



GO Virginia Region 3 Executive Committee

Date and Time: June 15, 2022
10:00 am – 12:00 pm

Location: SOVA Innovation Hub
715 Wilborn Ave.
South Boston, VA

Virtual Meeting Info:

Link: <https://tinyurl.com/4ujh89xb>
Dial-In: 1-669-900-6833
Meeting ID: 3390115898
Password: 202011

Purpose Statement

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

AGENDA

- | | |
|---|-------------------------------|
| I. Call to Order and Chair'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 |
| Old Business | |
| VIII. Approved Projects Update | Bryan David |
| IX. Project Pipeline | Randy Lail |
| a. Closed Meeting (if needed) | |
| New Business | |
| X. Committee Reports | Tim Clark |
| a. Nominating Committee - Update | |
| XI. GO Virginia Region 3 Council Services Agreements with Southside Planning District Commission and the Weldon Cooper Center for Public Service_Communications and Media Services Procurement Update | Deborah Gosney
Bryan David |



AGENDA (Continued)

Program Director's Report

Bryan David

XII. All Hands Meeting Review and 2023 All Hands Meeting Planning

XIII. 2022 Amendments to Electronic Meeting Statute

XIV. FY2022-2023 GO Virginia State Budget Appropriation

Adjourn

MINUTES

**GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE VIRTUAL MEETING
MEETING MINUTES
Wednesday, March 16, 2022**

REGULAR BUSINESS

1. Call To Order

Chair Lail called the GO Virginia Region 3 virtual Executive Committee meeting to order on Wednesday, March 16, 2022, at 10:00 a.m. As a result of Executive Order #16, issued on February 20, 2022, for a Limited State of Emergency, this meeting is being held by electronic communications, via the web platform ZOOM. 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 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

Region 3 Staff in Attendance

Name	Organization
Bryan David - UVA Weldon Cooper Center	Region 3 Program Director
Liz Povar - RiverLink Group	Region 3 Contract Staff
Nancy Pool	Region 3 Contract Staff
Ann Taylor Wright - Southside PDC	Region 3 Support Org/Fiscal Agent

Guests in Attendance

Name	Organization
Sheri McGuire	Executive Director, Longwood Small Business Development Center
Lauren Mathena	Director of Economic Development, Mid-Atlantic Broadband (RISE Collaborative Program)
Conway Haskins	Vice President of Entrepreneurial Ecosystems, Virginia Innovation Partnership Corporation

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 December 15, 2021, Executive Committee meeting were received via email prior to the meeting and included in the meeting packet. **Charles Majors made a motion that the minutes from the December 15, 2021, Executive Committee meeting be approved as presented; the motion was seconded by Timothy Clark and approved by roll call vote as follows:**

Roll Call Vote	Yay	Nay	Abstain	Roll Call Vote	Yay	Nay	Abstain
Timothy Clark	x			Sherry Swinson	x		
Randolph Lail	x			Lauren Willis	x		
Charles Majors	x						

6. Financial Reports

Ann Wright reviewed the Financial Reports that were included in the meeting packet for period February 1, 2022, to February 28, 2022. The Executive Committee accepted the Financial Report as given.

7. Region 3 Approved Projects Update

Prior to the meeting, and in a confidential email sent separately from the meeting packet, Bryan David provided the Executive Committee members with updated Project Progress Reports for the following:

- Bridge to Recovery
- GO TEC
- Mid-Atlantic Broadband Communities Corporation (MBC) – Middle Mile Expansion for Economic Growth
- Entrepreneurship Investment and Innovation Strategy
- ExperienceWorks

8. Multi-Region Approved Projects Update

Prior to the meeting, and in a confidential email sent separately from the meeting packet, Bryan David provided the Executive Committee members with updated Project Progress Reports for the following:

- Genedge-Retooling Virginia Manufacturing for Strategic Industries

- Virginia Small Business Development Centers
- Innovation Commercialization Assistance Program (ICAP) Virginia Small Business Development Center Network

9. Project Pipeline

The updated Project Pipeline report was provided in a confidential email sent separately from the meeting packet to Executive Committee members prior to the meeting. Randy Lail asked members for questions or comments; there being none, there was no discussion regarding the report.

SPECIAL APPEARANCES & PRESENTATIONS

10. Region 3 Entrepreneurship and Innovation Strategy Update and Regional Innovation Fund (Virginia Innovation Partnership Corporation)

Liz Povar provided the Executive Committee with an update on the Region Entrepreneurship and Innovation Strategy. In addition to this update, Conaway Haskins, Vice President of Entrepreneurial Ecosystems for the Virginia Innovation Partnership Corporation (VIPIC), provided information about VIPIC, the Regional Innovation Fund, and the potential for them to support Region 3's strategy. The Regional Innovation Fund has been identified as a potential funding source for the RISE Collaborative being led by Lauren Mathena and Sheri McGuire. This presentation was for the Region 3 Executive Committee's information. No action was needed.

NEW BUSINESS

11. Committee Reports

None.

12. GO TEC Scope of Work Amendment – Region 1 (Carroll County)

The Department of Housing and Community Development (DHCD) 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 yet to be constructed in Lawrenceville.

The GO TEC program in Carroll County focuses on precision agriculture and biotechnology. 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 to its Scope of Work. **Lauren Willis made a motion to approve the GO TEC Scope of Work amendment to include Carroll County Public Schools career pathways for the precision agriculture and biotechnology sectors; the motion was seconded by Sheri Swinson and approved by roll call vote as follows:**

Roll Call Vote	Yay	Nay	Abstain	Roll Call Vote	Yay	Nay	Abstain
Timothy Clark	x			Sherry Swinson	x		
Randolph Lail	x			Lauren Willis	x		
Charles Majors			x				

Charles Majors noted his association with IALR and abstained from this vote.

PROGRAM DIRECTOR'S REPORT

13. GO Virginia Regional Council Leadership – 2022 Input Sessions

Bryan David and Randy Lail participated in the 2022 Input Sessions, which were well attended. 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 18th, 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. Mr. David reviewed a slide deck summarizing the Input Sessions. This presentation was for the Region 3 Executive Committee's information. No action was needed.

14. Region 3 Letter of Support for the Virginia Tech "Future of Transportation and Logistics" Proposal – US Department of Commerce Economic Development Administration

A letter of support from Region 3 was provided to the Virginia Tech Center for Economic and Community Engagement for a US Department of Commerce Economic Development Administration (EDA) American Rescue Plan Act Regional Challenge Grant Phase II competition application. The planned project involves the transportation manufacturing and logistics sectors in GO Virginia Regions 1, 2, and 3. In addition to the EDA grant application, there will likely be a GO Virginia Statewide Competitive grant pursued by GO Virginia Regions 1, 2, and 3. This grant would complement the federal-funded program to leverage \$4.45M for: 1) Technical assistance for existing companies and start-ups and 2) 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). This presentation was for the Region 3 Executive Committee's information. No action was needed.

15. All Hands Meeting Update

The meeting was rescheduled for Thursday, May 5, 2022, with the hours for the event to be determined. The Prizery in South Boston will serve as the venue. Scheduling either Governor Youngkin, or The Honorable Caren Merrick, Secretary of Commerce and Trade, as the lunch speaker is being undertaken. 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 in 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. This presentation was for the Region 3 Executive Committee's information. No action was needed.

16. Southside Virginia Community College Strategic Plan

Region 3 staff participated in this strategic planning process that took place at meetings held across the region. This presentation was for the Region 3 Executive Committee's information. No action was needed.

17. Southern Virginia Partnership for Health Sciences Careers

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. This presentation was for the Region 3 Executive Committee's information. No action was needed.

18. GO Virginia State Board/DHCD – Region 3 Pending Projects

The Region 3 Council approved the following projects at its January 19th meeting 1) Mid-Atlantic Broadband Communities Corporation (MBC)- Middle Mile Fiber Expansion Project, 2) Virginia's Growth Alliance (VGA)- A Strategy for Regional Economic Development in Southern Virginia, and 3) The Virginia College Fund (VCF)- The Gupton Initiative.

The DHCD GO Virginia staff called for a special, in-person meeting on Thursday, March 10th in Richmond to review the Mid-Atlantic Broadband Corporation's (MBC) Middle Mile Construction application. This special meeting was necessary to allow the Board to review the application prior to an EDA grant submission deadline of March 31, 2022. Submission of the EDA grant application was contingent upon the Board's approval of the Middle Mile application. The GO Virginia State Board approved the project unanimously at the special meeting. This presentation was for the Region 3 Executive Committee's information. No action was needed.

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 11:30 a.m.

These minutes were approved by the Executive Committee on [REDACTED].

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

Ernest "Randy" Lail
Chair

FINANCIAL REPORT

FY22 GO VIRGINIA OPERATING FUNDS

GO Virginia Region 3

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

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

FY 22 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Previously Paid Expenses	DHCD Request Submitted in Remittance 1	Total Expenses To Date	FY22 Available Funds
Program Operations					
Audit	\$ 1,170.00	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation	1,500.00	-	321.32	321.32	1,178.68
Supplies	500.00	-	-	-	500.00
Salaries - SPDC	80,000.00	-	12,429.92	12,429.92	67,570.08
Contract Services					
SPDC UVA MOU	101,200.00	-	-	-	101,200.00
SPDC Contract Staff - Riverlink	9,000.00	-	1,500.00	1,500.00	7,500.00
SPDC Contract Staff - Nancy Pool	7,200.00	-	1,162.50	1,162.50	6,037.50
Total Contract Services	117,400.00	-	2,662.50	2,662.50	114,737.50
Marketing - Letterpress	31,900.00	-	4,470.00	4,470.00	27,430.00
Rent	5,415.00	-	902.50	902.50	4,512.50
Total Program Operations	237,885.00	-	20,786.24	20,786.24	217,098.76
Planning					
Technical Assistance	12,115.00	-	11,240.00	11,240.00	875.00
Total Planning	12,115.00	-	11,240.00	11,240.00	875.00
TOTAL	\$ 250,000.00	\$ -	\$ 32,026.24	\$ 32,026.24	\$ 217,973.76

The Checking Account is comprised of:	\$47,039.72	Local Funds - Unexpended (Martinsville/Henry County)
	<u>265.73</u>	Interest
	\$47,305.45	
	<u>(32,026.24)</u>	Checks Submitted in Remittance 1 (May 25, 2022)
	<u>\$ 15,279.21</u>	Checkbook Balance

Checks Submitted in Remittance 1	
9788 - The Riverlink Group - February 2022	\$ 750.00
9789 - Nancy Pool - February 2022	150.00
9796 - The Prizery - All Hands Meeting - Venue	1,110.00
9798 - The Kitchen Table - All Hands Meetings - Food	6,555.00
9835 - SPDC - Salaries - March 2022	6,484.31
9836 - Letterpress Communications - March 2022	1,945.00
9837 - SOVA Innovation Hub - Rent - April/May 2022	902.50
9838 - Nancy Pool - March/April 2022	1,012.50
9839 - The Riverlink Group - March 2022	750.00
9840 - Letterpress Comm. - April 2022 - Marketing/T.A.	6,100.00
9841 - SPDC - Salaries - April 2022	5,945.61
9842 - SPDC - Meeting Meals - April 20/May 5, 2022	321.32
Total Checks Submitted in Remittance 1	\$ 32,026.24

GO VIRGINIA REGION 3 OPERATING FUNDS

FY22 PROFIT and LOSS

May 1, 2021 - May 31, 2022

	<u>LOCAL FUNDS</u>	<u>STATE FUNDS</u>	<u>TOTAL</u>
INCOME			
Local Money - Martinsville/HC	\$ 47,039.72	\$ -	\$ 47,039.72
State Money - DHCD	-	250,000.00	250,000.00
TOTAL INCOME	47,039.72	250,000.00	297,039.72
EXPENSE			
Program Operations			
Meetings and Facilitation	-	321.32	321.32
Marketing - Letterpress	-	4,470.00	4,470.00
Rent Expense	-	902.50	902.50
Supplies	-	-	-
Audit	-	-	-
Salaries - SPDC	-	12,429.92	12,429.92
Contract Services	-	2,662.50	2,662.50
Total Program Operations	-	20,786.24	20,786.24
Planning			
Technical Assistance	-	11,240.00	11,240.00
Total Planning	-	11,240.00	11,240.00
TOTAL EXPENSE	-	32,026.24	32,026.24
NET ORDINARY INCOME	47,039.72	217,973.76	265,013.48
Other Income			
Interest	265.73	-	265.73
Total Other Income	265.73	-	265.73
NET INCOME	\$ 47,305.45	\$ 217,973.76	\$ 265,279.21

** Income is Accrual/Expenses are Cash.*

GO-TEC 2B

GO Virginia Region 3

Report Period: May 1, 2022 to May 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 (#8)	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 16,554.36	\$ 786.06	\$ 905.60	\$ 1,691.66	\$ 14,862.70
Administration	\$ 248,315.35	\$ 173,750.89	\$ 32,299.26	\$ 206,050.15	\$ 42,265.20
Equipment	\$ 2,430,751.29	\$ 1,809,305.43	\$ 262,330.54	\$ 2,071,635.97	\$ 359,115.32
Salaries	\$ 791,120.00	\$ 467,704.94	\$ 152,888.80	\$ 620,593.74	\$ 170,526.26
Travel	\$ 89,000.00	\$ 39,667.84	\$ 15,436.59	\$ 55,104.43	\$ 33,895.57
Totals	\$ 3,575,741.00	\$ 2,491,215.16	\$ 463,860.79	\$ 2,955,075.95	\$ 620,665.05

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
Totals	\$ 2,625,918.79	\$ 2,815,396.71	\$ 427,386.35	\$ 3,242,783.06	\$ 189,477.92	\$ 3,432,260.98	\$ (616,864.27)

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

GOVA Grant Agreement Term = June 23, 2020 - September 30, 2022

Status: GOVA funds are 80% expended. DD#8 has been paid. An extension has been approved through September 30, 2022.

REGION 3 BRIDGE TO RECOVERY

GO Virginia Region 3

Report Period: May 1, 2022 to May 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 #3	Total Paid After Remittance	Available Funds
Project Monitoring/Reporting	\$ 25,000.00	\$ 4,044.82	\$ 2,689.17	\$ 6,733.99	\$ 18,266.01
Administration	\$ 87,629.97	\$ 37,280.81	\$ 10,579.27	\$ 47,860.08	\$ 39,769.89
Construction	\$ -	\$ -		\$ -	\$ -
Contract Services	\$ 400,000.00	\$ 27,012.88	\$ 9,402.80	\$ 36,415.68	\$ 363,584.32
Fringe Benefits	\$ 43,052.22	\$ 9,264.20	\$ 20,555.41	\$ 29,819.61	\$ 13,232.61
Salaries	\$ 74,005.81	\$ 21,505.75	\$ 17,500.02	\$ 39,005.77	\$ 35,000.04
Other: Collaborative Support	\$ 69,957.00	\$ 38,750.00	\$ 1,250.00	\$ 40,000.00	\$ 29,957.00
Other: Subscriptions	\$ 61,683.00	\$ 39,271.77	\$ 9,627.02	\$ 48,898.79	\$ 12,784.21
Other: Website Updates	\$ 8,000.00	\$ 1,125.00	\$ 6,000.00	\$ 7,125.00	\$ 875.00
Other: Training and Marketing Program	\$ 5,672.00	\$ -	\$ -	\$ -	\$ 5,672.00
Other: E-Commerce Assistance	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00
Other: Marketing	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00
Other: Finance Costs for Cash Flows	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Upgrade Costs for Shop Local	\$ -	\$ -	\$ -	\$ -	\$ -
Other: PPE Tool Kits	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Meeting Expense (Sites/Virtual)	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Finance and Procurement Admin	\$ -	\$ -	\$ -	\$ -	\$ -
Other: Business Services Match Funds	\$ -	\$ -	\$ -	\$ -	\$ -
Totals	\$ 925,000.00	\$ 178,255.23	\$ 77,603.69	\$ 255,858.92	\$ 669,141.08

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
Totals	\$ 1,211,500.00	\$ 419,082.30	\$ 85,394.41	\$ 504,476.71	\$ -	\$ 504,476.71	\$ 707,023.29

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

Status: DD#3 has been paid by DHCD. A budget revision was approved shifting match funds among categories. A project extension has been tentatively approved, awaiting amended contract.

MBC Middle Mile Project

GO Virginia Region 3

Report Period: May 1, 2022 to May 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 (DD 2)	Total Paid After Remittance	Available Funds
Planning/Assessment	\$ 100,000.00	\$ 16,397.68	\$ 11,346.00	\$ 27,743.68	\$ 72,256.32
Totals	\$ 100,000.00	\$ 16,397.68	\$ 11,346.00	\$ 27,743.68	\$ 72,256.32

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
Totals	\$ 900,000.00	\$ 147,579.12	\$ 102,114.00	\$ 249,693.12	\$ -	\$ 249,693.12	#####

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

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

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

Entrepreneurship and Innovation Implementation (R3EI) Project

GO Virginia Region 3

Report Period: May 1, 2022 to May 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
Totals	\$ 449,000.00	\$ 30,351.03	\$ 4,469.69	\$ 34,820.72	\$ 414,179.28

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
Totals	\$ 280,000.00	\$ 66,014.35	\$ 176.42	\$ 66,014.35	\$ -	\$ 66,014.35	\$ 213,985.65

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

Last remittance request: 12/2021.

ExperienceWorks Project					
GO Virginia Region 3					
Report Period: May 1, 2022 to May 31, 2022					
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
Totals	\$ 515,628.00	\$ -	\$ 8,697.42	\$ 8,697.42	\$ 506,930.58

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
Totals	\$ 257,814.00	\$ -	\$ 8,129.70	\$ 8,129.70	\$ -	\$ 8,129.70	\$ 249,684.30

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: May 1, 2022 to May 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
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 1,534,900.00	\$ -	\$ -	\$ -	\$ 1,534,900.00

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	
Totals	\$ 1,323,800.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$1,323,800.00	

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

NO remittance to date.

Controlled Environment Ag (CEA)

GO Virginia Region 3

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

GO VIRGINIA



VIRGINIA INITIATIVE FOR
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Budget Categories from CAMS	GO VA Budget	Previously Paid	Drawdown (No Activity)	Total Paid After Remittance	Available Funds
Administration - SPDC		\$ -	\$ -	\$ -	\$ -
Administration - IALR		\$ -	\$ -	\$ -	\$ -
Architectural and Engineering Fees		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ -	\$ -	\$ -	\$ -	\$ -

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
Totals	\$ 38,543.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38,543.00

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

Project start date: March 15, 2022, no activity to date.

Project Funding Matrix

OLD BUSINESS

APPROVED PROJECT UPDATE



DATE: June 3, 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: Approved Projects Update

Updated progress reports for the following approved projects will be sent under separate cover before the June 15th 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
- Virginia Growth Alliance: Refresh, Restart
- ILAR/Region 3 Controlled Environment Agriculture Strategy and Roadmap

RECOMMENDATION:

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

PROJECT PIPELINE



DATE: June 2, 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

The updated Project Pipeline Report will be provided under separate cover before the June 15th meeting.

RECOMMENDATION:

For the Region 3 Executive Committee's information.

NEW BUSINESS



DATE: June 3, 2022

TO: GO Virginia Region 3 Council

FROM: Tim Clark, Chair, Nominating Committee

RE: Region 3 Council Appointments

The Nominating Committee reported to the Region 3 Council at its April 20th meeting that it would recommend individuals to serve the unexpired terms of Roger Scott and Karl Stauber. An update on the committee's work will be provided to the Executive Committee at its June 15th meeting.

RECOMMENDATION:

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





DATE: June 3, 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: GO Virginia Region 3 Council Services Agreements with Southside Planning District Commission and the Weldon Cooper Center for Public Service _ Communications and Media Services Procurement Update

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

The SPDC support services agreement for FY2022-2023 is ready for the Executive Committee's approval. With regard to the Cooper Center's support service agreements, the GO Virginia Region 3 Council approved a budget amendment to fund this agreement for FY2022-2023 at its meeting on April 20th. Following the meeting, the Chair and his counterparts at the Cooper Center executed the agreement in late April. The Executive Committee will need to approve the agreement and ratify the Chair's signature.

These documents will be provided under separate cover in advance of the Executive Committee meeting on June 15th.

On a related matter, the SPDC issued a *Request for Proposals* for communications and media services for the GO Virginia Region 3 Council on May 31st. Letterpress Communications currently provides these services and is located in Farmville. The agreement with Letterpress was awarded in 2018 and has been extended each year since. Given this situation, it was advisable to issue an RFP for these services. The new services agreement will have an annual term with two (2) one (1) year extensions for a total of three (3) years.

In keeping with past practice, the Communications Committee Chair, the SPDC Executive Director, and I will review the firms submitting a proposal and recommend a finalist to the Chair along with the related services agreement. This task will be completed by the end of June, allowing the Chair to sign the services agreement. The Region 3 Council will then ratify the Chair's signature at the July 20th meeting. The funding of the new annual services agreement will not exceed the adopted FY2022-2023 budget amount of \$31,900. Attached is the RFP for these services.

RECOMMENDATION:

As presented, approve the SPDC support services agreement for FY2022-2023, and approve the Cooper Center services agreement and ratify the Chair's signature.

Attachment



GO VIRGINIA REGION 3

REQUEST FOR PROPOSALS (RFP)

MARKETING, WEBSITE, AND PUBLIC RELATIONS SERVICES

Issue Date: May 31, 2022

Deadline for Submission of Proposals: June 10, 2022

The Southside Planning District Commission (SPDC), on behalf of the GO Virginia Region 3 Council (Region 3), is seeking proposals from qualified firms/individuals to provide marketing and website maintenance and to facilitate public relations and communications strategies.

GO Virginia Introduction

GO Virginia is a State-wide, business-led economic development initiative with funding to invest in collaborative projects that lead to high-paying jobs in each of its nine Regions. It is intended to grow and diversify Virginia's economy and create jobs through state financial incentives for regional projects that encourage collaboration between private sector companies, workforce developers, educational entities, and local governments across the Region. Region 3 is one of GO Virginia's nine regions. It consists of three designated Virginia Planning Districts including District 12 (Counties of Patrick, Henry and Pittsylvania and the Cities of Martinsville and Danville); District 13 (Counties of Halifax, Mecklenburg and Brunswick); and District 14 (Counties of Charlotte, Buckingham, Lunenburg, Nottoway, Amelia, Prince Edward, and Cumberland). District 13, the SPDC, has been designated as Region 3's Support Organization and Fiscal Agent with the expectation and responsibility of entering into contracts, sub-contracts, and other agreements in support of the GO Virginia initiative. More information about Region 3 can be found here: <https://govirginia3.org/about/region/>

Scope of Work

The Scope of Work may include but is *not* limited to the following:

- Marketing:
 - Develop marketing campaigns (print, digital, broadcast, etc.) in accordance with the Strategic Communication Plan, to include objectives, target audience description, strategies, tactics, budgets, and measurements of success.
 - When authorized to do so, negotiate, plan, and execute media buy and related added-value opportunities
 - Perform marketing campaign analysis within reasonable time of campaign ending
 - Perform ROI analysis and include recommendations to improve performance
 - Strategically plan, integrate, manage, and execute an assortment of marketing projects, incorporating new and emerging technology opportunities
 - Promote brand identity
 - Support branding guidelines for video, print, digital, and broadcast media
 - Develop creative strategy and design for both Region 3's image and mission and to support Project Solicitation campaigns
 - Promote Region 3 as a leader in economic development for their footprint

- Website:
 - Complete routine updates to Region 3's website to promote its brand, message, and programs
 - Provide website technical assistance to Region 3 staff and Support Organization staff
 - Provide website maintenance as needed

- Public Relations:
 - Build messaging that can be used in various channels including earned media, paid traditional media, and social media
 - Create messaging to drive interaction and build excitement through sharing relevant content and providing opportunities to engage with community leaders and organizations, influencers, businesses, and the communities at large
 - Develop press releases, fact sheets, and Region 3 highlights and provide to media outlets
 - Support the writing and production of success stories, featuring organizations which have demonstrated progress toward the Region 3 Growth & Diversification Plan goals
 - Facilitate the design, development, and printing of the Region 3's Annual Report
 - Design and implement communication efforts, such as newsletters, as needed
 - Develop and maintain targeted media contact lists (local, trade, and national)
 - Strengthen relationships with community and media partners
 - Coordinate media interviews and press conferences
 - Provide information when requested on the outcomes of the public relations and communications strategy
 - Build awareness about the Region 3 mission, programs, and community impact throughout its footprint
 - Identify of key target audience and tactics to reach them

It is the preference of Region 3 to have a contract with one firm/individual to provide these services. The contractor can either perform all tasks or sub-contract for the services as needed. It is acknowledged that some potential firms/individuals might only be interested in performing one or more components of the project. Firms/individuals are encouraged to enter into partnerships with others with complementary expertise to ensure that all qualifications are met. Proposals can be submitted for all or part of the project. Region 3 reserves the right to enter into a contract with one firm/individual for the full project or multiple firms/individuals, each focusing on different Scope of Work components. Proposals that include the use of sub-contractor(s) must identify a project lead contact and clearly define the roles and responsibilities of each using an organizational chart. The lead firm is solely responsible for all sub-contractual business arrangements. Work will begin immediately upon award of contract.

Submission of Proposals

Questions regarding this RFP can be directed to Julie Gill, SPDC Administrative Assistant, at jgill@southsidepdc.org or by calling 434.447.7101, extension 202.

Proposals must be received by Friday, June 10, 2022, by 5:00 p.m.

Proposals may be submitted via email to jgill@southsidepdc.org, or hard copies can be mailed to:

Southside PDC
 Attention: Region 3 RFP
 200 South Mecklenburg Avenue
 South Hill, Virginia 23970.

The SPDC intends to select one or more firms to provide these services using the competitive negotiation procedure defined in Section § 2.2-4302.2. of the Virginia Public Procurement Act. This RFP does not commit the SPDC to award a contract, to pay any costs incurred in the preparation of a proposal for this project, or to procure a contract for services. The SPDC reserves the right to accept or reject any or all proposals received as a result of this request, to negotiate with any qualified firm, or to modify or cancel in part or in its entirety the RFP if it is in the best interest of the SPDC and/or Region 3. The SPDC is an Equal Opportunity Employer, it does not discriminate on the basis of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment. Minority, small, and woman-owned businesses are encouraged to submit a proposal.

Proposal Requirements

Proposals shall include the items listed below in the following sequence, noted with the appropriate heading as indicated below. If the lead respondent is utilizing sub-contractor(s), provide the same information for each sub-contract as well.

1. ***TABLE OF CONTENTS EXECUTIVE SUMMARY:***

Should be limited to two (2) pages and shall include the respondent's statement of:

- Understanding of the Scope of Work to be accomplished
- Proposal to accomplish and perform these services
- Description of strategic process
- Description of process and staffing capacity to serve the needs of Region 3
- If proposal includes sub-contractors, clearly define the roles and responsibilities of each using an organizational chart
- Instructions on how to access your online platforms to view your marketing portfolio showcasing your expertise in branding, print campaigns, storytelling, and public relations

2. ***RESPONDENT QUESTIONNAIRE:***

- Use the Form found in this RFP as Attachment A

3. ***REFERENCES FORM:***

- Use the Form found in this RFP as Attachment B

4. ***RFP CRITERIA:***

Sections to respond to are listed below and found in the Attachments.

- BACKGROUND & QUALIFICATIONS: Attachment C
- STRATEGIC PLANNING: Attachment D
- RELEVANT EXPERIENCE: Attachment E
- PUBLIC RELATIONS: Attachment F
- COST/PRICING: Attachment G

5. ***PROOF OF INSURABILITY:***

Submit a letter from insurance provider stating provider's commitment to insuring the respondent with the types of coverages required at the appropriate levels if awarded a contract in response to this RFP. Respondent may submit a copy of their current insurance certificate if the requirements are already in place.

6. ***SIGNATURE PAGE:***

Respondent must complete, sign, and submit the Signature Page found in this RFP as Attachment H. The Signature Page must be signed by a person, or persons, authorized to bind the entity, or entities, submitting the proposal. Proposals signed by a person other than an officer of the corporate firm or

partner of partnership firm shall be accompanied by evidence of authority. Respondents are expected to examine this RFP carefully, understand the terms and conditions for providing the services listed herein, and respond completely.

FAILURE TO COMPLETE AND PROVIDE ANY OF THESE PROPOSAL REQUIREMENTS MAY RESULT IN THE PROPOSAL BEING DEEMED NONRESPONSIVE AND THEREFORE DISQUALIFIED FROM CONSIDERATION.

Proposal Evaluation and Award of Contract

- Selection Process Schedule:
 - On May 31, 2022, on behalf of Region 3, the SPDC will issue the RFP
 - Proposal submission deadline is June 10, 2022, at 5:00 p.m.
 - Proposal review by Region 3 in June 2022
 - Interview of finalists will be held June 2022
 - Approval of contract(s) is *estimated* to be mid-June 2022

- Proposal Evaluation:

Region 3 will conduct a comprehensive, fair, and impartial evaluation of all proposals received in response to this RFP. Region 3 may appoint a selection committee to perform the evaluation. Each proposal will be analyzed to determine overall responsiveness and qualifications under the RFP. Criteria to be evaluated may include the items listed below. Additional information may be requested by the SPDC at any time prior to final approval of a selected proposal.

Evaluation criteria:

- Background & Qualifications
- Strategic Planning
- Relevant Experience
- Creativity – Design and Storytelling
- Public Relations
- Analytical Reporting
- Cost

RFP ATTACHMENT A

GENERAL INFORMATION AND REFERENCES

1. Firm/individual(s) Information: If this proposal includes multiple firms/individuals, provide the required information in this attachment for *each* by attaching a separate page.

Respondent Name: _____
(NOTE: Give exact legal name as it will appear on the contract, if awarded.)

Address: _____

City: _____ State: _____ Zip Code: _____

Telephone: _____ Fax: _____

Website address: _____

Year established: _____ Provide number of years in business under present name: _____

Business Structure: (i.e., S-Corp, LLC, etc.) _____

Printed Name of Contract Signatory: _____

Job Title: _____

Provide address of primary office from which this project would be managed:

Address: _____

City: _____ State: _____ Zip Code: _____

Telephone: _____ Fax: _____

Annual Revenue: \$ _____ Total Number of Employees: _____

Total Number of Current Clients/Customers: _____

2. Contact Information: List the primary contact for your proposal.

Name: _____ Title: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Telephone: _____ Fax: _____

Email: _____

3. Does Respondent anticipate any mergers, transfer of organization ownership, management reorganization, or departure of key personnel within the next twelve months?

Yes No

4. Is Respondent (or partnering firm) considered any of the following categories?

Small business Veteran-owned Minority-owned Woman-owned

5. Is Respondent (or partnering firm) associated with any member of the Region 3?

Yes No

6. Bankruptcy Information: Has the Respondent ever been declared bankrupt or filed for protection from creditors under state or federal proceedings?

Yes No

Elaborate on the response if desired: _____

7. Citations or Legal Action: Has the Respondent ever received any citations, notices of violation, legal proceedings, disciplinary action, or any pending disciplinary action, from any regulatory bodies or professional organizations?

Yes No

If "Yes", state the name of the regulatory body or professional organization, date, and reason for action. If there are no violations, provide a statement of such.

8. Previous Contracts: Has the Respondent, officer, or partner ever failed to complete any contract awarded?

Yes No

If "Yes", state the name of the organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.

RFP ATTACHMENT B

REFERENCES

Provide three references that the firm has provided services to within the past three years. The contact person named should be familiar with the day-to-day management of the contract and be willing to respond to questions regarding the type, level, and quality of service provided.

Reference 1:
Firm/Company Name: _____
Contact Name: _____ Title: _____
Address: _____
City: _____ State: _____ Zip Code: _____
Telephone: _____ Email: _____
Date and Type of Service(s) Provided: _____

Reference 2:
Firm/Company Name: _____
Contact Name: _____ Title: _____
Address: _____
City: _____ State: _____ Zip Code: _____
Telephone: _____ Email: _____
Date and Type of Service(s) Provided: _____

Reference 3:
Firm/Company Name: _____
Contact Name: _____ Title: _____
Address: _____
City: _____ State: _____ Zip Code: _____
Telephone: _____ Email: _____
Date and Type of Service(s) Provided: _____

RFP ATTACHMENT C

BACKGROUND & QUALIFICATIONS

Prepare and submit responses to the following items.

Firm Facts - Please provide the following basic facts about your firm:

1. Gross billings for 2020, 2021 and a forecast for this year (2022). Note: If unable to share the exact information at this time, please provide ranges.

2. Identify your firm's departments and specify whether the functions are performed in-house or outsourced. Also, include the number of full-time personnel that will be assigned to the Region 3 account, their tenure with the firm, and breakdown according to function.

3. Describe your firm's unique business case within the following:

- Position in the marketplace
- Strongest capabilities or service niches

4. Active Client List.

5. Identify your firm's current distribution of work product by media type (social media, radio, outdoor, newspaper, direct response, and other traditional types). Provide rough spend figures and percentages by media type.

1. Describe your firm's billing policy, frequency of billing to the client, terms of payment, billing time increments less than one hour (e.g., 15 minutes, 30 minutes), billing cost per hour for various marketing services (account management, copywriting, art direction, etc.).

2. Describe your accounting and internal auditing procedures.

3. Identify any additional skills, experiences, qualifications, and/or other relevant information about the firm's qualifications.

RFP ATTACHMENT D

STRATEGIC PLANNING & EVALUATION

1. Provide an explanation of how your firm measures/determines the effectiveness of advertising/marketing programs and campaigns including return on investment (ROI). (Limit to one page)

RFP ATTACHMENT E

RELEVANT EXPERIENCE

Prepare and submit responses to the following items.

1. Describe examples of your firm's experience in promoting a non-profit's mission, public/private partnerships, and campaign promotions. Include the scope of work for each example. In addition to outlining the scope of work for each example, also highlight your firm's ability to generate relevant strategy and effective communications that speaks to relevant audiences, particularly as it relates to your understanding of the primary audiences for Region 3.

2. Describe your familiarity with the Region 3 footprint.

3. Describe 2-3 examples of your firm's experience in marketing the same service or program across multiple stakeholders and your ability to generate effective communications for each to create awareness and a call to action leading to engagement.

5. Provide samples of business-focused and mission-focused work your firm completed in the following areas: Newspaper, radio, social media, collateral materials.

RFP ATTACHMENT F

PUBLIC RELATIONS

Prepare and submit responses to the following items:

1. Provide a list of your firm's most current clients receiving said services.

2. Outline a successful PR campaign your firm has implemented. (Limit response to one page)

3. Describe your approach in utilizing PR in support of a mission, or business campaign. (Limit response to one page)

RFP ATTACHMENT G

COST/PRICING

Prepare and submit your best pricing offer and cost sheet.

1. Pricing may be provided in the most suitable format and may be presented in either monthly retainer breakdown or hourly rates based on work performed (menu pricing).

- Include hourly amount when/if agreed upon hours have expired.

2. Pricing should be inclusive and include, but not limited to, the following categories:

- Strategic Planning
- Branding
- Graphic Design
- Electronic newsletters and communications
- Media Creation, Planning, Negotiation, Buying
- Public Relations
- Content Creation
- Creative Development
- Video Production

3. If your price excludes certain fees or charges, you must provide a detailed list of excluded fees with a complete explanation of the nature of those fees.

4. If the execution of work to be performed by your firm requires the hiring of sub-contractors, you must clearly state this in your proposal. The project lead must be identified with the roles and responsibilities of each detailed in an organizational chart.

RFP ATTACHMENT H

SIGNATURE PAGE

By submitting a proposal, whether electronically or by paper, the firm/individual(s) agree that if awarded a contract in response to this RFP, they will be able and willing to execute a contract with the understanding that the scope and compensation provisions will be negotiated and included in the final document.

If the firm(s) is a corporation, they will be required to provide a certified copy of the resolution evidencing authority to enter into the contract, if other than an officer will be signing the contract.

If awarded a contract in response to this RFP, the firm/individual(s) will be able and willing to comply with all of the representations they made in the proposal and during the proposal process.

The firm/individual(s) agrees to submit the Respondent Questionnaire form and understands that failure to fully disclose requested information may result in disqualification of the proposal from consideration or termination of contract, once awarded fully and truthfully.

The firm/individual(s) will include the following information in their proposal:

Firm/individual Entity Name _____

Signature: _____

Printed Name: _____

Title: _____

(NOTE: If proposal is submitted by Co-Respondents, an authorized signature from a representative of each Co-Respondent is required.)

Co-Respondent Entity Name _____

Signature: _____

Printed Name: _____

Title: _____

Program Director's Report



DATE: June 3, 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: 2022 All Hands Meeting Review and 2023 All Hands Meeting Planning

Following the 2022 All Hands Meeting on May 5th, staff met to debrief on the event and covered items including attendance, program content, meeting space, expenses, pre-event planning, and other related matters. The discussion then moved to planning for the 2023 All Hands Meeting.

There was a consensus that the 2023 All Hands meeting program and supporting logistics may need to be modified to attract more Region 3 business leaders as well as other community leaders.

High-level details of the 2022 All Hands Meeting and ideas for the 2023 All Hands Meeting will be presented to the Executive Committee at the June 15th meeting. The intent here is to start a discussion among the Executive Committee members to give guidance on how best to continuously improve GO Virginia Region 3's All Hands Meetings from year to year.

RECOMMENDATION:

For the Region 3 Executive Committee's information.





DATE: June 2, 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: 2022 Amendments to Electronic Meeting Statute

The 2022 Virginia General Assembly approved, and Governor Youngkin signed amendments to allow advisory public bodies to meet electronically under circumstances if a quorum is not physically present at the meeting place. The following is an excerpt from a Virginia Municipal League newsletter on the matter:

Electronic meetings

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

These amendments will apply to the Region 3 Council and the Executive Committee when it becomes effective on September 1st. Accordingly, staff will develop a draft plan for electronic meetings of the Council and Executive Committee. This draft plan will be presented to the Executive Committee at its meeting on August 17th.

RECOMMENDATION:

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





DATE: June 3, 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 to the right of the 'FROM:' line.

RE: FY2022-2023 GO Virginia State Budget Appropriation

The Department of Housing and Community Development's Deputy Director of Economic Development and Community Vitality, Sara Dunnigan, distributed a memorandum to the GO Virginia regional program directors on June 1st. The memo provides information about the GO Virginia program as presented proposed budget approved by the General Assembly on June 1st, subject to Governor Youngkin's amendment and approval.

Highlights of the GO Virginia budget are:

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

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

RECOMMENDATION:

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



Glenn Youngkin
Governor

Caren Merrick
Secretary of
Commerce and Trade

COMMONWEALTH of VIRGINIA

DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

Bryan W. Horn
Director

June 1, 2022

MEMORANDUM

To: Growth and Opportunity Virginia Program Stakeholders

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

Subject: Growth and Opportunity Virginia Budget Update

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

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

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

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



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

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

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

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

