



GO Virginia Region 3 Executive Committee

Date and Time: August 17, 2022
10:00 am – 12:00 pm
Location: SOVA Innovation Hub
715 Wilborn Ave., South Boston VA

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

Purpose Statement

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

AGENDA

- | | |
|--|-------------|
| I. Call to Order and Vice 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 |
| Old Business | |
| VIII. Approved Projects Update | Bryan David |
| IX. Project Pipeline | Randy Lail |
| a. Closed Meeting (if needed) | |
| New Business | |
| X. Committee Reports | Bryan David |
| a. Project Review Committee | |
| Program Director's Report | |
| | Bryan David |
| XI. GO TEC Virginia: A Testbed for Innovation | |
| XII. Next Generation Cluster Scale-Up of the Transportation Sector in
GO Virginia Regions 1,2,3 | |

Adjourn

MINUTES

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

Wednesday, June 15, 2022

REGULAR BUSINESS

1. Call To Order

Chair Lail called the GO Virginia Region 3 Executive Committee meeting to order on Wednesday, June 15, 2022, at 10:00 a.m. 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.

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	In Person	Virtual
Bryan David - UVA Weldon Cooper Center	Region 3 Program Director		x
Liz Povar - RiverLink Group	Region 3 Contract Staff		x
Nancy Pool – RiverLink Group	Region 3 Contract Staff	x	
Deborah Gosney – Southside PDC	Region 3 Support Org/Fiscal Agent	x	
Ann Taylor Wright - Southside PDC	Region 3 Support Org/Fiscal Agent		x

Guests in Attendance

No guest in attendance.

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 March 15, 2022, 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 March 15, 2022, Executive Committee meeting be approved as presented; the motion was seconded by Lauren Willis and was approved by unanimous vote.

6. Financial Reports

Deborah Gosney reviewed the Financial Reports that were included in the meeting packet for period May 1, 2022, to May 31, 2022. The Executive Committee accepted the Financial Report as given.

Lauren Willis made a motion to approve the Financial Report as presented; the motion was seconded by Charles Majors and was approved by unanimous vote.

7. Region 3 Approved Projects Update

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

- Bridge To Recovery Project - A total of 77 applications have been approved totaling \$636,000 and 77 suppliers have been qualified.
- Southern Virginia Regional Alliance Site Development Project - Engineering and due diligence bids are underway and work is anticipated to proceed and be completed in the anticipated timeline.
- GO TEC Phase 2B Project - One-on-one training for GO TEC Career Connection teachers continues. The subcontract with Carroll County was amended to include new Career Connections modules to support precision agriculture and biotechnology. Negotiations are underway with the Controlled Environment Agriculture Innovation Center to pilot a vertical ag unit for inclusion in Career Connections.
- ExperienceWorks Project - IALR Work-Based Learning (WBL) coordinator held the quarterly MajorClarity Partners Meeting for all the school division partners to discuss current usage, achievements, goals, best practices, and challenges.
- Controlled Environment Agriculture (CEA) Project - The CEA Contract has been executed. No other activity to date.

- Entrepreneurship & Innovation Implementation Project - Regional convening continues with virtual meetups, Rise & Shine networking events are held twice a month, and ongoing planning meetings with partners continue. Access to capital strategy discussions continue with written reports/recommendations in progress.
- SEED Innovation Hub Project – Longwood submitted an EDA funding request for Project SEED/Farmville Innovation Hub and have received a non-binding letter of commitment.
- Virginia’s Growth Alliance (VGA) Refresh/Restart Project – The procurement for services process is underway and work is anticipated to proceed and be completed in the anticipated timeline.
- Mid-Atlantic Broadband Middle Mile Planning Project - Notice to Proceed was issued to the engineer on January 7, 2022. Engineering, design, and environmental is approximately 20% complete.
- Mid-Atlantic Broadband Middle Mile Construction Project - An EDA grant application was submitted in March 2022. The EDA obligated all their funding prior to reviewing the MBC application, this application was not approved. NTIA funding is being researched at this time; the deadline for application submission is September 2022.

8. Project Pipeline

The updated Project Pipeline report was provided in an email sent separately from the meeting packet to Executive Committee members prior to the meeting. Bryan David noted that the Multi-Region GO TEC Expansion Project is gaining momentum and interest from multiple school districts, including out of state interest. A multi-regional application is in process, Regions 5, 4, 2, and 1 have expressed interest. Chair Lail asked members for questions or comments; there being none, there was no discussion regarding the report.

NEW BUSINESS

9. Committee Reports

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. The Nominating Committee has identified two potential replacements and will report to the Full Council at the July meeting.

10. Annual Agreements/Contracts

The Virginia Growth and Opportunity Board met on June 14, 2022 and approved Region 3’s FY23 Capacity Building Allocation totaling \$250,000; the FY23 Capacity Building Contract will soon be issued by DHCD for signature. There are several Contract Agreements renewed each year that are budgeted and paid from the \$250,000 annual allocation as follows: 1) The Weldon Cooper Center Agreement totaling \$104,236 that funds the GO VA Region 3 Program Director’s position, 2) Southside PDC MOU totaling \$80,000 to fund the activities and responsibilities of serving as the GO VA Region 3 Support Organization and Fiscal Agent, 3) Riverlink Group LLC Consultant Services Agreement totaling \$9,000 to provide administrative staff support services, 4) Nancy Pool Consultant Services Agreement totaling \$7,200 to provide administrative staff support services, and 5) LetterPress Communications Agreement totaling \$31,900 to provide marketing and communications services. Mr. David noted that this year the Request for Proposals (RFP) for communications and media services needed to be reissued. The SPDC issued the RFP on May 31st. The awarded services agreement will have an annual term with two (2) one (1) year extensions for a total of three (3) years. Only one proposal was received from LetterPress Communications (current vendor) which will be reviewed by the Communications Committee Chair, the SPDC Executive

Director, and the Region 3 Program Director. If found to be suitable, the Communications Agreement will be issued for the budgeted amount of \$31,900.

The FY23 Agreements are for services performed from July 1, 2022 to June 30, 2023 other than the Weldon Cooper Center Agreement which expires June 30, 2024. There have been no changes to the terms and conditions from the original Agreements. Mr. David recommended that the Executive Committee authorize the execution of the Agreements and ratify at the July Quarterly Council Meeting.

Charles Majors made a motion to approve and execute all FY23 Agreements; the motion was seconded by Lauren Willis and approved by unanimous vote.

PROGRAM DIRECTOR'S REPORT

11. 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 which included discussion on attendance, program content, meeting space, upcoming expenses, pre-event planning, and other related matters. The discussion then moved to planning for the upcoming 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 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 were presented to the Executive Committee.

12. XIII. 2022 Amendments to Electronic Meeting Statute

The 2022 Virginia General Assembly approved, and Governor Youngkin signed FOIA amendments to allow regional advisory public bodies to meet electronically with special requirements and limitations in place. These amendments will apply to the Region 3 Council and the Executive Committee when it becomes effective on September 1st.

13. XIV. FY2022-2023 GO Virginia State Budget Appropriation

Highlights of the GO Virginia budget:

- Base funding statewide has been held steady at \$30 million
- Unchanged amounts statewide for support organizations (\$2.25 million), regional per capita pool (\$16.9 million), and statewide competitive pool (\$10.85 million)
- Transfers \$27.516 million 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 \$2.25 million 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

OTHER BUSINESS/ADJOURN

Chair Lail noted that now is the time to consider bringing together Virginia’s Growth Alliance, Commonwealth Regional Council, and other regional partners to discuss industrial site Tier Level work needed in the western part of GO VA Region 3. He reminded the group that the eastern part of the region had been awarded GO VA and Tobacco Commission funds to raise Tier Level for various sites. Chair Lail suggested that contact be made with the appropriate regional groups in an effort to begin the collaborative efforts needed to identify sites and apply for grant funds to assist with engineering costs.

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

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

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

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

FY 22 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Previously Paid Expenses	DHCD Request Submitted in Remittance 3	Total Expenses To Date	FY22 Available Funds
Program Operations					
Audit	\$ 1,170.00	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation					-
All Hands Meeting	-	-	-	-	-
Council Meetings	1,500.00	321.32	59.50	380.82	1,119.18
Total Meetings & Facilitation	1,500.00	321.32	59.50	380.82	1,119.18
Supplies	500.00	-	-	-	500.00
Salaries - SPDC	80,000.00	19,016.55	7,687.07	26,703.62	53,296.38
Contract Services					
SPDC UVA MOU	101,200.00	25,299.99	25,299.99	50,599.98	50,600.02
SPDC Contract Staff - Riverlink	9,000.00	1,500.00	2,250.00	3,750.00	5,250.00
SPDC Contract Staff - Nancy Pool	7,200.00	1,162.50	525.00	1,687.50	5,512.50
Total Contract Services	117,400.00	27,962.49	28,074.99	56,037.48	61,362.52
Marketing - Letterpress	31,900.00	8,580.00	-	8,580.00	23,320.00
Rent - SOVA Innovation Hub	5,415.00	902.50	902.50	1,805.00	3,610.00
Total Program Operations	237,885.00	56,782.86	36,724.06	93,506.92	144,378.08
Planning					
Technical Assistance					
All Hands Meeting	12,115.00	11,240.00	153.95	11,393.95	721.05
Total Planning	12,115.00	11,240.00	153.95	11,393.95	721.05
TOTAL	\$ 250,000.00	\$ 68,022.86	\$ 36,878.01	\$ 104,900.87	\$ 145,099.13

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

\$47,039.72	Local Funds - Unexpended (Martinsville/Henry County)
270.28	Interest
\$47,310.00	
(36,878.01)	Checks Submitted in Remittance 3 (July 26, 2022)
\$ 10,431.99	Checkbook Balance


Checks Submitted in Remittance 3	
9858 - UVA - Executive Director - Salary (April - June 2022)	\$ 25,299.99
9859 - Nancy Pool - May 2022 Hours	525.00
9860 - The Riverlink Group - April/May/June 2022	2,250.00
9862 - SPDC - Salaries - June 2022	7,687.07
9863 - Swing Bridge Associates - Gift Card - All Hands	153.95
9864 - SOVA Innovation Hub - Rent - June/July 2022	902.50
9865 - SPDC - Meeting Meals Reimbursement - 6/15/22	59.50
Total Checks Submitted in Remittance 3	\$ 36,878.01

GO VIRGINIA REGION 3
OPERATING FUNDS
FY22 PROFIT and LOSS
April 1, 2022 - July 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	-	380.82	380.82
Marketing - Letterpress	-	8,580.00	8,580.00
Rent Expense	-	1,805.00	1,805.00
Supplies	-	-	-
Audit	-	-	-
Salaries - SPDC	-	26,703.62	26,703.62
Contract Services	-	56,037.48	56,037.48
Total Program Operations	-	93,506.92	93,506.92
Planning			
Technical Assistance	-	11,393.95	11,393.95
Total Planning	-	11,393.95	11,393.95
TOTAL EXPENSE	-	104,900.87	104,900.87
NET ORDINARY INCOME	47,039.72	145,099.13	192,138.85
Other Income			
Interest	270.28	-	270.28
Total Other Income	270.28	-	270.28
NET INCOME	\$ 47,310.00	\$ 145,099.13	\$ 192,409.13

* Income is Accrual/Expenses are Cash.

GO-TEC 2B

GO Virginia Region 3	
Report Period: July 1, 2022 to July 31, 2022	
Most Recent Draw: DD#9 on 6/17/2022	

GO VIRGINIA GRANT FUNDS					
Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD# 9)	Current Total Paid To Date	Grant Balance
Project Monitoring/Reporting	\$ 16,554.36	\$ 1,691.66	\$ 575.23	\$ 2,266.89	\$ 14,287.47
Administration	\$ 248,315.35	\$ 206,050.15	\$ 4,006.53	\$ 210,056.68	\$ 38,258.67
Equipment	\$ 2,430,751.29	\$ 2,071,635.97	\$ 18,626.16	\$ 2,090,262.13	\$ 340,489.16
Salaries	\$ 791,120.00	\$ 620,593.74	\$ 23,729.16	\$ 644,322.90	\$ 146,797.10
Travel	\$ 89,000.00	\$ 55,104.52	\$ 11,065.06	\$ 66,169.58	\$ 22,830.42
Totals	\$ 3,575,741.00	\$ 2,955,076.04	\$ 58,002.14	\$ 3,013,078.18	\$ 562,662.82

REQUIRED MATCHING FUNDS							
Budget Categories from CAMS	GOVA Budget Match*	Previous Match Total To Date	Current Draw Match (DD#9)	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 2,625,918.79	\$ 2,625,918.79	\$ -	\$ 2,625,918.79	\$ -	\$ 745,414.47	\$ 3,371,333.26

** 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#9 has been paid. An extension has been approved through September 30, 2022.

BRIDGE TO RECOVERY

GO Virginia Region 3

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

Most Recent Draw: DD#4 on 7/19/2022

GO VIRGINIA



GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#4)	Current Total Paid To Date	Grant Balance
Project Monitoring/Reporting	\$ 25,000.00	\$ 6,733.99	\$ 630.00	\$ 7,363.99	\$ 17,636.01
Administration	\$ 87,629.97	\$ 47,860.08	\$ 10,579.25	\$ 58,439.33	\$ 29,190.64
Construction	\$ -	\$ -		\$ -	\$ -
Contract Services	\$ 400,000.00	\$ 36,415.68	\$ 18,712.77	\$ 55,128.45	\$ 344,871.55
Fringe Benefits	\$ 43,052.22	\$ 29,819.61	\$ 6,865.80	\$ 36,685.41	\$ 6,366.81
Salaries	\$ 74,005.81	\$ 39,005.77	\$ 17,500.00	\$ 56,505.77	\$ 17,500.04
Other: Collaborative Support	\$ 69,957.00	\$ 40,000.00	\$ 1,250.00	\$ 41,250.00	\$ 28,707.00
Other: Subscriptions	\$ 61,683.00	\$ 48,898.79	\$ 4,276.90	\$ 53,175.69	\$ 8,507.31
Other: Website Updates	\$ 8,000.00	\$ 7,125.00	\$ -	\$ 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	\$ 255,858.92	\$ 59,814.72	\$ 315,673.64	\$ 609,326.36


REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 1,211,500.00	\$ 504,476.72	\$ 19,814.44	\$ 524,291.16	\$ 687,208.84	\$ -	\$ 524,291.16

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

Status: DD#4 has been paid by DHCD. A budget revision was approved shifting match funds among categories. A project extension has been approved through December 31, 2022.

MBC Middle Mile Project - Planning

GO Virginia Region 3	
Report Period: July 1, 2022 to July 31, 2022	
Most Recent Draw: DD #4 on 6/27/2022	

GO VIRGINIA GRANT FUNDS					
Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#3 and 4)	Current Total Paid To Date	Grant Balance
Planning/Assessment	\$ 100,000.00	\$ 27,743.68	\$ 15,079.00	\$ 42,822.68	\$ 57,177.32
Totals	\$ 100,000.00	\$ 27,743.68	\$ 15,079.00	\$ 42,822.68	\$ 57,177.32


REQUIRED MATCHING FUNDS							
Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 900,000.00	\$ 249,693.12	\$ 135,711.00	\$ 385,404.12	\$ 514,595.88	\$ -	\$385,404.12

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

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

Status: Design is 65% complete.

SoVa Innovation Hub: E&I Implementation (EII)

GO Virginia Region 3	
Report Period: July 1, 2022 to July 31, 2022	
Most Recent Draw: DD#2 on 12/13/2021	

GO VIRGINIA GRANT FUNDS					
Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#2)	Current Total Paid To Date	Grant Balance
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
SPDC Project Monitoring & Reporting	\$ 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

REQUIRED MATCHING FUNDS							
Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 280,000.00	\$ 66,014.35	\$ 176.42	\$ 66,190.77	\$ 213,809.23	\$ -	\$ 66,190.77

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

Status: Last remittance request: 12/2021.

ExperienceWorks Project

GO Virginia Region 3

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

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

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#2)	Current Total Paid To Date	Grant Balance
Administration - SPDC	\$ 15,018.00	\$ 745.38	\$ 595.00	\$ 1,340.38	\$ 13,677.62
Administration - IALR	\$ 37,082.00	\$ 589.04	\$ 1,296.40	\$ 1,885.44	\$ 35,196.56
Contract Services	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00
Fringe Benefits	\$ 21,000.00	\$ 1,738.04	\$ 3,604.94	\$ 5,342.98	\$ 15,657.02
Salaries	\$ 60,000.00	\$ 5,624.96	\$ 12,599.98	\$ 18,224.94	\$ 41,775.06
Supplies	\$ 10,500.00	\$ -	\$ -	\$ -	\$ 10,500.00
Taxes and Insurance	\$ 19,278.00	\$ -	\$ -	\$ -	\$ 19,278.00
Travel	\$ 12,000.00	\$ -	\$ -	\$ -	\$ 12,000.00
Other - Internship Stipends	\$ 252,000.00	\$ -	\$ -	\$ -	\$ 252,000.00
Other - EXCITE Teacher Stipends	\$ 30,000.00	\$ -	\$ -	\$ -	\$ 30,000.00
Other - 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	\$ 18,096.32	\$ 26,793.74	\$ 488,834.26

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 257,814.00	\$ 8,129.70	\$ 12,320.29	\$ 20,449.99	\$ 237,364.01	\$ -	\$ 20,449.99

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

Status: DD#2 has been paid.

SVRA Site Development (Shovel Ready Sites)

GO Virginia Region 3	
Report Period: July 1, 2022 to July 31, 2022	
Most Recent Draw: No Draws to Date	

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#)	Current Total Paid To Date	Grant Balance
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


REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 1,323,800.00	\$ -	\$ -	\$ -	\$ 1,323,800.00	\$ -	\$ -

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

Status: No remittance to date.

Controlled Environment Ag (CEA)

GO Virginia Region 3	
Report Period: July 1, 2022 to July 31, 2022	
Most Recent Draw: No Draws to Date	

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#)	Current Total Paid To Date	Grant Balance
Planning	\$ 77,803.00	\$ -	\$ -	\$ -	\$ 77,803.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 77,803.00	\$ -	\$ -	\$ -	\$ 77,803.00

REQUIRED MATCHING FUNDS


Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Total Match To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 38,543.00	\$ -	\$ -	\$ -	\$ 38,543.00	\$ -	\$ -

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

Project start date: March 15, 2022

Status: No activity to date.

Virginia's Growth Alliance (VGA) Refresh/Restart

GO Virginia Region 3	
Report Period: July 1, 2022 to July 31, 2022	
Most Recent Draw: No Draws to Date	

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#)	Current Total Paid To Date	Grant Balance
Project Monitoring & Reporting (SPDC)	\$ 1,000.00	\$ -	\$ -	\$ -	\$ 1,000.00
Studies	\$ 99,000.00	\$ -	\$ -	\$ -	\$ 99,000.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Match Total To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 51,000.00	\$ -	\$ -	\$ -	\$ 51,000.00	\$ -	\$ -

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

Project Start Date: 5/1/2022

Status: No remittance to date.

MBC Middle Mile Construction

GO Virginia Region 3

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

Most Recent Draw: No Draws to Date

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previous Total Paid To Date	Current Draw (DD#)	Current Total Paid To Date	Grant Balance
Construction	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -
Totals	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	GOVA Budget Match	Previous Match Total To Date	Current Draw Match	Current Match Total To Date	Required Match Balance	Total Additional Match	Total Match To Date
Totals	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00	\$ -	\$ -

GOVA Grant Agreement Term: May 2022 to July 2024

Project Approval Date: 3/10/2022

Status: EDA application for \$4M denied, pursuing NTIA funding.

PROJECT FUNDING MATRIX

GO VIRGINIA REGION 3 PER-CAPITA PROJECTS

PDC Assigned Staff	Project Name	G & D Plan Investment Strategy	Project Status	Amount Funded	Budget Project Type	Date of Award	FY18	FY19	FY20	FY21	FY22
							Per Capita	Per Capita	Per Capita	Per Capita	Per Capita
							757,401	1,000,000	1,000,000	1,000,000	1,000,000
							757,401	1,000,000	1,000,000	1,000,000	1,000,000
							757,401	1,000,000	1,000,000	1,000,000	1,000,000
Sangi	GO TEC Phase 1	Workforce Dev	Closed	617,172.79	Per Capita	02/13/18	617,172.79				
Sangi	SOVA Innovation Hub	Startup Ecosystem	Closed	79,819.80	Per Capita-ECB	07/25/18	79,919.80				
Sangi	GO TEC Phase 2A	Workforce Dev	Closed	1,315,669.53	State Competitive	03/12/19					
Ashleigh	E&I Strategic Initiative	Startup Ecosystem	Closed	77,662.12	Per Capita-ECB-REI	10/09/19	60,308.41	17,353.71			
Ashleigh	Operation Last Mile Drone	Cluster Scale Up	Closed	75,000.00	COVID ERR Fund	04/15/20					
Sangi	IALR Common Platform	Workforce Dev	Closed	88,914.96	Per Capita-ECB	04/15/20		88,914.96			
Ann	Bridge to Recovery	Cluster Scale Up	Active	925,000.00	COVID ERR Fund	06/23/20					
Ann	GO-TEC Phase 2B	Workforce Dev	Active	3,575,741.00	State Competitive	06/23/20					
Sangi	MBC Middle Mile Planning Project	Broadband	Active	100,000.00	Per Capita-ECB	08/04/20		100,000.00			-
Ann	EII Implementation Project	Startup Ecosystem	Active	449,000.00	Per-Capita-REI	03/16/21		449,000.00			
Ann	SVRA Site Development Project	Site Development	Active	1,534,900.00	Per-Capita	09/23/21		344,731.33	1,000,000.00	190,168.67	
Ann	ExperienceWorks	Workforce Dev	Active	515,628.00	Per-Capita	09/23/21				515,628.00	
Ann	Ag CEA Planning Study	Cluster Scale Up	Active	77,053.00	Per Capita-ECB	11/29/21				77,053.00	
Ann	SEED-Innovation Hub	Startup Ecosystem	Active	662,304.00	Per-Capita	12/15/21				217,150.33	445,153.67
Ann	VGA Capacity Building Analysis	Site Development	Approved	100,000.00	Per Capita-ECB	01/19/22					100,000.00
Sangi	MBC Middle Mile Construction Project	Broadband	Approved	5,000,000.00	State Competitive	03/10/22					
Ann	Virginia College Fund Gupton Initiative	Workforce Dev	Approved	35,000.00	Per-Capita-ECB	06/23/22					35,000.00
	TOTAL PROJECT FUNDING			15,228,865.20			757,401.00	1,000,000.00	1,000,000.00	1,000,000.00	580,153.67
	Available Balance						(0.00)	-	-	0.00	419,846.33
Notes	Of the \$1,000,000 that is awarded annually, no more than \$250,000 can be utilized for ECB Projects.										
	ERR-Economic Resilience & Recovery Fund										
	REI-Regional Entrepreneurship Initiative										
	ECB-Enhanced Capacity Building										

OLD BUSINESS

APPROVED PROJECT UPDATE



DATE: August 11, 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 positioned to the right of the 'FROM:' line.

RE: Approved Projects Update

The approved projects currently being implemented are listed below with a brief status statement:

- Bridge to Recovery – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. DHCD GO Virginia staff approved a no-cost extension for this program through 12.31.22 to complete its outreach program.
- GO TEC ExperienceWorks – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Status meeting scheduled for 8.15.22 with project principals.
- Genedge Retooling Virginia Manufacturing for Strategic Industries – project in closeout phase and application are no longer accepted. A final report will be forthcoming.
- Mid-Atlantic Broadband Communities Corporation (MBC) - Middle Mile Expansion for Economic Growth – the project is nearing completion, and no adverse issues are anticipated. This is an engineering-only project, and no construction is involved.
- Virginia Small Business Development Centers – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Attached is the most recent report distributed on 7.20.22.
- Innovation Commercialization Assistance Program (ICAP) Virginia Small Business Development Center Network – proceeding according to scope, schedule, and budget with no adverse issues anticipated. See SBDC report above.
- Entrepreneurship Investment and Innovation Strategy – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated. Dashboard Report(8.8.22) attached.



GO Virginia Region 3 Executive Committee
August 11, 2022
Page 2

- Virginia Growth Alliance – Refresh/Restart: A Strategy for Regional Economic Development – proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated.
- GO Virginia Region 3 Controlled Environment Agriculture Strategy and Roadmap – as project principals, the Institute for Advanced Learning and Research (ILAR) and Virginia Tech are proceeding as planned according to scope, schedule, and budget with no adverse issues anticipated; meeting #1 of the Situational Awareness Workgroup (Region 3 economic and workforce development professionals) is scheduled for August 25th at the ILAR.
- Mid-Atlantic Broadband Communities Corporation Middle Mile Fiber Expansion Project (GO VA Regions 3 & 4) – the federal source of funds for the project has been changed from the US Economic Development Administration to the National Telecommunications Information Administration; the application is to be submitted by MBC by the 9.22 deadline.
- SEED Innovation Hub – US Economic Development Administration funding application is in process; GO Virginia and Tobacco Region Revitalization Commission funding secured and contingent on federal funding award.
- Virginia College Fund/Virginia Commonwealth University (The Gupton Initiative) – project contract is being finalized between DHCD GO Virginia and project principals.

RECOMMENDATION:

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

Attachments





GO Virginia ERR Grants
Q1 and Q2 Report
July 20, 2021

Possible Use of SBDC Grant Funds

1. Virginia SBDC Network core services

used to satisfy the required 50% cash match in order to access the full amount of SBA funding

2. Virginia SBDC Network enhanced services

supplemental funds based on cash match amount in each local SBDC to support expanded services and maintain expanded business advisory services

ICAP Grant

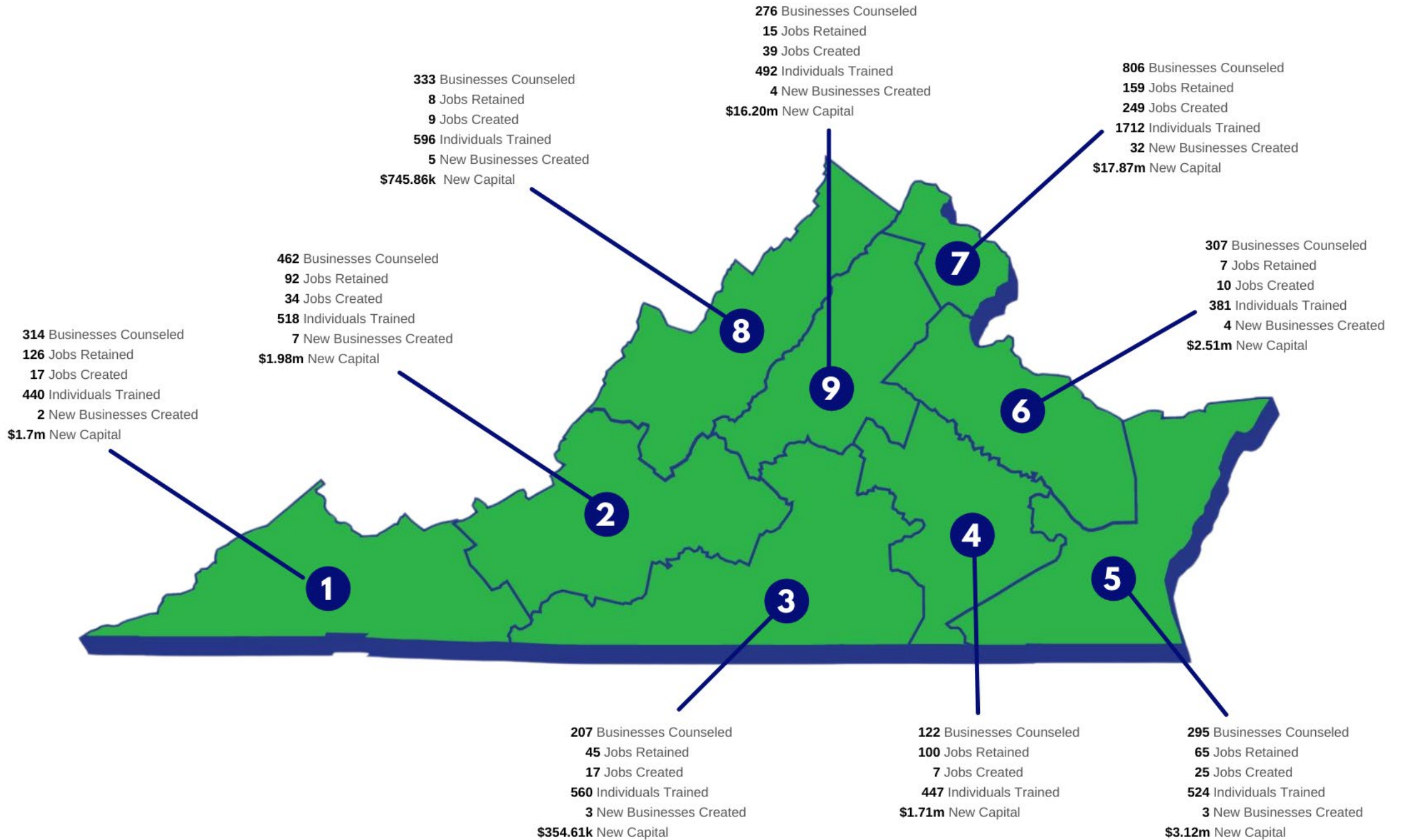
- Hire 4 mentors with geographic diversity
- Phased hiring – October 1 (HRDS and NOVA); early 2022 (Roanoke and Charlottesville)

Status

- All centers met 50% minimum cash match requirement
- Supplemental funds allocated to each center based on level of cash match confirmed -- \$45,000 - \$65,000 per center
- GO Virginia outcomes to be adjusted to reflect the net total increase of SBDC network funding
- GO Virginia ICAP ERR -- contract in development; preparing for recruitment and hire

GO Virginia SBDC Outcomes

Jan 1, 2021 - Dec 31, 2022	Original GO Virginia Outcomes	Jan-June 30, 2021 Actual
# Businesses Counseled	7500	3122
# Jobs Retained	4900	617
# Jobs Created	3150	407
# Individuals Trained	7000	5670
# New Businesses Created	520	60
\$ New Capital	\$ 122,000,000	\$ 46,190,470





GO Virginia SBDC Outcomes by Region

Jan 1 - June 30, 2021	Businesses Counseled	Jobs Retained *	Jobs Created *	Attendees	New Businesses Created *	New Capital *
Region 1	314	126	17	440	2	\$ 1,700,000
Region 2	462	92	34	518	7	\$ 1,980,000
Region 3	207	45	17	560	3	\$ 354,610
Region 4	122	100	7	447	0	\$ 1,710,000
Region 5	295	65	25	524	3	\$ 3,120,000
Region 6	307	7	10	381	4	\$ 2,510,000
Region 7	806	159	249	1712	32	\$ 17,870,000
Region 8	333	8	9	596	5	\$ 745,860
Region 9	276	15	39	492	4	\$ 16,200,000
	3122	617	407	5670	60	\$ 46,190,470

* Lagging indicators reported by clients

Deliverable	Individual(s) Ultimately Responsible (Position)	Collaboration Plan	Status	Desired Outcomes (indicated by grant app/contract)
Project Dashboard	Sheri McGuire (Longwood OCED) & Lauren Mathena (MBC/SOVA Innovation Hub)	Weekly Check-in (S&L) Quarterly Update to R3 EII Committee	Complete/Ongoing (this document)	R3 EII and Council are kept up to date on progress towards deliverables
Quarterly Report for DHCD/SPDC	Lauren Mathena	Quarterly Report to DHCD/SPDC	Ongoing	DHCD/SPDC are kept up to date on progress towards deliverables
TRAINING PIPELINE				
4-5 cohorts of CO.STARTERS	Sheri McGuire, Lauren Mathena & Brandon Hennessey (Longwood OCED/SBDC)	1) Ongoing agile collaboration among project team members 2) Monthly R3 EII Workgroup - Training 3) Monthly Higher Ed Workgroup (Averett, Longwood and HSC) 4) Ongoing outreach/engagement with regional stakeholders (Chambers, Main Street orgs, local government, PDCs, Workforce Boards, etc.)	Ongoing - 1st cohort underway (Blackstone CBL), 2nd cohort (virtual/regional) ends 10/27, HSC, Longwood and Averett faculty certified and incorporating into credit courses (ties into the collegiate business plan competition); 3rd cohort application due 2/25	200 trained, 30 new businesses, 45 new jobs, include target sectors, include women and people of color
2 cohorts of product development	Sheri McGuire, Lauren Mathena & Brandon Hennessey (Longwood OCED/SBDC)		In Progress - 1) ICAP (10/12/21 meeting with Longwood Deans/faculty), 2) GenEdge (offering free assessment to CO.STARTERS completers w/ relevant NAICS codes), 3) Evaluating CO.STARTERS Refocus/Rebuild to amplify LSBDC Refocus to create existing business cohort program (2/2022-ongoing)- CS Refocus/Rebuild has pandemic recovery focus (opportunity to connect with SVRA/Bridge2Recovery? on this training content and consultant infrastructure)	
Mentor network <i>(not a grant deliverable, but a gap in ecosystem)</i>	Sheri McGuire & Lauren Mathena		In Progress - early stage of planning (need mentor application, expectations, orientation, recruitment plan, SUS app) - will be supported by RIF grant if received	
Minority engagement	Sheri McGuire, Lauren Mathena & Letterpress Communications	Monthly R3 EII Workgroup - Minority Engagement	Ongoing (workgroup meetings began Feb '21), focus groups held in June/Aug, partnering w/ BlackBRAND	
Branding developed/marketing launched	Sheri McGuire, Lauren Mathena & Letterpress Communications	Bi-weekly meeting w/ Letterpress account rep	RISE Collaborative, sovarise.com	Branding for SOVA REI and child brands (programs)
YOUTH ENTREPRENEURSHIP				
2 youth e-ship kickoff events	Jacob Dolence (Longwood) & Brandon Hennessey	1) Ongoing agile collaboration among project team members 2) Monthly R3 EII Workgroup - Youth (includes Sheri, Lauren, Jacob, Brandon, Jeremy Satterfield (Microsoft), Amy Cole (SVHEC), David Kenealy (SVHEC Product Works)	Complete/ongoing (virtual event 5/5 had 40 students registered, making videos for teachers/students and marketing future programs, considering youth advisory council); 2022	100 youth served, more youth aspire to be entrepreneurs As of this update:
2 youth out-of-school cohorts/programs	Jacob Dolence (Longwood) & Brandon Hennessey	3) Monthly check-in between REI (Lauren, Sheri, Brandon, Jacob) and IALR (Julie Brown-Director Advanced Learning, Tammy Hurt-GO TEC manager, Jessie Vernon-Program Manager, Dana Wilson-WBL Coordinator)	Launching CO.STARTERS Generator Fall 21, MOU w/ IALR about expanding NOW/Teamship/District C Coaching) - 4 teachers completed District C Winter Coaching Institute, 12 scholarships remaining for summer 2022	May 2021 virtual summit: 40 students Generator Spring 2022: 80 students Total: 120 students and counting... Educators served will count towards the 200 total trained Winter Coaching Institute: 4 teachers completed Summer Coaching Institute: 12

Deliverable	Individual(s) Ultimately Responsible (Position)	Collaboration Plan	Status	Desired Outcomes (indicated by grant app/contract)
1 youth in-school program	Jacob Dolence (Longwood) & Brandon Hennessey		1) Generator can be used in the classroom - Spring 2022 pilot has 80 students from Amelia, Lunenburg, Halifax, deadline 3/15/22. 2) IALR/District C Coaching Institute is teacher PD and should result in in-school Teamship, 3) Longwood also plans to develop teacher PD course focused on helping teachers infuse VDOE e-ship curriculum into their classrooms	Summer Coaching institute: 12 scholarships available Total: 16
Branding developed/marketing launched	Sheri, Lauren & Letterpress	Bi-weekly meeting w/ Letterpress account rep	RISE Collaborative, sovarise.com/students	Branded YE events/programs/classes
CAPITAL ACCESS				
Rural entrepreneurship capital access model developed	Sheri & Lauren	Monthly R3 EII Workgroup - Cap Access with Consultants: Dr. Godwin, Tom Chapman; will invite lenders to learn about ecosystem and contribute to model/strategies	Ongoing (raising funds for pitch competition, developing model for lender-led regional loan fund) -	Financing model in writing (deliverable from Chapman & Co. due March 2022)
Financial literacy included in training pipeline	Sheri, Lauren & Brandon	Monthly R3 EII Workgroup - Training + Cap Access + Minority Engagement	In Progress / Ongoing - CO. STARTERS 3 weeks on numbers, VCC 10/20	Amount (\$) of capital raised by supported companies (scorecard metric)
Lenders/funding sources engaged in ecosystem	Sheri & Lauren	Capital access workgroup, identify local/regional lenders to include in strategy development	In Progress / Ongoing - secured \$25k from BenchMark and \$5k from AMNB - BCB participating in Rise & Shine	
Pitch competitions developed/launched (not a grant deliverable, but an incentive to recruit people into the training pipeline)	Lauren & Jacob	Higher ed workgroup (Longwood, HSC, Averett), Training/Cap Access workgroup, youth workgroup	Ongoing (workgroup discussions began Feb '21) - Collegiate Pitch Competition is Jan-Apr 2022, plans for CO.STARTERS pitch are beginning for fall 2022	
Branding guidelines developed	Sheri McGuire, Lauren Mathena, Letterpress Communications (consultant)	Bi-weekly meeting w/ Letterpress account rep	Ongoing (sponsorship proposal packet complete)	Branded/professional communications inviting lenders to engage in ecosystem
R3 SCORECARD & R3B MAP				
Scorecard implemented	Sheri McGuire, Lauren Mathena, Brandon Hennessey, & Tracy Mallard (consultant)	Monthly R3 EII Workgroup, Quarterly Scorecard Meeting	In Progress (held quarterly kickoff, have "indicator sheets" - next is data use policy and data collection) - Goal to publish scorecard to website April 2022	Scorecard is shared with R3 EII Committee and other stakeholders
R3B Map updated	Brandon Hennessey	Quarterly Update shared with EDOs, PDCs	In Progress (map to be updated quarterly by SBDC and communicated out to PDCs/ED)	LSBDC regularly access the R3B Map to identify participants for training, mentor network, etc. and share it with partners EDOs and PDCs
Regional convening	Sheri & Lauren	Quarterly Ecosystem Meetup	Ongoing: Global Entrepreneurship Week will include events in Martinsville, Danville, and Farmville. SOVA IH/DRREE will cohost a virtual meetup for Virginia ecosystem builders (statewide)	Increased connectivity among ecosystem builders
FARMVILLE HUB				

LSBDC integrating personal finance training into training

Goal to publish May 1
 Brandon finished the latest update using JobsEQ data for employment RISE plans to use the database to identify existing companies to participate in any/all resources: mentor network, LSBDC training pipeline, etc. Collaborate with EDs/EDOs/IDAs, Chambers of Commerce, etc. as appropriate.

Need to incorporate structure built for RISE and Shine, with expectations for continuation

Deliverable	Individual(s) Ultimately Responsible (Position)	Collaboration Plan	Status	Desired Outcomes (indicated by grant app/contract)
Farmville physical hub planning - A&E Design	Sheri McGuire & Longwood Real Estate Foundation	Longwood/HSC facility planning committee and Little (A&E firm)	In Progress; Project SEED received \$500k from VTRRC towards construction; request to GOVA approved state board (next step: contract negotiations); next step is apply for EDA (CRC helping); proceeding with next round of drawings and continuing to seek community input	Design/A&E plans complete, including recommendations for makerspace equipment/technology
Farmville hub branding/basic website	Sheri McGuire, Little & Letterpress Communications (consultant)	Longwood/HSC facility planning committee, Little, and Letterpress	In Progress (A&E firm has completed initial branding/logo to guide interior/exterior design, Letterpress will continue w/ more branding and basic website) - currently redesigning the Longwood OCED website, and SEED webpage will be part of this prior	Website is launched - Fall 2022 - to be timed with information about EDA ARPA EAA construction grant
Farmville hub operational plan including funding and operations	Sheri McGuire & Andrew King (HSC)	Dr. Kukk, Dr. King, Institutional Advancement Offices at Longwood and HSC, CRC to assist with EDA app, possibly pursue VTRRC funding	Complete per DHCD deliverable requirement - MOU b/t Longwood and HSC is signed. (Sheri working w/ CRC on EDA construction application); Longwood Honors College will be lead academic unit	MOU b/t Longwood and HSC to support construction, operations, ongoing fundraising

PROJECT PIPELINE



DATE: August 11, 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 'FROM' line.

RE: Project Pipeline Report

Attached is the updated Project Pipeline Report for the August 17th meeting.

RECOMMENDATION:

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



REGION 3_PROJECT PIPELINE_August 2022

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



REGION 3_PROJECT PIPELINE_August 2022

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

*MOST RECENT ACTIVITY SINCE LAST REPORT IN RED

**NEW PROJECT SINCE LAST REPORT IN GREEN



REGION 3_PROJECT PIPELINE_August 2022

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

*MOST RECENT ACTIVITY SINCE LAST REPORT IN RED

**NEW PROJECT SINCE LAST REPORT IN GREEN



REGION 3_PROJECT PIPELINE_August 2022

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

*MOST RECENT ACTIVITY SINCE LAST REPORT IN RED

**NEW PROJECT SINCE LAST REPORT IN GREEN

NEW BUSINESS



DATE: August 11, 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: Project Review Committee

The Project Review Committee met and reviewed an Enhanced Capacity Building project application on 8.11.22. The project was submitted by the Commonwealth Regional Council and is entitled: Regional Economic Development Organization (REDO) Strategy and Business Plan.

The Project Review Committee's recommendation will be distributed along with the project application to the Executive Committee members in advance of the meeting under separate cover.

Recommendation:

For the Region 3 Executive Committee's information.

Program Director's Report



DATE: August 10, 2022

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: GO TEC Virginia: A Testbed for Innovation

Since earlier this year, we have worked with Dr. Julie Brown to develop a model for expanding GO TEC to other GO Virginia regions. This expansion is responsive to the high level of interest expressed by many public school divisions in Regions 1, 4, and 5 to GO TEC/Institute for Advanced Learning and Research (IALR).

The elements of a GO Virginia Statewide Competitive application sponsored by Region 3 and companion Per Capita grant applications from each participating region were recently finalized. The overarching considerations for this endeavor are to continue the GO TEC talent pathway program's quality, create a financially and operationally sustainable enterprise for IALR, and provide direct benefit to the Region 3 GO TEC school divisions resulting from such an expansion.

These elements for the GO Virginia grant applications have been favorably reviewed by other GO Virginia regional staff, the Department of Housing and Community Development GO Virginia staff, and the Region 3 GO TEC Board. Each group has given its helpful input to better position the project for approval by the GO Virginia State Board at its meeting on December 15th.

That being said, I will present an overview of the project, anticipated timelines, and other related information to the Executive Committee at the August 17th meeting.

RECOMMENDATION:

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





DATE: August 10, 2022

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Statewide Competitive Application – Next Generation Cluster Scale-Up of the Transportation Sector in GO Virginia Regions 1,2,3

Virginia Tech's Center for Economic and Community Engagement has a Statewide Competitive application under development that will focus on scaling next-generation automated-connected-electric transportation. The request from the GO Virginia funding request is \$4.5MM, and the project supports the recently submitted application by Virginia Tech, which seeks \$50MM in federal funding for a coalition of manufacturers of electric and automated vehicles in Regions 1, 2, and 3.

Attached is a Letter of Intent submitted by Virginia Tech regarding the project. It is my understanding the project will seek approval from the GO Virginia State Board at its meeting on December 15th. This would have the project to the Region 3 Project Review Committee in late September or early October and the GO Virginia Region 3 Council at its meeting on October 19th.

I will present an overview of the project to the Executive Committee at the August 17th meeting.

RECOMMENDATION:

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



July 29, 2022

TO: Region 1, 2, 3 GO Virginia Support Organizations

Dear Colleagues,

Please find below a letter of interest for a multi-regional, state competitive GO Virginia project under development by Virginia Tech, in partnership with GENEDGE, VERGE, and other partners. We appreciate your review, feedback, and guidance as to application process and timelines with your respective councils.

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TITLE: Next Generation Cluster Scale-Up of the Transportation Sector in GO Virginia Regions 1,2,3

INTRODUCTION AND OVERVIEW:

Focused on Southwest and Southern Virginia (GO Virginia Regions 1,2, and 3), the Automated-Connected-Electrified (ACE) Transportation Cluster Coalition will establish Virginia as a global leader in next generation transportation. The coalition will focus on the regional transportation and logistics cluster to help accelerate the adoption and manufacture of electric and automated vehicles and revitalize the economy of Southern and Southwest Virginia.

Led by Virginia Tech, the coalition of over 150 regional partners seeks \$4.5 million in GO Virginia state-wide funding to help leverage anticipated federal and other investments. The GO Virginia funds will help grow jobs and attract revenue through 1.) direct technical assistance and advising to growth-oriented firms; 2.) sector talent pipeline management systems building; 3.) precision talent attraction and retention activities specific to high-need, high-wage sector occupations; 4.) and distributed customized entrepreneur support and programming for growth-oriented start-ups and newer ventures.

BACKGROUND AND CONTEXT FOR GO VIRGINIA APPLICATION:

The transportation and logistics sector is comprised of 38 industries employing 78,957 workers. The sector represents 11.3% of total regional jobs and contributes 15.8% to the regional GDP. The cluster is well poised for growth. The median wage for all jobs in the sector appears to be well above \$60,000. Today's economy relies on rapid delivery of goods, as evidenced by strained supply chains during the COVID pandemic. Truck freight demand grew 6.0% in 2020, fueled by the shift to E-commerce. The World Economic Forum projects freight demand to triple by 2050.

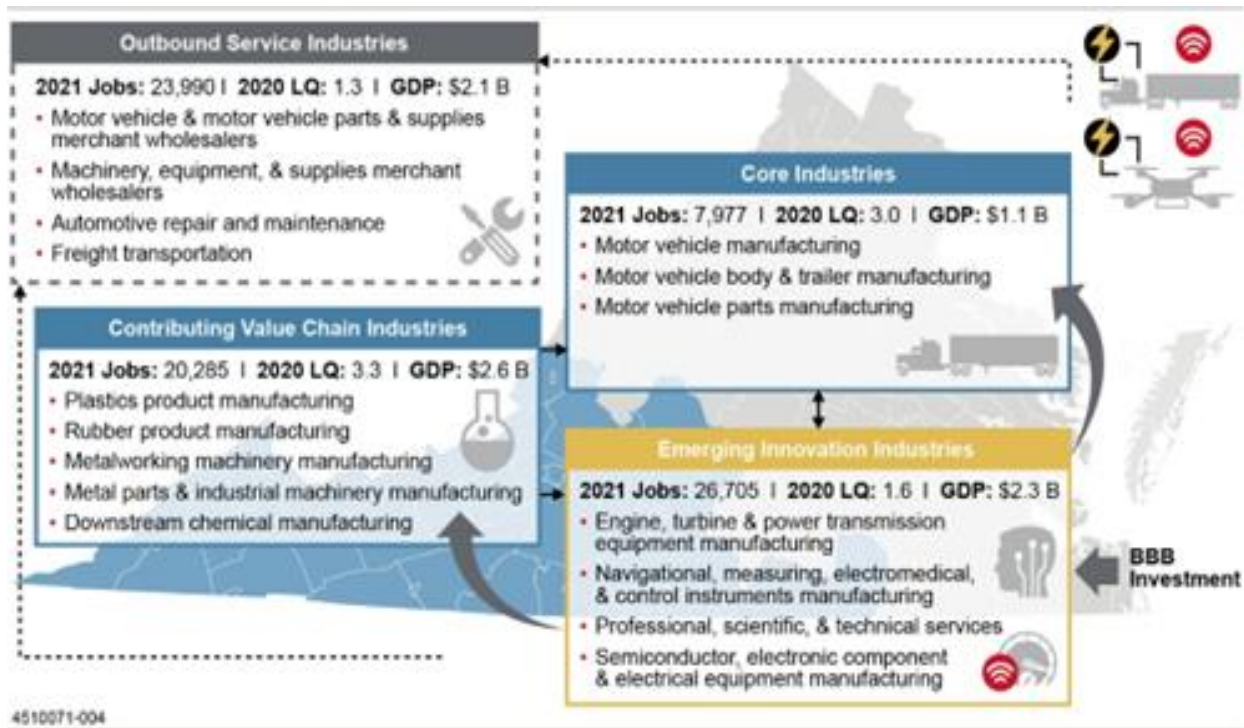
In our focus region, the cluster is currently expected to grow 3.5% by 2027. With EDA and state GO Virginia investments, the Coalition expects to accelerate that growth to over 6.5%.

In the fall of 2021, Virginia was competitively selected as one of the finalists in the Economic Development Administration's \$1 billion Build Back Better Regional Challenge Competition. The Phase I award helped establish the Coalition of over 150+ public, private, and non-profit organizations. The



Coalition will be working to: 1) facilitate asset alignment, 2) develop plans for building critical new assets to assist in firm growth, 3) build a shared agenda and identity for the cluster, and 4) equitably develop a diverse and technically ready workforce.

The region boasts one of the largest collections of truck manufacturing plants in the nation including OEMs Mack, Volvo, and Morgan-Olsen. Volvo, one of the three largest truck manufacturers globally, has its flagship facility here, where they manufacture full-size electric trucks. Daimler, another Big 3 truck manufacturer, purchased the region's largest autonomy firm, TORC Robotics, to spur development of autonomous trucks. This region hosts one of the only commercial drone delivery services in the U.S. by Google Alphabet subsidiary, Wing. Parts suppliers like Eldor Powertrains are also scattered across Southwest and Southern Virginia. The figure below provides more data and context on the cluster and its industries:



NEED FOR PROJECT AND RELATIONSHIP TO GO VIRGINIA

Manufacturing and technology are identified as priority focus sectors in the Economic Growth and Diversification Plans for Regions 1, 2, and 3. Each of the regional plans speaks to the need for cluster scale-up. This initiative seeks to concentrate activities in cluster scale-up across all three regions, at a level that would be difficult for the regions to do alone.

The Phase I EDA Award has helped Virginia Tech develop the ACE Coalition, validate the potential of this sector, identify growth strategies, and secure widespread commitments from private sector companies and localities as well as from education, training, economic development, non-profit and resource-provider organizations across the region. Phase II funding decision is pending.



GO Virginia funding would greatly advance the success of this initiative, as it would help leverage any future federal award; expand direct assistance activities to companies; develop a unique and customized talent pipeline management systems (which could be subsequently be studied and replicated for other sectors); add needed cluster-specific talent attraction and retention activities; and focus on entrepreneurial assistance uniquely focused on the needs of sector start-ups. We anticipate the GO Virginia award leading to the creation of 1,500 or more new higher than median wage cluster jobs and the attraction or creation of at least 10 new regional firms in the sector.

GO VIRGINIA PROJECT SCOPE AND KEY ACTIVITIES:

For this proposed GO Virginia Project, **Next Generation Cluster Scale-Up of the Transportation Sector in GO Virginia Regions 1,2,3**, the lead applicant is the Virginia Tech Center for Economic and Community Engagement acting on behalf of the Automated-Connected-Electrified (ACE) Transportation Cluster Coalition. The Coalition has formed a **Community and Business Engagement Council (CBEC)** consisting of partners with expertise in economic and workforce development and related topics, drawn from public agencies, business support nonprofits, and regional community organizations such as EDA-supported Economic Development Districts (EDD). This body will be the voice of each region working hand-in-hand with VT CECE staff to ensure maximum participation in the Coalition and distribution of benefits to all types of firms in coal-impacted communities and underrepresented populations across the region.

The GO Virginia Project would consist of the following key areas of activity:

- Direct technical assistance to sector companies:
 - Includes cohort-based communities of practice, focused around cluster core technology competencies, technical assistance and individualized advising for smaller and mid-sized companies to support growth-related opportunities including new product development, supply chain solutions, or performance enhancement:
 - A key partner and lead implementer for this area of work will be GENEDGE, providing overall program management, cohort based and firm specific technical assistance and advising, including approved Alliance trusted third party associates. Participating companies will be expected to provide fee-based match for services received
 - Includes project-focused technical assistance for larger or growth-oriented companies on technology or research-intensive solutions or challenges related to company growth, process improvements, and Industry 4.0 operations:
 - A key partner and lead implementer for this work will be the Virginia Tech College of Engineering, in partnership with the Virginia State University Department of Engineering. Other universities or contracted consultants may be engaged based on firm-specific needs and expertise requirements.



- Workforce system building (develop and implement a talent pipeline management, or TPM. approach for sector):
 - TPM approaches were developed by the US Chamber of Commerce and are being applied to skills gap challenges to help employers build scalable, sustainable pipelines of talent in specific sectors. 78% of hiring managers say the skills gap persists across industries. TPM is a talent strategy to help employers clearly communicate their most critical job needs to their partners in education while building external pipelines to identify and prepare future talent, including long-term strategies for backfilling, upskilling, career pathway development, and succession planning.
 - A key partner and lead implementer for this work will be the Virginia Tech Center for Economic and Community Engagement. VT CECE will convene a workgroup with regional WDBs, community colleges, employers and other partners.
- Talent recruitment and retention programming for high-wage, in-demand, critical occupations in the sector (engineers, designers, programmers, etc.)
 - Includes support for events planned and conducted with one or more of the companies in the transportation manufacturing and technology sector, that seek to bring job-seekers to the region for recruitment; or that connect existing employees in these occupations more strongly to the region through activities (cultural and outdoors activities) and networking.
 - Lead: A key partner and lead implementer for this work will be VERGE. VERGE will convene a workgroup with regional EDOs, employers and other partners.
- Distributed entrepreneur support and programming for start-up companies in sector:
 - Includes focused assistance and programming for start-ups and young firms in the transportation manufacturing or associated technologies sector (autonomous systems, robotics, electrification) through coaching and program development.
 - This will be developed and lead VT College of Engineering and the VT Corporate Research Center in conjunction with VERGE and regional “hub” entities across the footprint.

CONTACTS:

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