Amy Griffin	Yes	Charles Majors	Abstain	Jeremy Satterfield	Yes		

12. Seed Innovation Hub and Controlled Environment Agriculture Strategy and Roadmap – Presented by Bryan David, no vote needed.

13. 2022 GO Virginia Region 3 All-Hands Meeting - Presented by Bryan David, no vote needed.

14. GO Virginia State Board Input Session - Presented by Bryan David, no vote needed.

15. Governor Youngkin – GO Virginia Region 3 Letter - Presented by Bryan David, no vote needed.



16. Go Virginia Region 3 Council 2022 Master Calendar - Presented by Bryan David, no vote needed.

**OTHER BUSINESS**

None

**ADJOURN**

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

These minutes were approved on [REDACTED].

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

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Ernest "Randy" Lail  
Chair

DRAFT

# FINANCIAL REPORT

## FY21 GO VIRGINIA OPERATING FUNDS

GO Virginia Region 3

Report Period: March 1, 2022 to March 31, 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 to be submitted in Remittance 13	Total Expenses To Date	FY21 Available Funds
<b>Program Operations</b>									
Rent Expense	\$ 5,415.00	\$ -	\$ -	\$ -	\$ 5,415.00	\$ 5,415.00	\$ -	\$ 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	7,975.00	-	7,975.00	-
SPDC Contract Staff - Riverlink	9,000.00	-	-	1,871.25	10,871.25	10,871.25	-	10,871.25	-
Marketing - Letterpress	31,900.00	-	7,000.00	-	38,900.00	36,420.00	2,480.00	38,900.00	-
Meetings and Facilitation	1,500.00	-	-	422.47	1,922.47	1,922.47	-	1,922.47	-
SPDC Staff Salaries	80,000.00	(12,700.00)	(8,000.00)	(1,893.70)	57,406.30	52,058.14	5,348.16	57,406.30	-
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>217,356.84</b>	<b>7,828.16</b>	<b>225,185.00</b>	<b>-</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>\$ 242,171.84</b>	<b>\$ 7,828.16</b>	<b>\$ 250,000.00</b>	<b>\$ -</b>

**The Checking Account is comprised of:**

\$47,039.72	Local Funds - Unexpended (Martinsville/Henry County)
<u>264.70</u>	Interest
<b>\$47,304.42</b>	<b>Checkbook Balance</b>
(7,828.16)	Checks to be Submitted in Remittance 13 - FY21 Funding
<u>(900.00)</u>	Checks to be Submitted in Remittance 1 - FY22 Funding
<b>\$38,576.26</b>	

Checks to be Submitted in Remittance 13 and Final - FY21 Funding	
9790 - Letterpress Comm. - Feb 2022	\$ 1,850.00
9791 - SPDC - Feb 2022	\$ 2,885.91
9792 - Letterpress Comm. - March 2022	\$ 630.00
9793 - SPDC - March 2022	\$ 2,462.25
<b>Total Checks to be Submitted in Rem 13 and Final</b>	<b>\$ 7,828.16</b>

Checks to be Submitted in Remittance 1 - FY22 Funding	
9788 - The Riverlink Group - February 2022	\$ 750.00
9789 - Nancy Pool - February 2022	\$ 150.00
<b>Total Checks to be Submitted in Remittane 1 - FY22 Funding</b>	<b>\$ 900.00</b>

**GO VIRGINIA REGION 3 OPERATING FUNDS**  
**FY21 PROFIT and LOSS**  
**March 1, 2021 - March 31, 2022**

	<u>LOCAL FUNDS</u>	<u>STATE FUNDS</u>	<u>TOTAL</u>
<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	-	38,900.00	38,900.00
Rent Expense	-	5,415.00	5,415.00
Supplies	-	295.02	295.02
Audit	-	1,200.00	1,200.00
Salaries - SPDC	-	57,406.30	57,406.30
Contract Services	-	120,046.21	120,046.21
<b>Total Program Operations</b>	<b>-</b>	<b>225,185.00</b>	<b>225,185.00</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>250,000.00</b>	<b>250,000.00</b>
<b>NET ORDINARY INCOME</b>	<b>47,039.72</b>	<b>-</b>	<b>47,039.72</b>
<b>Other Income</b>			
Interest	264.70	-	264.70
<b>Total Other Income</b>	<b>264.70</b>	<b>-</b>	<b>264.70</b>
<b>NET INCOME</b>	<b>\$ 47,304.42</b>	<b>\$ -</b>	<b>\$ 47,304.42</b>

\* Income is Accrual/Expenses are Cash.

## GO-TEC 2B

GO Virginia Region 3

Report Period: March 1, 2022 to March 31, 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
Project Monitoring/Reporting	\$ 16,554.36	\$ 786.06	\$ -	\$ 786.06	\$ 15,768.30
Administration	\$ 248,315.35	\$ 173,750.89	\$ -	\$ 173,750.89	\$ 74,564.46
Equipment	\$ 2,430,751.29	\$ 1,809,305.43	\$ -	\$ 1,809,305.43	\$ 621,445.86
Salaries	\$ 791,120.00	\$ 467,704.94	\$ -	\$ 467,704.94	\$ 323,415.06
Travel	\$ 89,000.00	\$ 39,667.84	\$ -	\$ 39,667.84	\$ 49,332.16
<b>Totals</b>	<b>\$ 3,575,741.00</b>	<b>\$ 2,491,215.16</b>	<b>\$ -</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>\$ 2,625,918.79</b>	<b>\$ -</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. The Region 3 Executive Committee approved the amendment for Carroll County at its meeting on Wednesday, March 16th. The Executive Committee has the authority to act on behalf of the Region 3 Council. An Amendment to the MOU with Carroll County Public Schools was executed 3/22/2022.

## REGION 3 BRIDGE TO RECOVERY

**GO Virginia Region 3**

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



### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown #2 *	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 25,000.00	\$ 2,252.04		\$ 2,252.04	\$ 22,747.96
Administration	\$ 160,000.00	\$ 8,565.20		\$ 8,565.20	\$ 151,434.80
Construction	\$ -	\$ -		\$ -	\$ -
Contract Services	\$ 400,000.00	\$ 1,743.00		\$ 1,743.00	\$ 398,257.00
Fringe Benefits	\$ 10,313.00	\$ 9,264.20	\$ -	\$ 9,264.20	\$ 1,048.80
Salaries	\$ 34,375.00	\$ 12,339.03		\$ 12,339.03	\$ 22,035.97
Other: Collaborative Support	\$ 69,957.00	\$ 12,500.00		\$ 12,500.00	\$ 57,457.00
Other: Subscriptions	\$ 61,683.00	\$ 17,141.03		\$ 17,141.03	\$ 44,541.97
Other: Website Updates	\$ 8,000.00	\$ 1,125.00	\$ -	\$ 1,125.00	\$ 6,875.00
Other: Training and Marketing Program	\$ 5,672.00	\$ -	\$ -	\$ -	\$ 5,672.00
Other: E-Commerce Assistance	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00
Other: Marketing	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00
Other: Finance Costs for Cash Flows	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Upgrade Costs for Shop Local	\$ -	\$ -	\$ -	\$ -	\$ -
Other: PPE Tool Kits	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Meeting Expense (Sites/Virtual)	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Finance and Procurement Admin	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Business Services Match Funds	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Totals</b>	<b>\$ 925,000.00</b>	<b>\$ 64,929.50</b>	<b>\$ -</b>	<b>\$ 64,929.50</b>	<b>\$ 860,070.50</b>

### MATCHING FUNDS

Budget Categories from CAMS	Committed Required Match	Previous Required Match	Current Required Match	Cumulative Required Match To Date	Additional Match	Total Project Match	Match Balance
<b>Totals</b>	<b>\$ 1,211,500.00</b>	<b>\$ 115,440.80</b>	<b>\$ 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 had to be redone. It will be resubmitted end of April

## MBC Middle Mile Project

GO Virginia Region 3

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

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

Status: Design is 20% complete. MBC recently submitted an ARPA-EAA grant to EDA for installation of 69 miles of broadband

## Entrepreneurship and Innovation Implementation (R3EI) Project

GO Virginia Region 3

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

GO VIRGINIA



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

### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown #2	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

4/11/22: This Project will be presented at several upcoming conferences.



## ExperienceWorks Project

GO Virginia Region 3

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

GO VIRGINIA



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

### GO VIRGINIA FUNDS

Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown #1	Total Paid After Remittance	Available Funds
Administration - SPDC	\$ 15,018.00	\$ -	\$ 745.38	\$ 745.38	\$ 14,272.62
Administration - IALR	\$ 37,082.00	\$ -	\$ 589.04	\$ 589.04	\$ 36,492.96
Contract Services	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00
Fringe Benefits	\$ 21,000.00	\$ -	\$ 1,738.04	\$ 1,738.04	\$ 19,261.96
Salaries	\$ 60,000.00	\$ -	\$ 5,624.96	\$ 5,624.96	\$ 54,375.04
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>\$ 8,697.42</b>	<b>\$ 8,697.42</b>	<b>\$ 506,930.58</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>\$ 8,129.70</b>	<b>\$ 8,129.70</b>	<b>\$ -</b>	<b>\$ 8,129.70</b>	<b>\$ 249,684.30</b>

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

4/12/22: DD#2 will be submitted after the Summer internships have been completed.

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

GO Virginia Region 3

Report Period: March 1, 2022 to March 31, 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:** April 12th, 2022

**TO:** GO Virginia Region 3 Council

**FROM:** Randy Lail, Chair

**RE: Recognition of Region 3 Council Members**

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At the April 20<sup>th</sup> meeting, the Region 3 Council will formally recognize and thank Karl Stauber and Roger Scott for their able assistance and support with the council's work since 2017.

Karl will be relocating to North Carolina this summer, and Roger relocated to Chesterfield County in late 2021.

**RECOMMENDATION:**

For the Region 3 Council's information.





**DATE:** April 12th, 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 to the right of the 'FROM:' line.

**RE: 2020 US Census Findings for Rural Virginia – Hamilton Lombard, Estimates Program Manager, Demographics Research Group, UVA Weldon Cooper Center for Public Service**

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Several Region 3 Council members noted a column in a December edition of Cardinal News by the Executive Editor, Dwayne Yancey, about a presentation made by Hamilton Lombard at the Governor's 2021 Rural Summit hosted by Longwood University.

Mr. Lombard is the Estimates Program Manager for the Demographics Research Group at UVA's Weldon Cooper Center for Public Service. I have made arrangements for him to join us at the April 20<sup>th</sup> meeting to share his findings from the 2020 Census.

Attached is a copy of the Cardinal News column to give better context and background to the issues raised.

**RECOMMENDATION:**

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





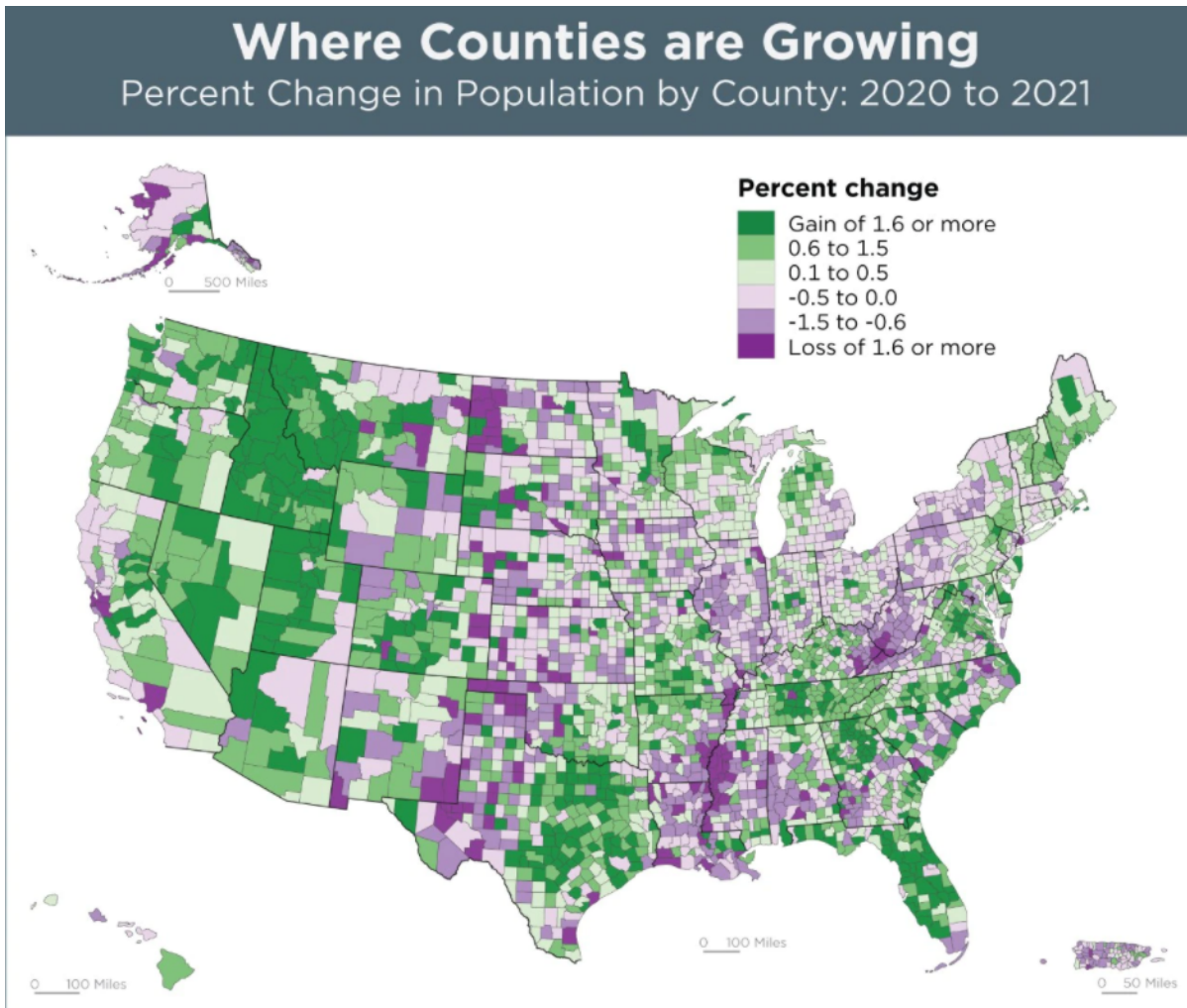
OPINION

# Census Bureau suggests we may be seeing a Zoom migration, after all

*New census estimates show many localities across rural Virginia have seen more people move in than move out during the pandemic.*



by **Dwayne Yancey**  
March 28, 2022



The latest Census Bureau population estimates. Courtesy of the Census Bureau.

A press release from the U.S. Census Bureau last week generated a lot of attention – and news stories – around the country.

“Over two-thirds of the nation’s counties had a natural decrease in 2021,” [the release was headlined](#).

“Natural decrease” is the polite term demographers use for saying that deaths outnumbered births.

Rural areas have been experiencing this “natural decrease” for quite some time. We don’t have to look far to see this. Across Southwest and Southside Virginia, we have lots of localities where young adults move out, the remaining population ages and between those two trends, nature takes its inevitable course: Deaths outnumber births. The only way to overcome that is to have new people move in, but we don’t see enough of that happening – so that’s why in [the 2020 census](#) we saw so many localities lose population. In Southwest Virginia, every locality west of Montgomery County lost population. Across Southside, every locality on the North Carolina line except for those in or near Hampton Roads lost population. So did lots of others.

What’s new here in this census report is that this trend of deaths outnumbering births has *accelerated*. The Census Bureau attributes this to two things: higher death rates due to the COVID-19 pandemic and a lower birth rate, possibly due to the pandemic, possibly due to other things. (Birth rates have been going down for years but they’ve fallen more sharply during the pandemic.) So what we have here is the unhappy trend line going up, the happy one going down. The result: In 2021, the Census Bureau found that 73% of counties saw a natural decrease – a record number, and a sharp increase, at that. That figure is up from 55.5% in 2020 and 45.5% in 2019. (For statistical purposes, the Census Bureau counts Virginia’s cities as counties.)

This is an astonishing figure, one with deep implications. Demography is destiny, they say. Demography is also the economy. It sets the template for school enrollments and labor pools. Gov. Glenn Youngkin is currently unhappy because community college enrollments are going down and there are jobs going unfilled. He’s right to be concerned about both things but ultimately the problem there isn’t policy, it’s demographics. The number of college-age students is shrinking because birth rates two decades or so ago were lower than they were before. You can’t enroll people who weren’t born. (I discussed this in more detail [in an earlier column](#).) The import of this Census Bureau report is that this problem is getting worse, not better. (I’ll have more to say about this in a future column, so that’s a modest incentive to keep coming back.)

However, there's more to this report than simply that one trend. There's a second trend buried in the numbers, and it's more hopeful for rural areas: Most of America's counties – 65% – saw an *increase* in net migration. That's another demographic term, for more people moving in than moving out.

Let's try to put this in plain language: Most counties (73%) saw more people die than were born. But most counties (65%) also saw more people moving in than moving out. Those are two diametrically opposed trends. How do they balance out? Of particular interest to us, how do they balance out in Southwest and Southside?

Here's where things get interesting.

The census report shows that all but two localities west of Montgomery County continued to lose population, so that's a modest change. The two localities that moved from the minus column to the plus column were Radford and Grayson County. That's not much consolation to all the other localities but both of these examples are instructive, especially Grayson. Grayson was one of those localities that saw the number of deaths over births accelerate. In 2019, the county had 84 more deaths than births. In 2021, it saw 133 more deaths than births. But Grayson saw an influx of new residents that more than made up for that. In 2019, Grayson had two more people move in than move out. In 2021, that figure swelled to 190. That's quite a change. Now, Hamilton Lombard, a demographer with the Weldon Cooper Center for Public Service at the University Virginia, cautions that we shouldn't put too much stock on one-year numbers (even if the Census Bureau was excited enough to put out a press release). Still, these numbers in Grayson match exactly what county administrator Bill Shepley [told me in an interview](#) last September. Thanks to the pandemic, "We've gotten a tremendous amount of calls from people who want to build homes in Grayson," he said then.

I've been skeptical of a Zoom-era mass migration to rural areas – partly because [the data on Zoom-era migrations has shown](#) more interest in people moving from cities to suburbs than from either to rural area – but that doesn't mean there's no migration to rural areas whatsoever. For one thing, there's clearly a trend of people moving out of the biggest cities. New York saw its population fall 6.9% in just one year, according the Census Bureau. San Francisco, 6.7%. That are pretty jaw-dropping declines. Those people are obviously going *somewhere*. So where? The census saw the usual gains in Sunbelt locations; that's hardly a new trend. (Dallas added more people than anywhere else, followed by Phoenix, Houston and Austin, in that order). However, we also see some interesting, though smaller, spikes in other places. For instance, in Grayson County, the first (and we hope) last full year of the pandemic shows a migration from somewhere. The real question isn't so much where those people are coming from (that's interesting but not necessarily important) but how extensive

that is migration is (that's both interesting and important). For Grayson, it was extensive enough to turn a population-losing county to a population-gaining county, at least for one year.

We see something similar in Radford. There, births outnumber deaths – a rarity – but the gap is closing. In 2021, Radford saw just seven more births than deaths. But it saw the net in-migration soar from 91 to 404. I'm always cautious of data around college towns because I'm never quite sure how much college students are skewing the numbers, no matter what the Census Bureau says. (For what it's worth, the demographer Lombard, upon whom I rely, cautions the same thing.) So I wouldn't get excited about Radford alone, but Radford in the context of Grayson County starts to look different.

Now let's look east of the Blue Ridge. Here we see seven more localities that lost population in the 2020 census appear to gain population in these 2021 estimates: Amherst County, Brunswick County, Dinwiddie County, Franklin County, Martinsville, Patrick County and Prince Edward County.

That's pretty exciting, right? Actually, what's more exciting – potentially – are the numbers moving around beneath the surface. While we're seeing the gap between deaths over births widen in most places, we're also seeing in-migration start to outnumber out-migration in many rural areas – which is helping to put some localities into the plus column for population growth but also slow the population loss in many others.

So, yes, in many localities in rural Virginia, we now have more people moving in than moving out – the only reason this trend doesn't show up in the overall population tallies is that these numbers are outnumbered by all those deaths. Still, this is a change and we should always pay attention to changes. Have we really seen the pandemic cause some people to make some fundamentally different choices about where they want to live and work? After all, the [same Pew Research Center study](#) that showed the pandemic hadn't prompted more people to be interested in moving to rural areas still showed a lot more people interested in moving to rural areas than actually live there. That means we don't need to persuade anyone to change their preference from city to country – we just need to persuade those who live in cities but prefer to live in the country that they really can move here and make a living. Thank you, Zoom. Thank you, rural broadband (for places that do have rural broadband).

Again, as Lombard rightfully cautions, we shouldn't put too much stock into one-year numbers. These things can bounce up and down like the stock market. Maybe this is just a one-year blip. But if this turns out to be a longer-term trend, this could be a very big deal indeed.

For now these trends of more people moving in than moving out are mostly everywhere except far Southwest Virginia. That part of Virginia still generally sees more people moving out than moving in, although four counties there – Lee, Scott, Smyth and Washington counties – are happy exceptions. In this part of Virginia, we see the most pronounced trends in favor of increased net in-migration around the Roanoke Valley and the counties along the Blue Ridge Mountains, with some smaller numbers across Southside.

Let's look at just a few localities to show how this is playing out.

In Botetourt County, we saw 198 more people move in than move out in 2019. In 2021, that figure swelled to 499.

In Bedford County, net in-migration went from 289 to 1,042.

In Franklin County, net in-migration went from 95 to 776.

In Amherst County, net in-migration went from dead even to plus-159 in 2021.

In Campbell County, we saw 185 more people move out than in during 2019. In 2021, that trend reversed and we saw 34 more people move in than out.

Now, all those counties are within commuting range of one or both of our biggest metros, Roanoke and Lynchburg.

So let's look further out.

In Floyd County, net in-migration went from 15 in 2019 to 126 in 2021.

In Patrick County, net in-migration went from 37 to 266.

And then there's the Grayson County example we looked at before.

As Bob Dylan once sang, "something is happening here ..." except this time we do think we know what it is.

Let's look now at those four exceptions in Southwest Virginia.

Lee County: In 2019, 95 more people moved out than moved in. In 2021, that reversed, with 140 more people moving in than moving out.

Scott County: Net in-migration went from 23 in 2019 to 116 in 2021.

Washington County: Another reversal. In 2019, Washington County saw 71 more people move out than in. In 2021, it saw 232 more people move in than out.

Smyth County: Still another reversal. In 2019, Smyth saw 147 more people move out than in. In 2021, that turned into 73 more people moving in than out.

We'll come back to the counties in Southwest that aren't seeing these trends but for now let's look across Southside. The numbers get smaller the further we get away from the Blue Ridge, but there is still movement.

Appomattox County: Net in-migration went from 24 in 2019 to 212 in 2021.

Prince Edward County: In 2019, 96 more people moved out than in. In 2021, that reversed with 96 more moving in than out.

Pittsylvania County: In 2019, 269 more people moved out than in. In 2021, that reversed and 76 more people moved in than out.

Danville: In 2019, 410 more people moved out than in. In 2021, that reversed and 92 more people moved in than out. (I don't claim to be Nostradamus but I did predict [in an earlier column](#) that Danville would soon start seeing population increase. It's not there yet because of that deaths/births ratio, but the fundamentals that will make this happen seem to be in place.)

Halifax County: A net loss of 115 in 2019 turned into a net gain of 67 in 2021.

Mecklenburg County: In 2019, 136 more people moved in than out. In 2021, that rose to 236.

Lunenburg County: Net in-migration rose from 17 to 84.

Charlotte County: A net loss of 25 turned into a net gain of 19 in 2021.

Nottoway County: A net loss of 114 in 2019 turned into a net gain of 18 in 2021..

You get the idea. There are some places that have been immune to this trend. Carroll County and Roanoke County actually saw net in-migration drop. Giles County and Roanoke saw net out-migration grow. Bristol and Lynchburg saw net in-migration turn into net out-migration. Maybe those mean something. Or maybe they're all just examples of why we shouldn't hang too much on one year's worth of data.

By now you may be cross-eyed from all these numbers (I sure am), so let's shift to the big question: What does all this mean? First of all, it might not mean anything. I feel compelled to issue that caveat yet again. But if it does mean something, then we're on the verge of seeing some rural localities slow their rate of population decline – and others reverse it altogether. Here's something the census map doesn't show: There are some localities that showed such an increase in in-migration that they came close to gaining population – which suggests that if trends continue, they might actually gain in future years.

For instance, in this estimate, Pulaski County saw its population drop by just one, Lunenburg County by just four.

These numbers ought to be greeted with cautious enthusiasm, and perhaps some policy discussions. There's very little we can do directly to change the imbalance of deaths outnumbering births. We obviously can't change the number of deaths at all. Deaths will happen and, as the baby boomer generation ages and shuffles off the mortal coil, those numbers are going to be staggering. We can change the ratio – if and only if there are more births. That depends on a lot of factors, most of them beyond our control. But if there's a net in-migration, that might bring more young adults who might, umm, you know, reproduce. From a policy standpoint, the one thing that localities can do is to do whatever they need to do to encourage that in-migration – any ages will do but the younger these newcomers are, the better. (Here's what I need to make my obligatory observation that having schools that are literally falling apart is not going to help attract parents or future parents. If the state wants to encourage this flicker of an encouraging demographic trend, it would pony up money for school construction and modernization.)

So, for all of you who saw a news story with the headline about how two-thirds of counties have seen more people die than born – that was absolutely correct. But there's also a lot more to that story, and not all of it is grim.





## DWAYNE YANCEY

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Yancey is editor of Cardinal News. His opinions are his own. You can reach him at [dwayne@cardinalnews.org](mailto:dwayne@cardinalnews.org). [More by Dwayne Yancey](#)

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**APPROVED PROJECT UPDATE**



**DATE:** April 13, 2022

**TO:** GO Virginia Region 3 Council

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

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

**RE: Approved Projects Update**

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For your review, updated progress reports for the following approved projects will be sent under separate cover before the January 19<sup>th</sup> meeting:

- Bridge to Recovery
- GO TEC\_ExperienceWorks
- 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

**RECOMMENDATION:**

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





**DATE:** April 13, 2022

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

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

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

**RE: Project Pipeline Report**

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The updated Project Pipeline Report will be provided under separate cover before the April 20<sup>th</sup> meeting.

**RECOMMENDATION:**

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

**NEW BUSINESS**



**DATE:** April 13th, 2021

**TO:** GO Virginia Region 3 Council

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

**RE: Region 3 Council Appointments**

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The April meeting represents the annual meeting of the GO Virginia Region Council, and it is the meeting where the Council members elect the Chair and Vice-Chair for the coming year. The Chair and Vice Chair-elects will formally assume their roles and responsibilities effective July 21<sup>st</sup>. Currently, Randy Lail serves as Chair, and Tim Clark serves as Vice-Chair.

At the Region 3 Council meeting in April 2021, the Nominating Committee for 2021-2022 (T. Clark, C. Majors, B. Timmons, N. Young) recommended that Randy Lail continue as Chair and Tim Clark serve as Vice-Chair for 2021-2022. This Nominating Committee further recommended that Tim Clark become Chair and Randy Lail become Vice-Chair for 2022-2023. The Nominating Committee agreed that an announced succession plan for the council's leadership would best serve the Region 3 Council. The Region 3 Council concurred with this recommendation.

I have contacted Tim Clark and Randy Lail, and each has confirmed their agreement to continue with the succession plan and serve as Chair and Vice-Chair, respectively, for 2022-2023. Further, I revisited this recommended succession plan with Sherry Swinson and Scott Burnette, who currently serve on the 2021-2022 Nominating Committee.

Another matter from the Nominating Committee to the Region 3 Council for action at its upcoming meeting on April 20<sup>th</sup> will be to formally nominate Alfreda Reynolds to serve on the Entrepreneurship and Innovation Committee. Ms. Reynolds has agreed to serve on the committee and replaces Roger Scott, who resigned from the Region 3 Council in late 2021.

Looking to the Region 3 Council's meeting on July 20<sup>th</sup>, the Nominating Committee (T. Clark (Chair), S. Burnette, and S. Swinson) will bring recommendations to the Region 3 Council for individuals to serve the unexpired terms of Roger Scott and Karl Stauber. The Nominating Committee will also bring forward recommended committee assignments for the 2022-2023 year.

**RECOMMENDATION:**

Approve the appointment of Tim Clark as Chair and Randy Lail as Vice-Chair of the Region 3 Council for 2022-2023, and Alfreda Reynolds to the Entrepreneurship and Innovation Committee.





**DATE:** April 13th, 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: Proposed FY2022-2023 GO Virginia Region 3 Council Budget**

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A proposed FY2022-2023 GO Virginia 3 Council budget has been prepared for review and approval. This budget reflects the anticipated revenue from the Department of Housing and Community Development and expected operational expenditures for the coming fiscal year. This year's budget is consistent with the past fiscal years' revenues and expenditures as with past years. Attached is a copy of the proposed budget for your review.




Deborah Gosney and I will be prepared to represent this matter at the Region 3 Council's April 20<sup>th</sup> meeting.

**RECOMMENDATION:**

Adopt the proposed FY2022-2023 GO Virginia Region 3 Council Operating Budget effective July 1st, 2022.



ATTACHMENT 1: FY23 Capacity Building Funds Budget

<b>Date:</b>		<b>Region:</b> 3		  
<b>Agency Name:</b>				
Department of Housing & Community Development				
<b>Agency Address:</b>				
600 East Main Street				
Suite 300				
Richmond, VA 23219				
<b>Budget Period:</b>		<b>Through:</b>		
From: 07/01/22		6/30/2023		
<b>Budget Item</b>		<b>Amount</b>		
<b>A Administration</b>				
Salaries (Fringe if applicable)		\$80,000.00	Southside PDC serves as the Region 3 Support Organization/Fiscal Agent and is responsible for managing the daily operational activities. An MOU is executed each year between Southside PDC and GO VA Region 3 Council that details the various administrative responsibilities needed to effectively manage GO VA Region 3.	
Contract Services		\$101,200.00	Program Director - A contract is in place with UVA Weldon Cooper Center which directs the duties and responsibilities of the Region 3 Program Director. An average of 35 hours per week are dedicated to Region 3 duties which include building the project pipeline, overall strategic visioning, developing new partnerships, and a plan for sustainability.	
Contract Services		\$9,000.00	Staff Support - A contract is in place with Riverlink Group to provide support services in 1) Entrepreneurship & Innovation Strategy, 2) Project Pipeline Developments, and 3) Special Projects and Technical Services. The contract terms are \$750 per month for an average of 15 hours per month.	
Contract Services		\$7,200.00	Staff Support - A contract is in place with Nancy Pool that defines the various support services provided to PDC Staff and the Program Director on an as needed basis. It is projected that \$600 per month will be expended for these services.	
Marketing, Outreach, and Websites		\$31,900.00	Contract Services - The contract with Letterpress specifies that communication services will be billed at \$2,500 per month, and an additional \$1,900 for routine website updates.	
Rent		\$5,415.00	The SOVA Innovation Hub leases office space to house the Program Director. The current lease arrangement is \$451.25 per month.	
Meetings and Workshops		\$9,500.00	Monthly Meetings - Projected costs to be incurred for monthly meetings @\$1,500 and All-Hands Meeting @ \$8,000	
Supplies & Equipment		\$500.00	Projected costs to be incurred for the purchase of needed supplies and equipment.	
Audit		\$1,170.00	Southside PDC as Region 3 Fiscal Agent is responsible for contracting an auditor to perform an audit of the GO VA financials. Last year's audit fee was \$1,170.	
<b>Total Administration Budget:</b>		\$245,885.00		
<b>B Planning Services:</b>				
Technical Assistance		\$4,115.00	Projected costs that may be incurred for various technical assistance activities and/or other contracted services needed to support and effectively operate GO VA Region 3.	
<b>Total Planning Services Budget:</b>		\$4,115.00		
<b>TOTAL Expense Budget:</b>		\$ 250,000.00		

# Program Director's Report



**DATE:** April 13th, 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 Growth and Diversification Plan Dashboard**

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Following the adoption of the 2021 Region Growth and Diversification Plan update, the Region 3 Council discussed the development of a dashboard to monitor the progress made toward accomplishing the plan's priorities. The intent was to keep the plan "evergreen" for the Council and Executive Committee by creating a vehicle to reference at each's meetings.

Liz Povar, with input from her Region 3 colleagues, has developed a dashboard which is attached for your review and comment. She will be prepared to represent this matter at the Region 3 Council's April 20<sup>th</sup> meeting.

**RECOMMENDATION:**

For the Region 3 Council's discussion and guidance.

GO Virginia Region 3				
Goal	Objective	Strategy	Status	Comments
<b>SITE DEVELOPMENT</b>				
Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region	Strengthen the capacity of the eastern and northern sub-regions' economic development organizations to be active partners for GO Virginia Region 3.	Convene or support convening of local economic developers and county administrators and regional planning organizations		CRC
		Support development of strategies and plans to sustain regional approach in the subregions		VGA
Increase the number of Business-Ready Sites to Tier Ratings 3, 4 & 5	Fund development of regionally-significant sites that support priority industry clusters to move up the Virginia Business Ready Sites Program (VBRSP) tier scale to Tier 3, 4, or 5 sites.	Support sub-regional efforts to prioritize sites that align with Region 3 target sectors		SVRA
Increase the number of Business-Ready properties (sites & buildings) for business services and health care sectors	Support identification and development of sites and buildings that align with the target sectors of business services and health.	Support efforts to understand the real estate requirements for companies in the business services and health care sectors		
		Support sub-regional efforts to identify, characterize and promote properties that align with business services and health care sectors		
Increase the marketability of unique properties in the Region	Support development of at least one unique real estate asset and complete assessments for at least four buildings in downtowns for adaptive reuse.	Support efforts to identify unique real estate assets and assess for market alignment.		
		Support efforts to identify downtown properties and assess for market alignment.		
<b>TALENT EVOLUTION</b>				
Monitor and advance the implementation of GO TEC	Ensure the outcomes of GO TEC are assessed, communicated and linked to employers and economic development organizations.	Support efforts to extend the brand awareness of GO TEC within Region 3.		

Support sector-based partnerships by identifying career paths for cross-walks incorporating new and emerging target sectors	Strengthen and expand non-degree programs (e.g., certifications and credentials) that enable employment pathways into new or emerging target sectors.	Support efforts that analyze current course offerings and gaps among educational institutions with the needs of employers		Gupton Initiative project
		Assess training gaps based on employers input		
		Support efforts to promote collaborative workforce development and training solutions.		
Support apprenticeship model implementation	Pilot an Apprenticeship Consortium leveraging the ExperienceWorks platform.	Support efforts to assess employer awareness and market demand for apprenticeship.		
		Support efforts to assess benefits of, and engage if appropriate, state and federal partners		
Develop an approach to talent attraction and retention	Develop and pilot a plan of action to retain and attract talent in Region 3.	Support efforts to identify target audiences and align communication strategies to create a regional brand for talent attraction.		
		Support efforts to identify barriers to talent attraction including childcare and housing.		
		Pilot an initiative for upskilling incumbent talent		
		Invest in sustainable models that introduce career pathways at the elementary school level		

<b>ENTREPRENEURIAL ECOSYSTEM</b>	<b>Objective</b>	<b>Strategy</b>	<b>Status</b>	<b>Comments</b>
Monitor and advance the implementation of the SOVA Rise Collaborative	Ensure the outcomes of the SOVA Rise Collaborative are assessed, communicated and the organization and partners are funded through the CIT Regional Innovation Fund.	Support efforts to extend the brand awareness of the entrepreneurial assets within Region 3.		SOVA Rise
Support programmatic emphasis on agribusiness and health care sectors	Invest in growth of the agribusiness and health sectors through market development, site development or talent development.	Convene and connect agribusiness stakeholders to identify barriers and opportunities		
		Convene and connect health care stakeholders to identify barriers and opportunities		SOVA Health Partnership
Identify and support efforts to grow emerging business sectors	Assess and support the growth of new business sectors identified through program participants and business formation data.	Create an emerging business workgroup to Identify and analyze the development of emerging sectors that leverage existing capacities in Region 3 in talent, sites, and new business formation.		
Sustain the designation of “significant” and increase the designation of “moderate” and “limited” in the entrepreneurial hubs within Region 3.	Identify barriers and build organizational capacity to improve outcomes in the entrepreneurial hubs by sub-region ( measured by patents, venture capital, SBIR, SBA loans, new business formation)	Support efforts to ensure access to capital is aligned with various stages of entrepreneurial development from pre-seed to later stage.		SOVA Rise
		Support efforts to ensure access to program resources is available across the Region.		SOVA Rise
<b>LEADERSHIP</b>	<b>Objective</b>	<b>Strategy</b>	<b>Status</b>	<b>Comments</b>
Anticipate the future	Identify and share resources to inform Council leadership about trends impacting Region 3 enabling Council to adapt its strategies as needed.	Look for opportunities to engage with other Regions for investment opportunities.		GO TEC; VGA; Gupton
		Conduct a retreat/advance to hear from experts in rural economic development.		
		Monitor changes in state programs and leadership that may impact the economy of Region 3.		

Ensure strong and sustained leadership for the Council and the Region	Identify a Council sustainability model that creates a bench of emerging leaders and funding models to support its operations	Proactively identify and engage citizen leaders to serve on Council committees and initiatives.		
		Proactively champion stable funding support from state, regional and private sources.		
		Assess the creation of a leadership academy		
Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region	Strengthen the capacity of the eastern and northern sub-regions' economic development organizations to be active partners for GO Virginia Region 3.	Convene or support convening of local economic developers and county administrators and regional planning organizations		
		Support development of strategies and plans to sustain regional approach in the subregions		VGA
Build regional coalitions of strategic partners	Convene and report outcomes regularly to Council of meaningful cross-region conversations with at least five stakeholder audiences to develop a depth of partners for project support.	Convene and connect leaders of Chambers of Commerce, economic developers, Chief Administrative Officers and Chief elected officials, School Superintendents, and Young Leaders, both with their peers as well as across operational roles		
Continue to build a multi-faceted communication strategy to reach diverse audiences	Increase the diversity and number of audiences within and outside the geography.	Ensure the positive outcomes of Region 3's investments are visible..		
		Build awareness of new leaders to support the goals of Region 3		







**DATE:** April 13th, 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: GO Virginia State Board/DHCD – Region 3 Pending Projects**

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Since the Region 3 Council's meeting on January 19<sup>th</sup>, several projects have moved forward to the Virginia Department of Housing and Community Development's GO Virginia staff and State for review approval. The following are those projects and their current status:

- Mid-Atlantic Broadband Communities Corp. – Middle Mile Expansion Project – The GO Virginia State Board approved the project at a special meeting on March 10<sup>th</sup> and granted a waiver from the local match requirement as requested by GO VA Regions 3 and 4. A companion grant application is pending with the US Economic Development Administration.

Attached is summary information for the project.

- Virginia Growth Alliance's Refresh/Restart Project – The Department of Housing and Community Development GO Virginia staff administratively approved this project on April 11<sup>th</sup>. Attached is a summary of the project.
- The Virginia College Fund's Gupton Initiative – The Department of Housing and Community Development (DHCD) GO Virginia staff has had this project under since its submission in mid-March. A review meeting was held with DHCD GO Virginia staff, the project's principals, and GO Virginia Region 3 and 4 staff on April 11<sup>th</sup>. This meeting appears to have resolved the DHCD staff's outstanding questions, and the project may be in a posture for administrative approval. Attached is a summary of the project.

**RECOMMENDATION:**

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

## Executive Summary

The Mid-Atlantic Broadband Communities Corporation (MBC) is pleased to submit this competitive state-wide application to DHCD GO Virginia to build new open-access middle-mile fiber infrastructure within Region's 3 & 4 of the Commonwealth of Virginia.

The purpose of this project will be to build six (6) middle mile backbone segments that will provide critical broadband connectivity and diversity for economic development purposes in nine (9) localities including the Counties of Mecklenburg, Lunenburg, Prince Edward, Nottoway, Dinwiddie, Prince George, Sussex, Greensville, and the City of Petersburg. The key impacts of this 69-mile middle mile construction project are:

- Support critical growth of a high-tech data center operation in Mecklenburg County that will invest \$800M in capital investment and at least 50 high paying jobs in the next two (2) years.
- Support additional broadband capabilities at Fort Pickett for rapidly mobilized national security operations in the future such as Operation Allies Refuge (temporary location of Afghan refugees) and the current and expanding Federal and private contractor workforce personnel
- Enable open-access middle mile connectivity and enhance DHCD VATI grant funds for local ISP's (Empower, Kinex, Riverstreet Networks, RuralBand, etc.) and existing carriers (Verizon, Lumen, Comcast, Charter) to increase their speed to market and provide route diversity for their last-mile broadband service to residential and business customers.
- Build diverse fiber to enhance marketability of the 1,600 acre, CSX Certified, Mid-Atlantic Advanced Manufacturing Center (MAMaC) Mega Site in Greensville County.
- Build new diverse fiber to the recently established 280-acre Heartland Innovative Technology Park in Prince Edward County to enhance marketability of the site for data center prospects.
- Build new fiber to 595-acre Sussex Mega Site over existing railroad right-of-way to speed time to market to serve site for new industrial development
- Build diverse fiber lateral for the AMPAC Pharmaceutical manufacturing cluster in Petersburg
- Provide open access middle mile diverse fiber infrastructure to total of 31 industrial and business park sites in nine localities (3 sites in Region 3, and 28 sites in Region 4) totaling 5,514 acres of available land for economic development.
- Ensures redundancy in telecommunications and broadband networks to protect commerce and public safety in all eight localities.
- Build telecommunications infrastructure that will support technology driven businesses that provide high-paying jobs in the existing Industrial and Business parks in the region.

The **total project cost is \$10,000,000** of which MBC is asking GO Virginia for \$5,000,000 (50%), EDA for \$4,000,000 (40%), and MBC will contribute \$1,000,000 (10%).

The project will take 24 months to complete once EDA Award is issued (GO Virginia grant will be contingent on EDA award). This project will build upon MBC's Broadband Expansion Engineering & Design project currently underway (*GO Virginia contributed \$100,000, MBC contributed \$100,000 and EDA awarded \$800,000*).

MBC brings a unique perspective that will benefit Region 3 & 4 in the implementation of this open-access middle mile fiber infrastructure project. A few key benefits our project will bring include;

- 1) This project will improve the attractiveness and marketability of existing industrial and business sites with the ultimate goal of creating **significant high-wage job creation**.
- 2) Since our inception in 2004, MBC has utilized **comprehensive metrics to track outputs and outcomes** which focuses on efficient operations and minimized distractions and costs.
- 3) A **positive Return on Investment (ROI) is projected for this project within the first 5 years**. Given the planned job growth and substantial capital investment of existing data center operations, this will provide immediate impacts and will help localities attract new jobs and capital investments.
- 4) This project will have a **significant impact on the majority of the population within regions 3, 4** and beyond. Building new diverse middle mile fiber infrastructure and connecting to MBC's existing 2,000 mile network will provide more opportunities for ISP's to expand their last mile broadband services, expedite DHCD VATI deployments and help attract high paying jobs to those communities.
- 5) **This middle mile fiber infrastructure project clearly aligns with regional priorities in the Growth & Development (G&D) Plans**. MBC works closely with our local and regional economic development partners to promote the open-access fiber infrastructure as an asset to attract private capital investments and high paying jobs from existing and prospective companies
- 6) **Numerous public and private partners will be involved**, which will lead to extensive collaboration opportunities and efficiencies with State, Regional and Local economic development recruiting.
- 7) **MBC has a great deal of experience in managing and implementing new fiber infrastructure projects**. The 24-month timeline is realistic and project milestones with drawdown schedules are accurate.
- 8) **The comprehensive budget substantially overleverages matching funds**. EDA is 40% match, GO Virginia is 50% match and MBC is 10% match including additional leverage from existing design work. Localities have contributed in-kind match of over 20% for this project.

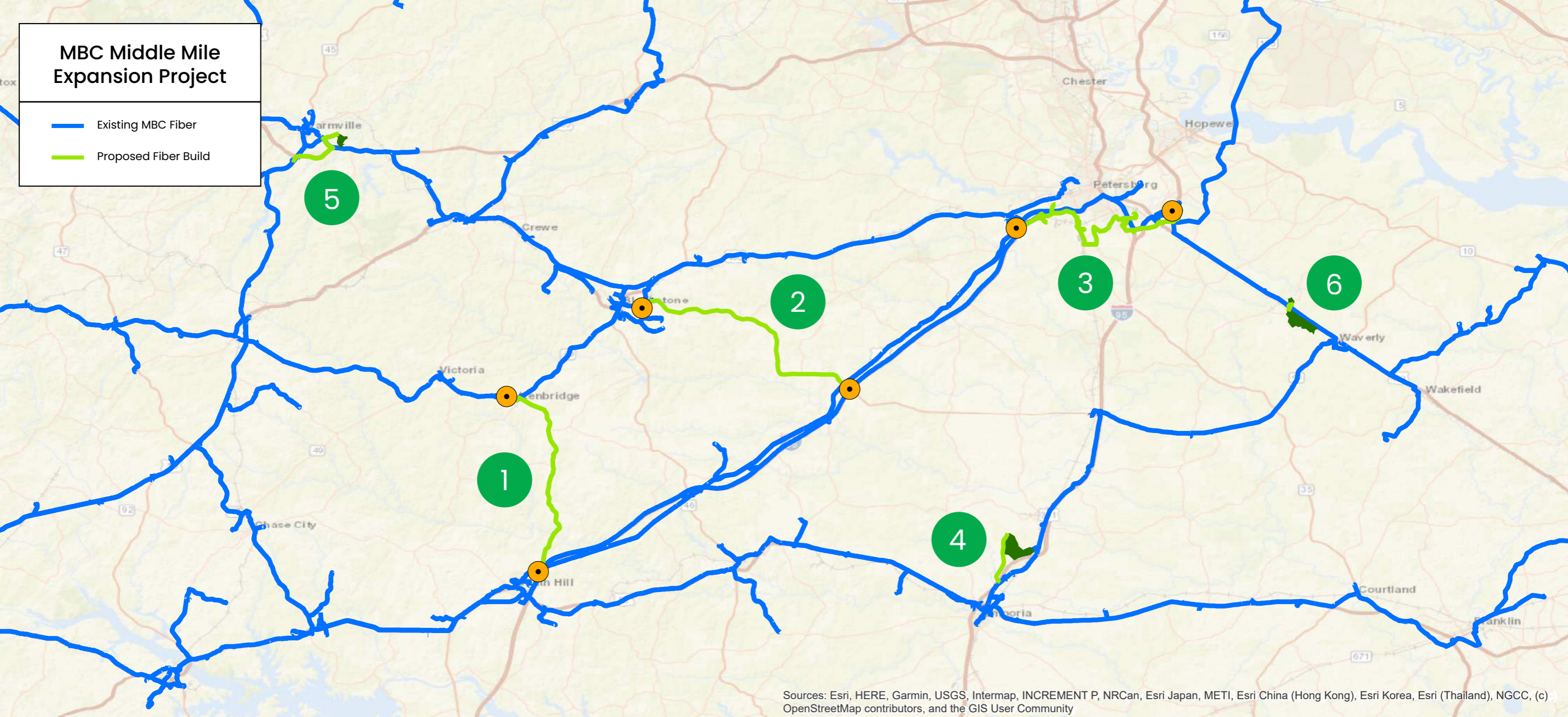
- 9) **MBC's diverse and growing revenue base will ensure long-term financial sustainability** well beyond the capital funding that this project will utilize. MBC has a strong underlying wholesale fiber operations business supported by a diverse group of carrier customers.
- 10) MBC has been successfully building and operating open-access middle mile fiber networks in the Commonwealth of Virginia since 2004. There is a **strong pipeline of demand for new middle mile fiber routes** as evidenced by our existing data center operators and telecom carriers and ISP's throughout the region.

This project certainly helps the economic development sites within Regions 3 and 4 improve their infrastructure and enhance their marketability. While diverse fiber availability is not the only factor companies look for when selecting sites for capital investment and job creation, it is one of the critical infrastructure boxes that need to be checked during site selection due diligence evaluations. This project does cure the "market failure" concept of bringing broadband access to available economic development sites. Without a paying customer, telecom providers would not extend expensive fiber infrastructure on the hopes that it may one day be used by a customer. MBC solves this problem by utilizing regional grant funds to build the open-access middle mile fiber infrastructure to the sites today.

Since 2006, MBC has assisted many local and regional economic development organizations with recruiting prospects for new jobs and investments. MBC has done this by showcasing the open-access middle mile network that is in place (and ready for service) at the entrance to most industrial and business parks in southern Virginia and how that is tied to our larger regional network that provides connectivity to 60+ telecom carriers and key peering and interconnection sites from Ashburn, Virginia to Atlanta, Georgia. MBC has provided incentives that localities have used to help close deals with prospects (building fiber laterals into their new buildings at no cost, providing reduced cost or no cost transport or dark fiber to access their carrier of choice). To date, MBC has been directly involved in providing incentives or direct fiber benefits that have helped create over \$3.3 Billion in private sector investments and over 2,000 jobs throughout our 28-county region.

# MBC Middle Mile Expansion Project

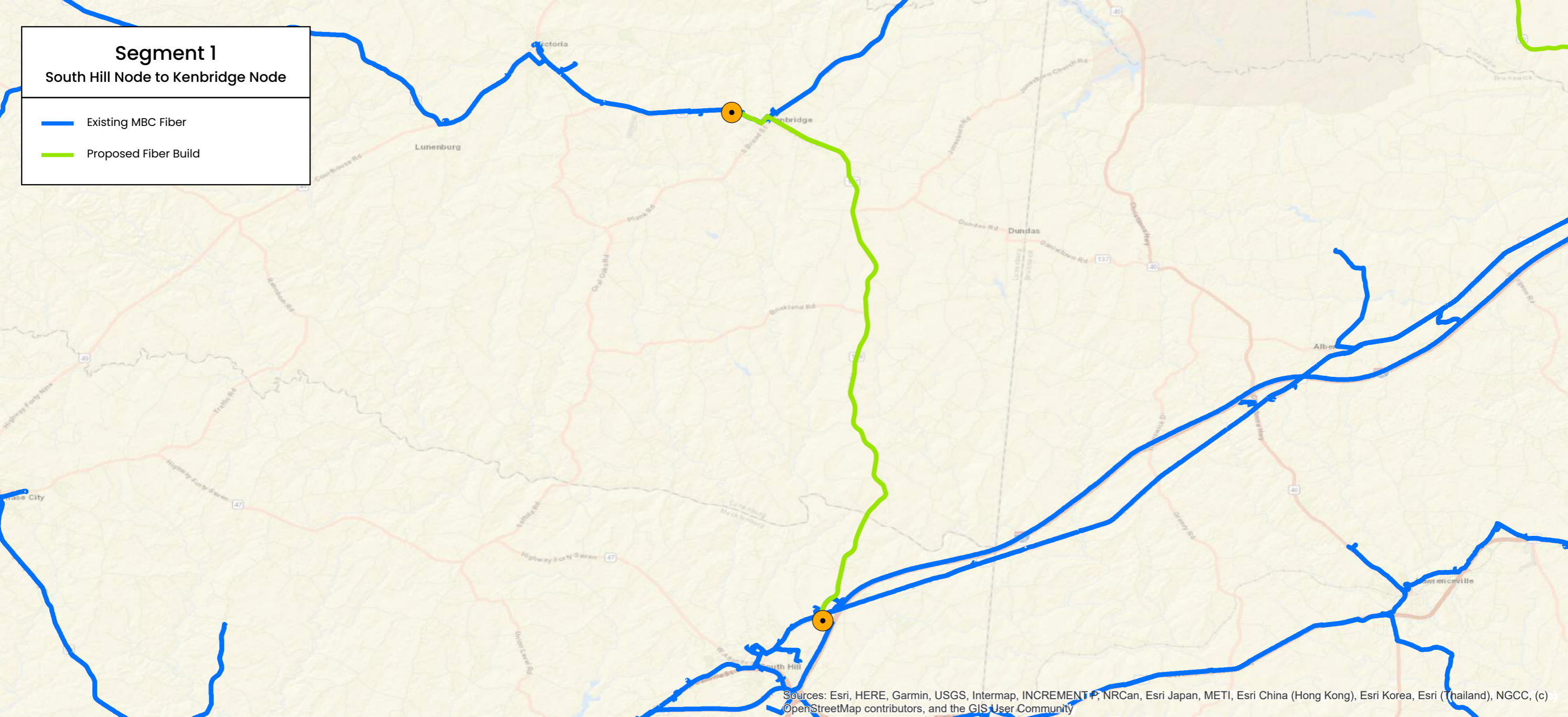
- Existing MBC Fiber
- Proposed Fiber Build






**Segment 1**  
South Hill Node to Kenbridge Node


- Existing MBC Fiber
- Proposed Fiber Build

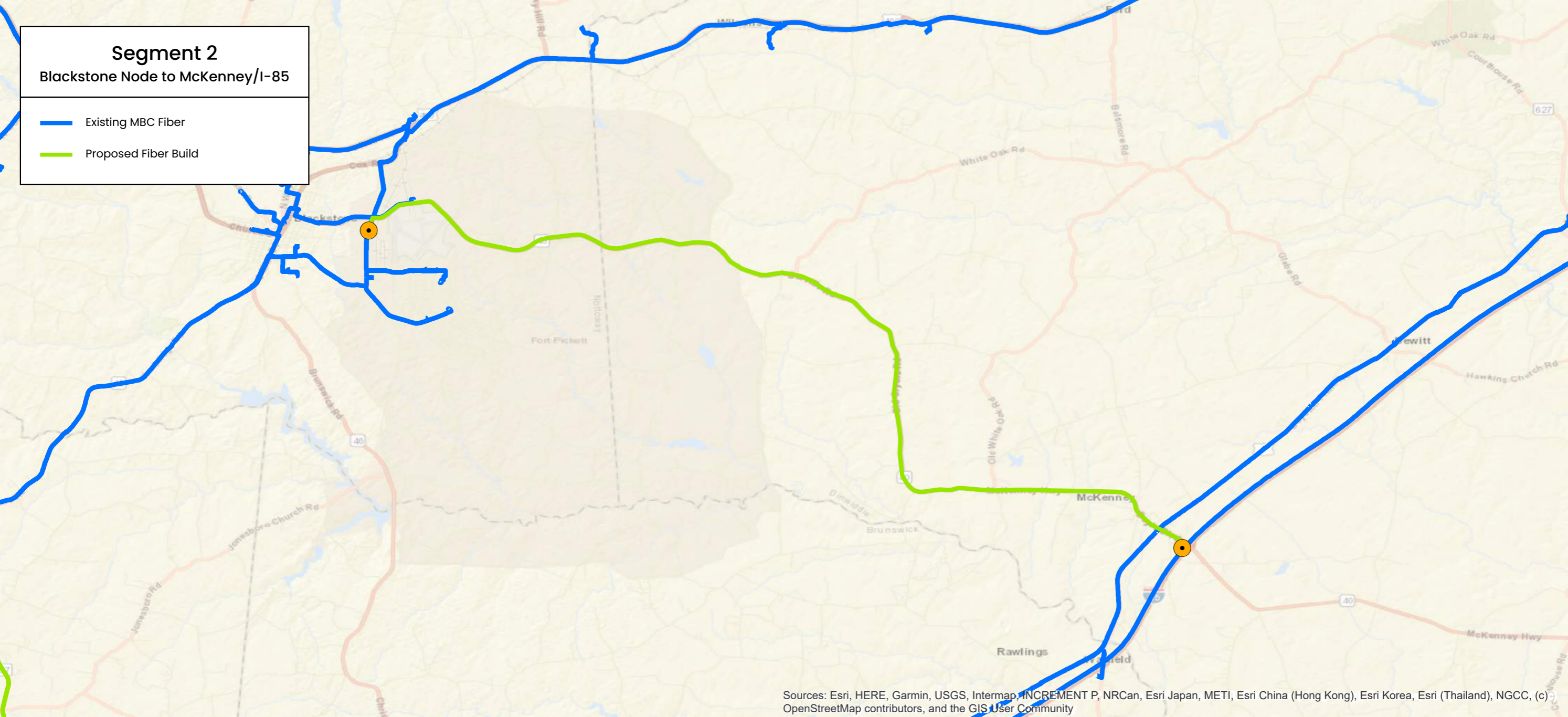


## Segment 2

Blackstone Node to McKenney/I-85

 Existing MBC Fiber

 Proposed Fiber Build

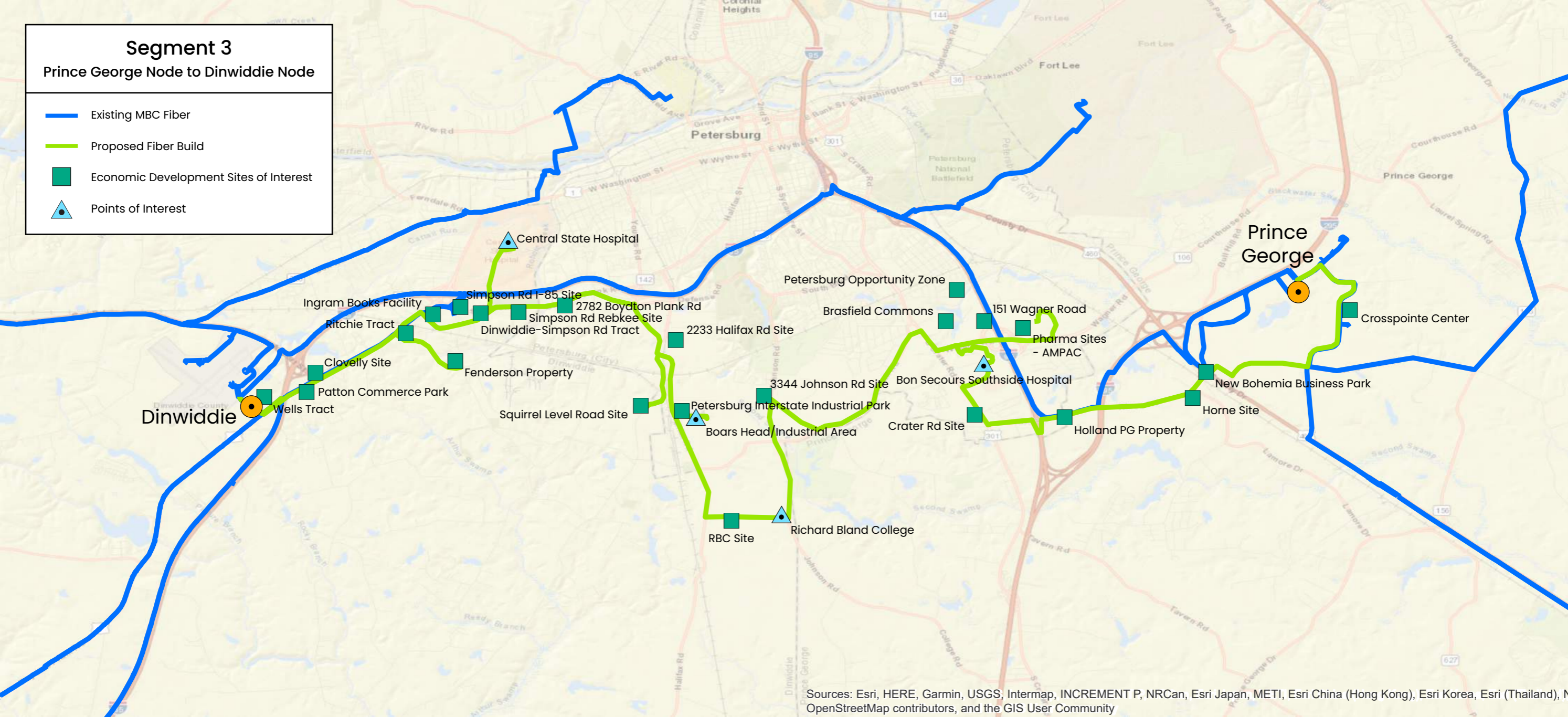




# Segment 3

Prince George Node to Dinwiddie Node

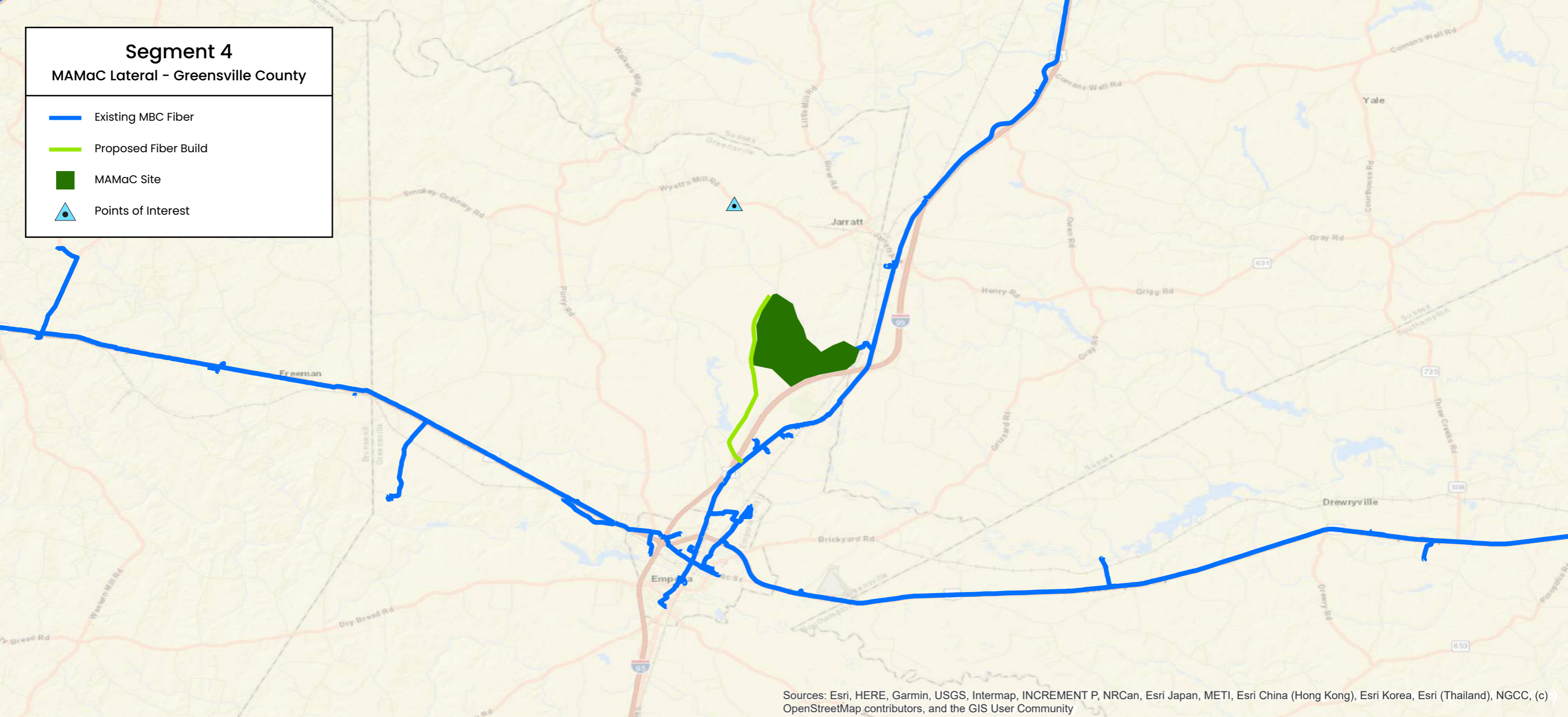
- Existing MBC Fiber
- Proposed Fiber Build
- Economic Development Sites of Interest
- Points of Interest





**Segment 4**  
**MAMaC Lateral - Greenville County**




- Existing MBC Fiber
- Proposed Fiber Build
- MAMaC Site
- Points of Interest

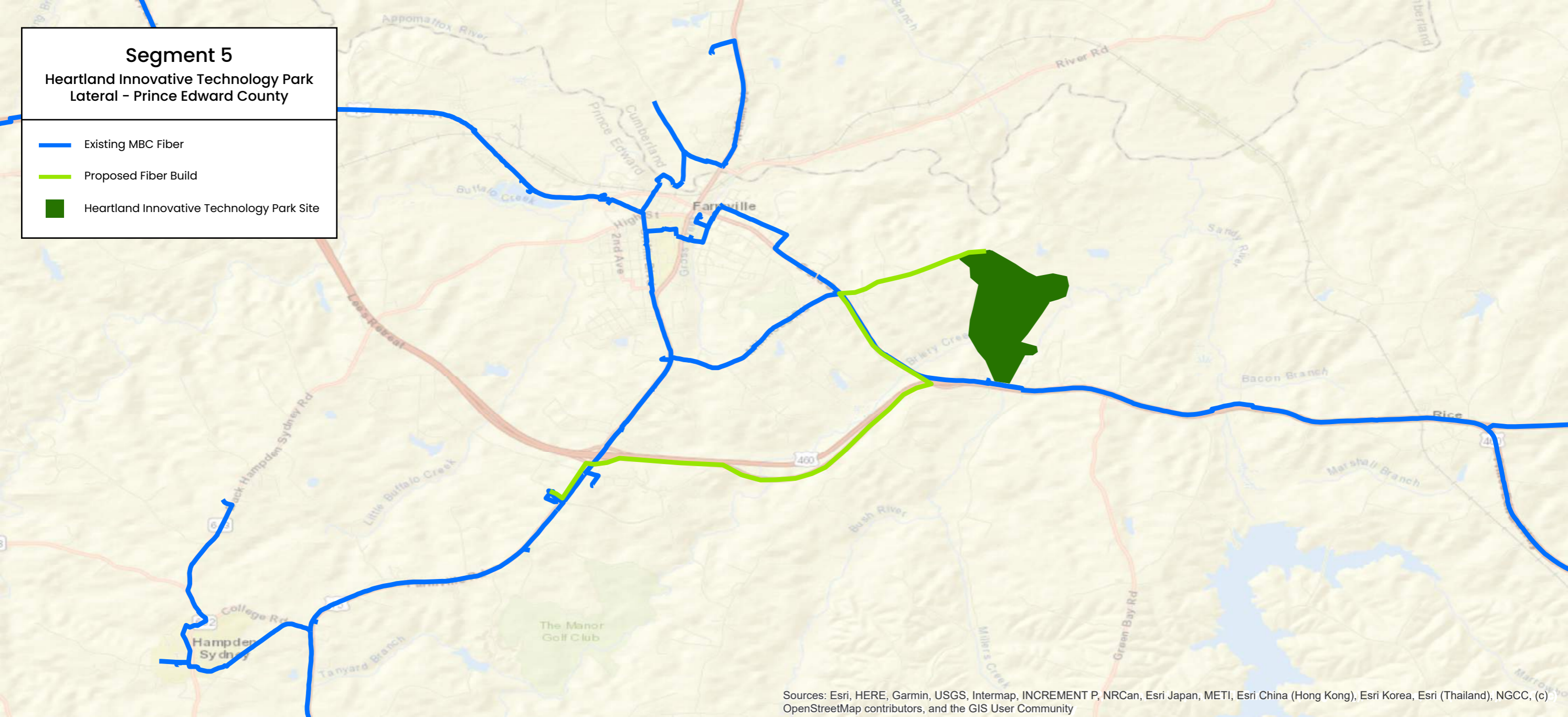


Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China (Hong Kong), Esri Korea, Esri (Thailand), NGCC, (c) OpenStreetMap contributors, and the GIS User Community

## Segment 5

Heartland Innovative Technology Park  
Lateral - Prince Edward County

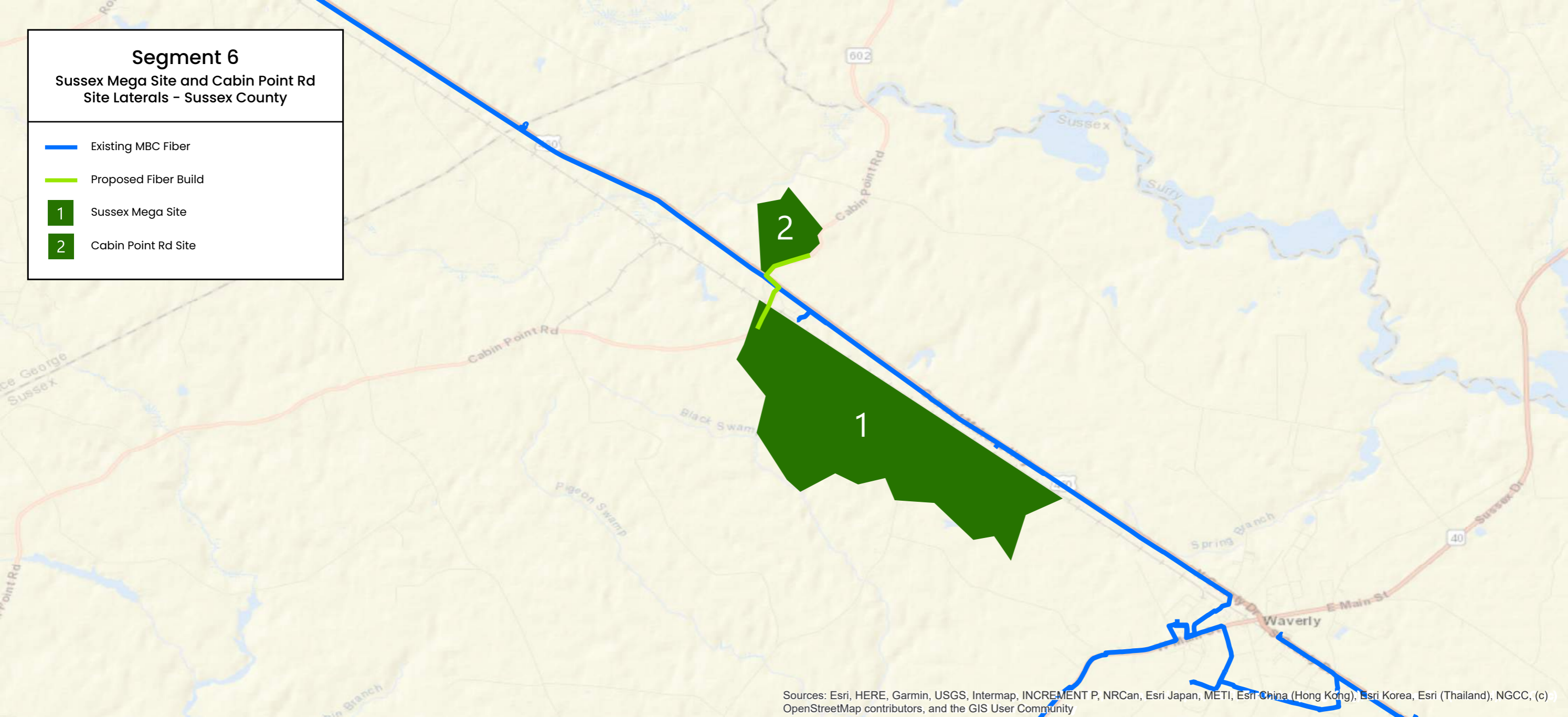
-  Existing MBC Fiber
-  Proposed Fiber Build
-  Heartland Innovative Technology Park Site





**Segment 6**  
Sussex Mega Site and Cabin Point Rd  
Site Laterals - Sussex County

- Existing MBC Fiber
- Proposed Fiber Build
- 1 Sussex Mega Site
- 2 Cabin Point Rd Site





## PROJECT SUMMARY

**Project Name:** VGA Refresh/Restart: A Strategy for Regional Economic Development In Southern Virginia

**Applicant:** Virginia's Growth Alliance (VGA)

**Status:**

The GO Virginia Region 3 Council approved the project in January. The Grow Capital Jobs Foundation Board of Directors and the GO Virginia Region 4 Council approved a funding contribution towards the project in February. The Region 4 Executive Committee will consider the application on March 4<sup>th</sup>.

**Funding Category:**

*Enhanced Capacity Building* (planning) from the unobligated and available balances of the annual Per Capita allocations for Regions 3 and 4.

**Participating Localities:**

Brunswick County	Charlotte County
Emporia City*	Greensville County*
Lunenburg County	Mecklenburg County

\*Emporia City and Greensville County are located in GO Virginia Region 4. Mecklenburg County, Greensville County, and Emporia City are members of the Mid-Atlantic Advanced Manufacturing Center Regional Industrial Facilities Authority, developing the MAMaC megasite in Greensville County. VGA serves as the marketing *Regional Economic Development Organization* for the megasite and other economic development assets in Greensville County and Emporia City.

**Project Description:**

Through a series of critical studies and planning documents, Virginia's Growth Alliance will develop a strategic reset of goals, priorities, focus, and support to better reflect changes in the organization and economic development landscape. It is also intended to restart the organization in a more effective and sustainable posture.

The Executive Director will manage the project on behalf of the VGA Board of Directors.

The project will be completed six (6) months from the award date.

Building and strengthening the capacity of the regional economic development organizations in the eastern and northern subregions to be active partners is a GO Virginia Region 3 Council priority.

**Project Deliverables:**

1. Strategic Economic Development Action Plan – following regional and local economic stakeholder input and other related planning activities, an actionable strategy, and implementation plan will be developed.



2. Target Business Sector Analysis – review, research, and evaluate data to develop a shorter list of key business sector targets and research and align these sectors with VGA’s marketing budget.
3. Workforce Study and Development of an Effective Workforce “Story” – conduct a study of the workforce within the geographic area defined by “travel time” for the potential workforce, including workers from North Carolina.
4. Regional Incentives Analysis and Recommendations – prepare an inventory and analysis of current local incentives for VGA members and recommendations for changes, including *non-monetary* incentives.
5. Fund Raising Campaign Feasibility Study – undertake a feasibility study to determine how best to approach businesses and other community stakeholder organizations to contribute funding to the VGA operations as other similar regional economic development organizations.

\$ 56,000	Strategic Economic Development Action Plan
14,000	Target Business Sector Analysis
10,000	Workforce Study and Development of an Effective Workforce “Story”
3,000	Regional Incentives Analysis and Recommendations
<u>\$ 27,000</u>	Fund Raising Campaign Feasibility Study
\$100,000	

**Total Project Cost:** \$150,000.00

**GO Virginia Region 3 Funding Request:** \$66,600.00

**GO Virginia Region 4 Funding Contribution:** \$33,400.00

**Match Funds:**

The total match balance for the project is \$51,000.00 derived from the following sources:

\$30,000	VGA Executive Director Project Management (in-kind)
15,000	VGA Member Localities’ Project Support Services and Grant Advisory Committee staff time (in-kind)*
<u>6,000</u>	VGA Operating Budget Contribution (cash)
\$51,000	

A Letter of Support from the VGA Board of Directors and the local governments are attached.



## PROJECT SUMMARY

**Project Name:** The Gupton Initiative

**Applicant:** The Virginia College Fund (VCF) and its member institutions

**Averett University      Bluefield University      Ferrum College**

**Eastern Mennonite University**

**Status:**

The GO Virginia Councils in Regions 3, 4, 1, 2, and 8 have approved the Enhanced Capacity Building application as presented.

**Funding Category:**

*Multi-Region Enhanced Capacity Building* (planning) grant from the unobligated and available balances of the annual Per Capita allocations for Regions 1, 2, 3, 4, and 8.

**Participating Localities (minimum two localities required):**

Danville City – Region 3 (Averett University)      Town of Bluefield – Region 1 (Bluefield University)  
Franklin County – Region 2 (Ferrum College)      Petersburg City – Region 4  
Harrisonburg City – Region 8 (Eastern Mennonite University)

**Project Description:**

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 in the advanced pharmaceutical manufacturing cluster in central Virginia and further demonstrating the potential for employment in advanced manufacturing sectors across the Commonwealth

Essentially, undergraduate students at VCF member institutions would take coursework at the bachelor's degree level, leading to admission to Virginia Commonwealth University's (VCU) School of Engineering to pursue a graduate degree related to advanced manufacturing.

The specific outcome of the project is to develop a curriculum roadmap to enable the first cohort of students from VCF member institutions to enroll in the VCU Medicines for All Institute in the Fall of 2022

Over time, the project would create a sustainable rural/urban, public/private higher education pathway for careers in the advanced manufacturing sector, piloting in the pharmaceutical cluster in the Greater Richmond/Petersburg area.

The VCF member institutions and VCU have signed a Memorandum of Understanding to launch this project.



**Project Deliverables:**

1. Empanel a *Situational Awareness Working Group* representing VCF member institutions, representatives of VCU, representatives of the member institution host localities, and representatives of the pharmaceutical advanced manufacturing cluster. The working group will convene for briefings by project principals at least monthly.
2. Develop a situational analysis for the Gupton Initiative, including assessing curriculums, student pipeline, employer demand, educational articulation pathways, and resource assets, advantages, and deficits.
3. Provide a strategy and roadmap to document the steps needed to ensure a smooth launch of the Gupton Initiative in the Fall of 2022.
4. The *Working Group* will develop a situational analysis for the Gupton Initiative, including an assessment of curriculums, student pipeline, employer demand, education articulation pathways, program implementation budget requirements, financial support for student enrollment (i.e., paid internships, stipends, housing support, etc. and resource assets, advantages, and deficits.
5. Completing a strategy and roadmap document that lists steps that need to be taken to ensure a smooth launch of the Gupton Initiative by the Fall of 2022.

**GO Virginia Region 3 Role:** GO Virginia Region 3 will serve as the host region for grant application and project coordination. This role recognizes that Averett University accounts for about forty percent (40%) of the total number of students attending the four (4) VCF member institutions. It is also recognized that the Institute for Advanced Learning and Research would be a key stakeholder partner for Averett University during the implementation of the project.

**Total Project Cost:** \$159,000.00

**Budget**

\$ 91,000	Market Feasibility Study
2,300	Travel
12,800	Outreach
49,000	Situational Awareness Working Group
<u>3,000</u>	
\$158,100	

**GO Virginia Region Participation:**

\$ 35,000	Region 3
35,000	Region 4
10,000	Region 1
10,000	Region 2
<u>10,000</u>	Region 8
\$100,000	



**Match Funds:**

- The total match balance for the project is \$59,000.00 derived from the following sources:

\$ 10,000	Community Foundation (cash)
40,000	VCF Member Institutions Support (in-kind)
<u>9,000</u>	VCU Support (faculty in-kind)
\$ 59,000	







**DATE:** April 13, 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**

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The 2022 All Hands Meeting planning continues with the launch of the registration website, distribution to likely attendees, event program finalization, implementation of the social media plan, and other related logistics.

I will be prepared to update the Region 3 Council on the event at the April 20<sup>th</sup> meeting.

**RECOMMENDATION:**

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