

**GOVA REGION 3
FULL COUNCIL
MEETING PACKET**

October 18, 2023



GO Virginia Region 3 Council Meeting

Date and Time: October 18, 2023 1:00 pm – 3:00 pm

Location: SOVA Innovation Hub

Virtual Link: <https://tinyurl.com/2peh9t9u>

Meeting ID: 89871503203

Password: 287955

Purpose Statement

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

AGENDA

- | | |
|--|------------|
| I. Call to Order and Chairman’s Opening Comments | Tim Clark |
| II. Roll Call and Confirmation of Quorum | Ann Wright |
| III. Public Comments | Tim Clark |
| a. Previously Submitted | |
| b. Submitted During Virtual Meeting | |
| IV. Declaration of Conflicts of Interest | Tim Clark |
| V. Approval of Meeting Minutes and Notes | Tim Clark |
| VI. Financial Report and Project Update | Ann Wright |
| VII. GO Virginia Region 3 Project Funding Matrix Report | Ann Wright |
| VIII. GO Virginia Growth & Diversification Plan Status Report | Liz Povar |
| Special Appearances and Presentations | Tim Clark |
| IX. GO Virginia Region 3 Bridge to Recovery – Cassidy Pruitt,
Research and Communications Analyst, Southern Virginia Regional
Alliance | |
| X. The Gupton Initiative – Toni Clark, Special Projects Manager,
Commonwealth Alliance for Rural Colleges | |
| Old Business | |
| XI. Project Pipeline (closed meeting if needed) | Tim Clark |



AGENDA (continued)

New Business

XII. Committee Reports

Tim Clark

a. Project Review Committee

i. Amelia County Regional Commerce Center (Per Capita)

Bryan David

XIII. GO Virginia Region 3 2023 Growth & Diversification Plan Update

Bryan David

Program Director's Report

Bryan David

XIV. GO Virginia Region 3 2024 Council Advance

XV. GO Virginia State Board (9.12.23) – Action on Region 3 Applications

Adjourn

MINUTES

**GO VIRGINIA REGION 3 FULL COUNCIL
MEETING MINUTES
Wednesday, July 19, 2023**

REGULAR BUSINESS

Call To Order

Chair Clark called the GO Virginia (GOVA) Region 3 Full Council meeting to order on Wednesday, July 19, 2023, at 1:00 p.m. This was an all-virtual meeting.

Roll Call and Confirmation of Quorum

Deborah Gosney conducted roll call. Chair Clark declared a quorum was present.

Region 3 Council Members

Members	In Person	Virtual	Absent	Members	In Person	Virtual	Absent
Sheldon Barr *To be appointed		X		Randolph Lail		X	
Robert Bates		X		Charles H. Majors		X	
Clark Casteel		X		James McClain		X	
Timothy J. Clark		X		John Parkinson		X	
Melody Foster		X		Alfreda Reynolds		X	
Kristin Gee		X		Jeremy Satterfield		X	
Amy Griffin		X		Sherry Swinson		X	
Keith Harkins		X		Dale Wagner *To be appointed		X	
Rhonda Hodges		X		Lauren Willis		X	

Region 3 Staff in Attendance

Name – Organization - Role	In Person	Virtual	Absent
Deborah Gosney - Southside PDC - Support Org. & Fiscal Agent		X	
Bryan David - UVA Weldon Cooper Center Contract Staff – Region 3 Program Director		X	
Ann Taylor Wright (CTW Consulting, LLC) - Southside PDC Contract Staff		X	
Liz Povar (The Riverlink Group) - Southside PDC Contract Staff		X	

Guests in Attendance

Name - Title	Organization	In Person	Virtual
Billy Gammel- GOVA Senior Program Administrator	Department of Housing & Community Development		X
Thomas Jordan Miles- Chair	Region 3 Project Review Committee		X
Annie Conte- GOVA Program Administrator	Department of Housing & Community Development		X
Betty Adams- Director	Southern Virginia Higher Education Center		X
Sheri McGuire- Associate VP for Community and Economic Development	Longwood University		X
Lauren Mathena- Director of Economic Development and Community Engagement	Mid-Atlantic Broadband		X
Jacob Dolence- Director of Education, Innovation, & Entrepreneur Ecosystems	Longwood University		X
Sara Dunnigan- GOVA Deputy Director	Department of Housing & Community Development		X
Ellen Miller- Chief Economic Development & Quantitative Analyst	JLARC		X
Nancy Pool- Former Contract Staff	Southside PDC		
Meghan Murray- Interim Director	UVA Weldon Cooper Center		X

Public Comments

No written, nor verbal, public comments were received.

Declaration of Conflicts of Interest

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

Name	Organization(s)
Charles H. Majors	Mid-Atlantic Broadband; Institute for Advanced Learning and Research; Danville Regional Foundation; Future of the Piedmont
Randolph Lail	Mid-Atlantic Broadband
Rhonda Hodges	GO TEC; Patrick Henry Community College
Melody Foster	Longwood University; SOVA Innovation Hub; Mid-Atlantic Broadband
Keith Harkins	Southside Virginia Community College
Jeremy Satterfield	Microsoft; SOVA Innovation Hub
Alfreda Reynolds	Brunswick County; VGA Board Member
Clark Casteel	Danville Regional Foundation

Approval of Minutes

Chair Clark noted that the minutes of the April 19, 2023 Full Council meeting were received via email prior to the meeting and included in the meeting packet. **Melody Foster made a motion that the minutes from the April 19, 2023 Full Council meeting be approved as presented; the motion was seconded by Jeremy Satterfield and was approved unanimously by roll call vote.**

Financial Reports

Deborah Gosney reviewed the Financial Reports and Funding Matrix that were included in the meeting packet for the period June 1, 2023 to June 30, 2023. **Randy Lail made a motion that the Financial Reports be approved as presented; the motion was seconded by Charles Majors and was approved unanimously by roll call vote.**

SPECIAL APPEARANCES & PRESENTATIONS

- Dr. Erik Pages from Entrenworks Consulting was unable to attend the meeting. Bryan David presented the findings from Dr. Pages assessment of the Entrepreneurship Investment & Innovation Strategy.
- Billy Gammel, GOVA Senior Program Administrator at DHCD, discussed recent GOVA State Board policy updates pertaining to local match and match ratios.
- Chair Clark presented Nancy Pool with a Region 3 Council resolution recognizing her dedication and commitment to the region.

OLD BUSINESS

Approved Projects Updates

Bryan David presented updates on all active projects. Additional details were provided in the meeting packet. Chair Clark asked members for questions or comments; there being none, there was no discussion regarding the updates.

Project Pipeline Updates

Bryan David reviewed the current project pipeline which was emailed to Council members prior to the meeting. The following projects were discussed:

- SOVA Innovation Labs (Per Capita): This is an expansion of the SOVA Innovation Hub and will offer a maker's space and co-working space in a campus style environment.
- Region 3 Leadership Development Project: This project would be in partnership with the UVA Sorenson Institute for Leadership and the Virginia Institute for Government to develop a community leadership program in Region 3.

Chair Clark asked members for questions or comments; there being none, there was no discussion regarding the updates.

NEW BUSINESS

Committee Reports

Chair Clark presented the Nominating Committee's recommendations for reappointments and new appointments to the Region 3 Council. **Randy Lail made a motion to accept the Nominating Committee's recommendations; the motion was seconded by Melody Foster and was approved unanimously by roll call vote.**

Chair Clark presented the appointments to Region 3's standing committees for 2023-2024. Chair Clark asked members for questions or comments; there being none, there was no discussion regarding the committee appointments.

Jordan Miles, on behalf of the project review committee, presented an overview of the RISE Build to Scale Initiative and recommended the approval of the project. **Melody Foster made a motion to approve the project; the motion was seconded by Lauren Willis and was approved by roll call vote; Alfreda Reynolds, Rhonda Hodges, Randy Lail, Charles Majors, and Jeremy Satterfield abstained due to conflicts of interest.**

Region 3 Council Operations Contracts

Chair Clark presented the FY24 MOU between the Region 3 Council and the Southside Planning District Commission which serves as Region 3's Support Organization and fiscal agent. **Charles Majors made a motion that the MOU be approved as presented; the motion was seconded by Randy Lail and was approved unanimously by roll call vote.**

Chair Clark reviewed The Riverlink Group's FY24 procured contract for consulting services to provide operational support to Region 3. **Randy Lail made a motion that the contract be approved as presented; the motion was seconded by Keith Harkins and was approved unanimously by roll call vote.**

PROGRAM DIRECTOR'S REPORT

Bryan David presented the Program Director's Report as detailed in the meeting packet. Topics discussed were the 2023 All Hands Meeting, the 6-16-2023 GOVA State Board meeting, the Growth & Diversification Plan update, and the Karsh Institute for Democracy. There were no questions nor comments from the Council.

ADJOURN

There being no additional business matters to go before the GO Virginia Region 3 Council, **Charles Majors made a motion to adjourn the meeting; the motion was seconded by Amy Griffin and was approved unanimously by roll call vote.**

These minutes were approved on _____.

Deborah Gosney, Southside PDC
Executive Director

Tim Clark, GOVA Region 3
Council Chair

FINANCIAL REPORT & PROJECT UPDATE

FY23 GO VA OPERATING BUDGET

GO Virginia Region 3

Report Period: March 1, 2023 - September 30, 2023

Draw Period: September 1, 2023 - September 30, 2023

GO VIRGINIA



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

FY 23 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Previously Paid Expenses	DHCD Request Submitted in Remittance 7	DHCD Request to be Submitted in Remittance 8	Total Expenses To Date	FY23 Available Funds
Program Operations						
Audit	\$ 1,170.00	\$ -	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation						
All Hands Meeting	8,000.00	5,681.59	-	-	5,681.59	2,318.41
Region 3 Meetings & Trainings	1,500.00	557.10	-	-	557.10	942.90
Total Meetings & Facilitation	9,500.00	6,238.69	-	-	6,238.69	3,261.31
Supplies	500.00	-	-	-	-	500.00
Salaries - SPDC	80,000.00	44,012.86	4,143.16	-	48,156.02	31,843.98
Contract Services						
SPDC UVA MOU	104,236.00	50,599.98	-	-	50,599.98	53,636.02
SPDC Contract Staff - Riverlink	9,000.00	750.00	3,750.00	-	4,500.00	4,500.00
SPDC Contract Staff - Nancy Pool	7,200.00	2,675.00	-	-	2,675.00	4,525.00
Total Contract Services	120,436.00	54,024.98	3,750.00	-	57,774.98	62,661.02
Marketing - Letterpress	31,900.00	16,392.40	-	2,645.00	19,037.40	12,862.60
Rent - SOVA Innovation Hub	5,415.00	2,679.00	446.50	-	3,125.50	2,289.50
Total Program Operations	248,921.00	123,347.93	8,339.66	2,645.00	134,332.59	114,588.41
Planning						
Technical Assistance	1,079.00	-	-	-	1,079.00	1,079.00
Total Planning	1,079.00	-	-	-	1,079.00	1,079.00
TOTAL	\$ 250,000.00	\$ 123,347.93	\$ 8,339.66	\$ 2,645.00	\$ 134,332.59	\$ 115,667.41

The Checking Account is comprised of:	\$47,039.72	Local Funds -
	405.06	Interest
	(2,645.00)	Checks to be Submitted in Remittance 8
	\$44,799.78	Checkbook Balance at September 30, 2023

Checks Submitted in Remittance 7	
9989 - The Riverlink Group - March to July 2023	\$ 3,750.00
9991 - SOVA Innovation Hub - Rent - September 2023	\$ 446.50
9993 - SPDC - Salaries - August 2023	\$ 4,143.16
Total Checks Submitted in Remittance 7	\$ 8,339.66

* Draw received 9/26/2023

Checks To Be Submitted in Remittance 8	
9994 - Letterpress Communications - Sept 2023	2,645.00
Total Checks To Be Submitted in Remittance 8	\$ 2,645.00

FY22 GO VA OPERATING BUDGET

GO Virginia Region 3

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

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

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

FY22 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Budget Revision #1 (+/-) Change	Budget Revision #1	Previously Paid Expenses	DHCD Request Submitted in Remittance 5	Total Expenses To Date	FY22 Available Funds
Program Operations							
Audit	\$ 1,170.00	\$ -	\$ 1,170.00	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation							
All Hands Meeting	-	-	-	-	-	-	-
Council Meetings	1,500.00	-	1,500.00	583.80	-	583.80	916.20
Total Meetings & Facilitation	1,500.00	-	1,500.00	583.80	-	583.80	916.20
Supplies	500.00	-	500.00	98.17	37.37	135.54	364.46
Salaries - SPDC	80,000.00	(5,289.47)	74,710.53	26,703.62	12,823.69	39,527.31	35,183.22
Contract Services							
SPDC UVA MOU	101,200.00	-	101,200.00	50,599.98	-	50,599.98	50,600.02
SPDC Contract Staff - Riverlink	9,000.00	-	9,000.00	3,750.00	1,500.00	5,250.00	3,750.00
SPDC Contract Staff - Nancy Pool	7,200.00	-	7,200.00	2,350.00	225.00	2,575.00	4,625.00
Total Contract Services	117,400.00	-	117,400.00	56,699.98	1,725.00	58,424.98	58,975.02
Marketing - Letterpress	31,900.00	-	31,900.00	16,377.07	2,645.00	19,022.07	12,877.93
Rent - SOVA Innovation Hub	5,415.00	-	5,415.00	2,256.25	451.25	2,707.50	2,707.50
Total Program Operations	237,885.00	(5,289.47)	232,595.53	102,718.89	17,682.31	120,401.20	112,194.33
Planning							
Technical Assistance							
All Hands Meeting	12,115.00	5,289.47	17,404.47	17,404.47	-	17,404.47	-
Total Planning	12,115.00	5,289.47	17,404.47	17,404.47	-	17,404.47	-
TOTAL	\$ 250,000.00	\$ -	\$ 250,000.00	\$ 120,123.36	\$ 17,682.31	\$ 137,805.67	\$ 112,194.33
The Checking Account is comprised of:	\$47,039.72	Local Funds - Unexpended (Martinsville/Henry County)					
	278.66	Interest					
	\$47,318.38						
	(17,682.31)	Checks Submitted in Remittance 5 (Recd 10/6/22)					
	\$ 29,636.07	Checkbook Balance					

Checks Submitted in Remittance 5

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

BRIDGE TO RECOVERY

Grant Agrmnt Term: July 1, 2020 - April 30, 2023: Close Out Complete

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Southern Virginia Regional Alliance

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #8 7/13/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 12,000.00	\$ 7,643.99	\$ 3,635.75	\$ 11,279.74	\$ 720.26
Administration	\$ 117,000.00	\$ 90,811.77	\$ 14,528.82	\$ 105,340.59	\$ 11,659.41
Contract Services	\$ 309,000.00	\$ 129,231.16	\$ 82,385.19	\$ 211,616.35	\$ 97,383.65
Fringe Benefits	\$ 77,000.00	\$ 57,158.88	\$ 9,424.30	\$ 66,583.18	\$ 10,416.82
Salaries	\$ 160,000.00	\$ 110,755.87	\$ 24,500.04	\$ 135,255.91	\$ 24,744.09
Other: Collaborative Support	\$ 54,000.00	\$ 51,875.00	\$ 1,665.00	\$ 53,540.00	\$ 460.00
Other: Subscriptions	\$ 83,000.00	\$ 64,115.24	\$ 9,280.60	\$ 73,395.84	\$ 9,604.16
Other: Website Updates	\$ 8,000.00	\$ 7,125.00	\$ -	\$ 7,125.00	\$ 875.00
Other: Training/Marketing Program	\$ 5,000.00	\$ 4,300.60	\$ -	\$ 4,300.60	\$ 699.40
Other: E-Commerce Assistance	\$ 50,000.00	\$ 49,500.00	\$ -	\$ 49,500.00	\$ 500.00
Other: Marketing	\$ 50,000.00	\$ 49,881.63	\$ -	\$ 49,881.63	\$ 118.37
Awarded Total	\$ 925,000.00	\$ 622,399.14	\$ 145,419.70	\$ 767,818.84	\$ 157,181.16

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Construction	\$ 134,000.00	\$ 134,159.97		\$ 134,159.97	\$ (159.97)
Fringe Benefits	\$ 36,000.00	\$ 36,761.83		\$ 36,761.83	\$ (761.83)
Salaries	\$ 120,000.00	\$ 121,262.74		\$ 121,262.74	\$ (1,262.74)
Other: Finance Costs for Cash Flows	\$ -	\$ -		\$ -	\$ -
Other: Upgrade Costs for Shop Local	\$ -	\$ -		\$ -	\$ -
Other: PPE Tool Kits	\$ 14,000.00	\$ 14,079.34		\$ 14,079.34	\$ (79.34)
Other: Meeting Expense (Sites/Virtual)	\$ -	\$ -		\$ -	\$ -
Other: Finance & Procurement Admin	\$ 104,000.00	\$ 93,656.25	\$ 10,406.24	\$ 104,062.49	\$ (62.49)
Other: Business Services Match Funds	\$ 310,000.00	\$ 271,977.31	\$ 40,000.00	\$ 311,977.31	\$ (1,977.31)
Match Total	\$ 718,000.00	\$ 671,897.44	\$ 50,406.25	\$ 722,303.69	\$ (4,303.69)
					*Overmatched

Status: The project is complete; \$157,181.16 of budgeted statewide competitive funds will not be expended. Close out reports have been submitted. Cassidy Pruitt with SVRA will present the final performance outcomes at the October meeting.

SVRA SITE DEVELOPMENT

Grant Agreement Term: Oct. 1, 2021 - Sept. 30, 2023: Extension in Process

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Southern Virginia Regional Alliance

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #1 2/13/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 35,000.00	\$ -	\$ -	\$ -	\$ 35,000.00
Architectural and Engineering Fees	\$ 1,478,100.00	\$ -	\$ 83,550.00	\$ 83,550.00	\$ 1,394,550.00
Administration - IALR	\$ 21,800.00	\$ -	\$ 13,625.00	\$ 13,625.00	\$ 8,175.00
Awarded Total	\$ 1,534,900.00	\$ -	\$97,175.00	\$97,175.00	\$ 1,437,725.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Architectural and Engineering Fees	\$ 767,450.00		\$ 547,999.14	\$ 547,999.14	\$ 219,450.86
Match Total	\$ 767,450.00	\$ -	\$ 547,999.14	\$ 547,999.14	\$ 219,450.86

Status: GOVA funds are 6% expended. DD#2 is expected soon. The original project activities are nearing completion and work is coming in significantly under budget. A scope of work amendment has been requested to provide due diligence studies for several additional sites in the project area to utilize remaining funds. A project extension through 3/31/2024 was requested in August and is pending approval along with the scope of work amendment.

ENTREPRENEURSHIP & INNOVATION IMPLEMENTATION

Grant Agreement Term: April 1, 2021 - June 30, 2023: **Close Out Complete**

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: SoVa Innovation Hub

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories (FROM CAMS)	GOVA Budget	Previously Paid	DHCD Request Drawdown #7 8/4/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 9,438.06	\$ 2,668.31	\$ 6,769.75	\$ 9,438.06	\$ -
Other : Entrepreneurship training	\$ 100,025.43	\$ 79,936.97	\$ 20,087.18	\$ 100,024.15	\$ 1.28
Other : Youth entrepreneurship program	\$ 82,399.35	\$ 50,300.36	\$ 31,220.52	\$ 81,520.88	\$ 878.47
Other : Program branding/marketing	\$ 148,245.29	\$ 133,395.48	\$ 14,849.81	\$ 148,245.29	\$ -
Other : Regional scorecard implement	\$ 3,724.77	\$ 3,724.77	\$ -	\$ 3,724.77	\$ -
Other : Farmville innovation space	\$ 8,100.00	\$ 8,100.00	\$ -	\$ 8,100.00	\$ -
Other : Consultants - out of region	\$ 97,067.10	\$ 68,199.60	\$ 28,867.50	\$ 97,067.10	\$ -
Awarded Total	\$ 449,000.00	\$ 346,325.49	\$ 101,794.76	\$ 448,120.25	\$ 879.75

REQUIRED MATCHING FUNDS

Budget Categories (FROM CAMS)	Committed Match	Previous Match	Current Match	Total Match to Date	Match Balance
Administration	\$ 9,250.00	\$ 9,275.00	\$ -	\$ 9,275.00	\$ (25.00)
Other : Entrepreneurship training	\$ 48,381.92	\$ 45,998.10	\$ 2,480.13	\$ 48,478.23	\$ (96.31)
Other : Youth entrepreneurship program	\$ 7,385.51	\$ 5,780.00	\$ 1,605.51	\$ 7,385.51	\$ -
Other : Program branding/marketing	\$ 17,278.37	\$ 4,378.07	\$ 21,637.89	\$ 26,015.96	\$ (8,737.59)
Other : Regional scorecard implement	\$ 48,566.61	\$ 48,146.81	\$ -	\$ 48,146.81	\$ 419.80
Other : Farmville innovation space	\$ 109,119.52	\$ 49,871.73	\$ 59,247.79	\$ 109,119.52	\$ -
Other : Project Development/Admin	\$ 178,247.66	\$ 13,413.77	\$ 163,192.23	\$ 176,606.00	\$ 1,641.66
Match Total	\$ 418,229.59	\$ 176,863.48	\$ 248,163.55	\$ 425,027.03	\$ (6,797.44)

*Overmatched

STATUS: The project is complete; \$879.75 of budgeted per capita funds will not be expended and will be available for future projects. Close out reports have been submitted. SOVA Innovation Hub partners will present the project's accomplishments and outcomes at an upcoming Region 3 Council meeting.

EXPERIENCE WORKS

Grant Agreement Term: Oct. 1, 2021 - March 31, 2024

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Institute for Advance Learning & Research

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #4 10/10/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 15,018.00	\$ 4,227.38	\$ 280.00	\$ 4,507.38	\$ 10,510.62
Administration - IALR	\$ 37,082.00	\$ 1,885.44	\$ 3,212.90	\$ 5,098.34	\$ 31,983.66
Contract Services	\$ 25,000.00	\$ 4,280.00	\$ 4,200.00	\$ 8,480.00	\$ 16,520.00
Fringe Benefits	\$ 5,342.98	\$ 5,342.98		\$ 5,342.98	\$ -
Salaries	\$ 81,000.00	\$ 18,224.94	\$ 10,939.68	\$ 29,164.62	\$ 51,835.38
Training	\$ 75,528.00		\$ 3,205.51	\$ 3,205.51	\$ 72,322.49
Supplies	\$ 602.07	\$ 602.07		\$ 602.07	\$ -
Other: Stipends	\$ 276,054.95		\$ 8,000.00	\$ 8,000.00	\$ 268,054.95
Awarded Total	\$ 515,628.00	\$ 34,562.81	\$ 29,838.09	\$ 64,400.90	\$ 451,227.10

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 54,000.00	\$ 17,133.70	\$ 10,049.55	\$ 27,183.25	\$ 26,816.75
Training	\$ 39,164.00	\$ 61,437.48	\$ 8,540.63	\$ 69,978.11	\$ (30,814.11)
Other: Stipends	\$ 164,650.00	\$ 164,650.00	\$ 8,800.00	\$ 173,450.00	\$ (8,800.00)
Match Total	\$ 257,814.00	\$ 243,221.18	\$ 27,390.18	\$ 270,611.36	\$ (12,797.36)
					*Overmatched

Status: GOVA funds are 7% expended. A project extension was granted through 3/31/24. The bulk of expenses are related to summer camp activities and internships. Summer 2022 camp expenses have been fully reported. Summer 2023 remittances are being prepared now. Seventy-five students participated in internships this summer in a wide variety of private and public sector positions. There were 50 student participants in 2023 summer camps which focused on IT, construction trades, automotive, and healthcare. Major Clarity is now in all Region 3 school divisions.

CONTROLLED ENVIRONMENT AG (CEA)

Grant Agreement Term: March 15, 2022 - June 30, 2023: Close Out Complete

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Institute for Advance Learning & Research

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #7 7/11/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 750.00	\$ -	\$ 262.50	\$ 262.50	\$ 487.50
Planning	\$ 77,053.00	\$ -	\$ 77,053.00	\$ 77,053.00	\$ -
Awarded Total	\$ 77,803.00	\$ -	\$ 77,315.50	\$ 77,315.50	\$ 487.50

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 28,263.25		\$ 38,961.85	\$ 38,961.85	\$ (10,698.60)
Contract Services	\$ 2,955.00				\$ 2,955.00
Outreach	\$ 8,075.00		\$ 1,269.05	\$ 1,269.05	\$ 6,805.95
Match Total	\$ 38,543.00	\$ -	\$ 40,230.90	\$ 40,230.90	\$ (1,687.90)
					*Overmatched

Status: The project is complete; \$487.50 of budgeted per capita funds will not be expended and will be available for future projects. Close out reports have been submitted and the CEA Strategies & Roadmap was completed.

SEED INNOVATION HUB

Grant Agreement Term: January 2, 2023 - January 1, 2025

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Longwood University Real Estate Foundation

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 12,000.00				\$ 12,000.00
Equipment	\$ 611,438.00	\$ -	\$ -	\$ -	\$ 611,438.00
Contingencies	\$ 50,866.00	\$ -	\$ -	\$ -	\$ 50,866.00
		\$ -	\$ -	\$ -	\$ -
Awarded Total	\$ 674,304.00	\$ -	\$ -	\$ -	\$ 674,304.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Construction	\$ 2,062,987.00			\$ -	\$ 2,062,987.00
A&E	\$ 150,000.00			\$ -	\$ 150,000.00
Site Work	\$ 155,235.00			\$ -	\$ 155,235.00
				\$ -	\$ -
Match Total	\$ 2,368,222.00			\$ -	\$ 2,368,222.00

Status: No remittance activity is expected until mid to late 2024. GOVA funds will be utilized for furnishings, thus will be last dollars expended. The project has been delayed by the EDA's mortgage waiver process.

VIRGINIA'S GROWTH ALLIANCE (VGA) REFRESH

Grant Agreement Term: May 1, 2022 - December 31, 2023

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Virginia's Growth Alliance

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Total Paid to Date	DHCD Request Drawdown #5 8/16/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 1,000.00	\$ 1,000.00		\$ 1,000.00	\$ -
Studies	\$ 99,000.00	\$ 57,000.00	\$ 5,000.00	\$ 62,000.00	\$ 37,000.00
Awarded Total	\$ 100,000.00	\$ 58,000.00	\$ 5,000.00	\$ 63,000.00	\$ 37,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Total Paid to Date	Current Match	Total Match To Date	Match Balance
Contract Services	\$ 36,000.00	\$ 21,876.25	\$ 3,400.00	\$ 25,276.25	\$ 10,723.75
Other: Advisory Committee	\$ 15,000.00	\$ 8,975.32	\$ 2,584.79	\$ 11,560.11	\$ 3,439.89
Match Total	\$ 51,000.00	\$ 30,851.57	\$ 5,984.79	\$ 36,836.36	\$ 14,163.64

Status: GOVA funds are 63% expended. The feasibility study is complete and the regional incentive review is nearing completion.

MBC MIDDLE MILE CONSTRUCTION

Grant Agreement Term: September 1, 2023 - August 31, 2025

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Mid-Atlantic Broadband

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #	Total Paid After Remittance	Grant Balance
Construction	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00
Awarded Total	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Construction	\$ 5,000,000.00				
Match Total	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00

Status: The NTIA award of \$16.3M was announced on 8/31/2023. The GOVA contract has been executed.

GUPTON INITIATIVE

Grant Agreement Term: July 15, 2022 - December 31, 2023

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: The Commonwealth Alliance for Rural Colleges

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #5 7/13/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,000.00	\$ 769.00	\$ 1,321.00	\$ 2,090.00	\$ 910.00
Market & Feasibility Study	\$ 91,900.00	\$ 33,478.28	\$ 30,434.80	\$ 63,913.08	\$ 27,986.92
Travel	\$ 4,300.00	\$ -		\$ -	\$ 4,300.00
Awarded Total	\$ 99,200.00	\$ 34,247.28	\$ 31,755.80	\$ 66,003.08	\$ 33,196.92

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Marketing/Advertising/Promotions	\$ 10,000.00		\$ -		\$ 10,000.00
Salaries	\$ 45,000.00	\$ 25,750.00	\$ 23,750.00	\$ 49,500.00	\$ (4,500.00)
Match Total	\$ 55,000.00	\$ 25,750.00	\$ 23,750.00	\$ 49,500.00	\$ 5,500.00

Status: GOVA funds are 66% expended. Project activities are nearing completion.

CRC REDO

Grant Agreement Term: October 24, 2022 - January 31, 2024

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Commonwealth Regional Council

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #1 8/8/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 1,000.00	\$ -	\$ -	\$ -	\$ 1,000.00
Contract Services	\$ 64,000.00	\$ -	\$ 14,449.73	\$ 14,449.73	\$ 49,550.27
Awarded Total	\$ 65,000.00	\$ -	\$ 14,449.73	\$ 14,449.73	\$ 50,550.27

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Administration (CRC)	\$ 2,500.00		\$ 3,080.20	\$ 3,080.20	\$ (580.20)
Contract Services	\$ 30,000.00		\$ 10,000.00	\$ 10,000.00	\$ 20,000.00
Match Total	\$ 32,500.00	\$ -	\$ 13,080.20	\$ 13,080.20	\$ 19,419.80

Status: GOVA funds are 22% expended. Studies are nearing completion.

SVCC: Expansion of GO TEC: Mechatronics Instructor

Grant Agreement Term: June 1, 2023 - May 31, 2025

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Southside Virginia Community College

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ -	\$ -	\$ -	\$ 2,000.00
Salaries & Fringe	\$ 137,732.00	\$ -	\$ -	\$ -	\$ 137,732.00
Awarded Total	\$ 139,732.00	\$ -	\$ -	\$ -	\$ 139,732.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Equipment	\$ 132,438.00				\$ 132,438.00
Dual Enrollment Tuition	\$ 90,770.00				\$ 90,770.00
Match Total	\$ 223,208.00	\$ -	\$ -	\$ -	\$ 223,208.00

Status: No remittance requests to date.

P&HCC: Expansion of GO TEC: Welding Instructor

Grant Agreement Term: June 1, 2023 - May 31, 2025

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Patrick & Henry Community College

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #1 8/10/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ -	\$ -	\$ -	\$ 2,000.00
Salaries & Fringe	\$ 116,545.00	\$ -	\$ -	\$ -	\$ 116,545.00
Awarded Total	\$ 118,545.00	\$ -	\$ -	\$ -	\$ 118,545.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Equipment	\$ 129,261.00		\$ 129,261.00	\$ 129,261.00	\$ -
Match Total	\$ 129,261.00	\$ -	\$ 129,261.00	\$ 129,261.00	\$ -

Status: Match has been met. No remittance requests to date.

GO TEC 2025

Grant Agreement Period: December 13, 2022 - December 31, 2025

Report Period: September 1, 2023 to September 30, 2023

Sub-Grantee: Institute for Advanced Learning & Research

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories (FROM CAMS)	GOVA Budget	Previously Paid	DHCD Request Drawdown #2 9/11/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 17,288.00	\$ -	\$ 940.50	\$ 940.50	\$ 16,347.50
Salaries & Fringe	\$ 1,966,228.00	\$ -	\$ 76,791.59	\$ 76,791.59	\$ 1,889,436.41
Supplies	\$ 426,294.00	\$ -	\$ 29,278.48	\$ 29,278.48	\$ 397,015.52
Contract Services	\$ 385,000.00	\$ -	\$ 6,868.69	\$ 6,868.69	\$ 378,131.31
Equipment (Freight, Inflationary)	\$ 296,397.00	\$ -	\$ 83,441.24	\$ 83,441.24	\$ 212,955.76
Marketing (Outreach)	\$ 94,000.00	\$ -	\$ 752.34	\$ 752.34	\$ 93,247.66
Travel	\$ 33,500.00	\$ -	\$ 57.20	\$ 57.20	\$ 33,442.80
Indirect Costs	\$ 256,114.00	\$ -	\$ 15,775.17	\$ 15,775.17	\$ 240,338.83
Awarded Total	\$ 3,474,821.00	\$ -	\$ 213,905.21	\$ 213,905.21	\$ 3,260,915.79

MATCHING FUNDS

Budget Categories (FROM CAMS)	Committed Match	Previous Match	Current Match	Total Match to Date	Match Balance
Salaries & Fringe	\$ 570,907.00	\$ 34,173.58	\$ 69,104.68	\$ 103,278.26	\$ 467,628.74
Supplies	\$ 97,000.00	\$ -	\$ 53.52	\$ 53.52	\$ 96,946.48
Contract Services	\$ 66,033.00		\$ 637.20	\$ 637.20	\$ 65,395.80
Equipment (Freight, Inflationary)	\$ 505,191.00	\$ 444,904.45	\$ 60,054.85	\$ 504,959.30	\$ 231.70
Marketing (Outreach)	\$ 127,848.00	\$ -	\$ 88,754.21	\$ 88,754.21	\$ 39,093.79
Travel	\$ 10,000.00	\$ -	\$ 2,381.31	\$ 2,381.31	\$ 7,618.69
Rent/Lease	\$ 1,049,100.00	\$ -	\$ 1,500.00	\$ 1,500.00	\$ 1,047,600.00
Match Total	\$ 2,426,079.00	\$ 479,078.03	\$ 222,485.77	\$ 701,563.80	\$ 1,724,515.20

Status: GOVA funds are 6% expended. The Region 3 program lost a coordinator and a trainer; efforts are underway to replace them.

PROJECT FUNDING MATRIX

GO VIRGINIA REGION 3 PROJECT FUNDING MATRIX

Project Name	G & D Plan Investment Strategy	Project Status	Date of Award	Date Closed*	Region 3 Per Capita Funded Amount	Region 3 State Funded Amount	Region 3 Project Match*	Budget Project Type
GO VA TOTAL ALLOCATIONS (2018-2024)					6,889,902.61			
GO TEC Phase 1	Workforce Dev	Closed	02/13/18	3/12/2021	617,172.79		1,966,230.33	Per Capita
SOVA Innovation Hub	Startup Ecosystem	Closed	07/25/18	6/30/2020	79,919.80		79,919.81	Per Capita-ECB
GO TEC Phase 2A	Workforce Dev	Closed	03/12/19	6/30/2021		1,320,787.00		State Competitive
E&I Strategic Initiative	Startup Ecosystem	Closed	10/09/19	1/13/2021	77,662.12		90,641.32	Per Capita-ECB-REI
Operation Last Mile Drone	Cluster Scale Up	Closed	04/15/20	10/15/2020		75,000.00		COVID ERR Fund
IALR Common Platform	Workforce Dev	Closed	04/15/20	12/15/2021	88,914.96		119,369.53	Per Capita-ECB
GO TEC Phase 2B	Workforce Dev	Closed	06/23/20	9/30/2022		3,575,741.00		State Competitive
MBC Middle Mile Planning	Broadband	Closed	08/04/20	12/31/2022	100,000.00		891,159.12	Per Capita-ECB
Bridge to Recovery	Cluster Scale Up	Closed	06/23/20	9/27/2023		767,818.64		COVID ERR Fund
E&I Implementation	Startup Ecosystem	Closed	03/16/21	9/29/2023	449,000.00		418,229.59	Per Capita-REI
SVRA Site Development	Site Development	Active	09/23/21		1,534,900.00		767,450.00	Per Capita
ExperienceWorks	Workforce Dev	Active	09/23/21		515,628.00		257,814.00	Per Capita
Controlled Environment Ag (CEA) Planning	Cluster Scale Up	Closed	11/29/21	6/30/2023	77,803.00		40,230.90	Per Capita-ECB
SEED Innovation Hub	Startup Ecosystem	Active	12/15/21		674,304.00		2,368,222.00	Per Capita
VGA Refresh	Site Development	Active	01/19/22		100,000.00		51,000.00	Per Capita-ECB
MBC Middle Mile Construction	Broadband	Active	03/10/22			5,000,000.00		State Competitive
Gupton Initiative	Workforce Dev	Active	06/23/22		99,200.00		55,000.00	Per Capita-ECB
CRC REDO	Startup Ecosystem	Active	08/18/22		65,000.00		44,500.00	Per Capita-ECB
GO TEC Virginia 2025	Workforce Dev	Active	12/13/22			3,474,821.00		State Competitive
PHCC GO TEC Welding Instructor	Workforce Dev	Active	03/14/23		118,545.00		129,261.00	Per Capita
SVCC GO TEC Mechatronics Instructor	Workforce Dev	Active	03/14/23		139,732.00		223,208.00	Per Capita
VGA Site Development	Site Development	Active	06/13/23		335,050.00		168,000.00	Per Capita
RISE Build to Scale	Startup Ecosystem	Approved	09/12/23		600,000.00		350,000.00	Per Capita
SoVA Partnership for Health Sciences Careers	Workforce Dev	Approved	09/12/23			133,000.00		Talent Pathways
TOTAL PROJECT FUNDING					\$5,672,831.67	\$14,347,167.64	\$8,020,235.60	
FY 24 PER CAPITA PROJECT BALANCE					1,217,070.94			
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		
Projects highlighted in green are not funded by the Region 3 Per Capita allocation.						REI-Regional Entrepreneurship Initiative		
* Use data from fiscal close out report.						ECB-Enhanced Capacity Building		

G&D Plan Status Report

Region 3 Growth and Diversification Plan Goals Status June 2023

Program Strategies	Goals	Status	Color Legend
SITE DEVELOPMENT	Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region		
	Increase the number of Business-Ready Sites to Tier Ratings 3, 4 & 5		
	Increase the number of Business-Ready properties (sites & buildings) for business services and health care sectors		
	Increase the marketability of unique properties in the Region		Early Stage
TALENT EVOLUTION	Monitor and advance the implementation of GO TEC		At Risk
	Support sector-based partnerships by identifying career paths for cross-walks incorporating new and emerging target sectors		Delayed
	Support apprenticeship model implementation		On Track
	Develop an approach to talent attraction and retention		Completed

Region 3 Growth and Diversification Plan Goals Status June 2023

Program Strategies	Goals	Status	Color Legend
ENTREPRENEURIAL ECOSYSTEM	Monitor and advance the implementation of the SOVA Rise Collaborative		
	Support programmatic emphasis on agribusiness and health care sectors		
	Identify and support efforts to grow emerging business sectors		Early Stage
	Sustain the designation of “significant” and increase the designation of “moderate” and “limited” in the entrepreneurial hubs within Region 3.		At Risk
			Delayed
			On Track
			Completed
Organizational Strategies	Goals	Status	Color Legend
LEADERSHIP DEVELOPMENT	Anticipate the future		
	Ensure strong and sustained leadership for the Council and the Region		
	Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region		
	Build regional coalitions of strategic partners		
	Continue to build a multi-faceted communication strategy to reach diverse audiences		

SPECIAL APPEARANCES & PRESENTATIONS



DATE: October 12, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region 3 Bridge to Recovery

The Region 3 Council approved a project in 2020 under funding made available by the GO Virginia Economic Resilience and Recovery program. The purpose of this program was to allow GO Virginia Regional Councils to "...help support and serve existing businesses, priority traded sectors, and essential businesses, including the healthcare system and its supply chain during this crisis [COVID-19 pandemic]."

The Southern Virginia Regional Alliance, in partnership with Virginia's Growth Alliance, developed a program with the goal of stabilizing existing businesses and creating linkages to professional services and equipment suppliers that will help these businesses adapt to the post-COVID economic environment.

This project has been completed, and Cassidy Pruitt with the Southern Virginia Regional Alliance will provide an overview of the program and its outcomes.

RECOMMENDATION:

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





DATE: October 12, 2023

TO: Region 3 Council

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: The Gupton Initiative

The Region 3 Council approved a planning project in early 2022 in partnership with GO Virginia Regions 1 (Southwest), 2 (VT_ROA_LYH), 4 (RIC_Petersburg), and 8 (Shenandoah Valley). This project was undertaken by the members of the Commonwealth Alliance for Rural Colleges and Virginia Commonwealth University's School of Engineering. The Commonwealth Alliance schools are Averett University, Bluefield University, Ferrum College, and Eastern Mennonite University. Averett University is located in Region 3 and has the largest student body.

The project's goal is to "...launch and demonstrate the sustainability of a career pathways partnership with VCU's College of Engineering to create a pipeline of internship and employment opportunities for students of the VCF member institutions in the advanced pharmaceutical manufacturing cluster in central Virginia and further demonstrating the potential for employment in advanced manufacturing sectors across the Commonwealth."

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

This project has been completed, and Toni Clark with the Commonwealth Alliance will provide an overview of the program and its outcomes.

RECOMMENDATION:

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

OLD BUSINESS

PROJECT PIPELINE



DATE: October 13, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Project Pipeline Report

Below is information about projects that are in varying stages of development, as evidenced by the data presented:

I. SOVA Innovation Labs

- the SOVA Innovation Hub has been developing plans to expand the SOVA Innovation Campus in South Boston for the past year. This expansion would involve acquiring and adaptive reusing an adjacent structure and developing the greenspace adjacent to its existing building.

- the SOVA Innovation Hub had acquired the adjacent property and building from the South Boston Volunteer Fire Department as part of the grant process.

- staff-level discussions with principals from the SOVA Innovation Hub and Mid-Atlantic Broadband Communities Corporation on the potential for GO Virginia Region 3 Council funding support for technology-related equipment for the “The Labs” project. This funding support from the Region 3 Council would be similar to the Per Capita grant awarded to the SEED Innovation Hub in Farmville.

- the Tobacco Region Revitalization Commission approved a grant for the project for \$400k at its January 2023 meeting.

-the US EDA announced on September 12th an award of \$1.3MM for the renovation and creation of a digital makers space, community gathering space, and co-working offices (attached is the media release)

-timing and amount of the Region 3 Per Capita grant is to be determined.

II. Brunswick County Public Schools – GO TEC Lab Development

-the Brunswick County Public Schools administration has indicated an interest in developing a GO TEC Lab at James S. Solomon Russell Middle School.

-Dr. Julie Brown advises that a Per Capita application in the range of \$100-150k is under development and could be submitted for consideration by the Region 3 Council at its meeting on January 17, 2024.

-early project development shows that it may complement the SOVA Rise Collaborative and its outreach to entrepreneurs.

-project development will continue.



GO Virginia Region 3 Council

October 13, 2023

Page 2

- III. Region 3 Leadership Development Project – preliminary discussions have been held with principals at the University of Virginia’s Sorenson Institute for Leadership and the Virginia Institute for Government (Cooper Center units) about developing a community leadership program in Region 3. This program would complement and align with the SOVA Rise Collaboratives training for entrepreneurs. These discussions and those with other Region 3 stakeholders have shown heightened interest in pursuing an Enhanced Capacity Building feasibility study to better frame the program, outcomes, and partner organizations.

RECOMMENDATION:

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

NEW BUSINESS



DATE: October 13, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Project Review Committee_Amelia County Regional Commerce Center (Per Capita)

The Amelia County Economic Development, with the support of the Heartland Regional Industrial Development Facilities Authority and the Commonwealth Regional Council, has submitted a business sites planning application. The goal of the project is to complete those “due diligence” elements to secure a Tier 3 ranking for this 100+ acre property located on US Route 360

Attached is a Project Summary, followed by the application and supporting information.

The Project Review Committee has reviewed the application and recommends approval subject to certain understandings.

I will be prepared to represent the project further at the Region 3 Council meeting on October 18th.

RECOMMENDATION:

For the Region 3 Council’s consideration.



REGION 3 COUNCIL SUMMARY

Project Name: Amelia County Regional Commerce Center

Applicant: Amelia County and Amelia County Economic Development Authority (EDA)

Supporters:

- Heartland Region Industrial Development Authority
- Commonwealth Region Council (Planning District Commission)

Status of the Project:

- The project application was distributed to the Project Review Committee members for a virtual meeting on Thursday, October 12th. Because of scheduling conflicts, several members could not attend but were given the opportunity to provide input on the application.
- The GO Virginia Region 3 Council will consider the application at its meeting on Wednesday, October 18th (1:00 pm meeting start).
- The GO Virginia Region 3 Executive Committee reviewed an outline summary of the project with Region 3 staff at its meeting on September 20th. The committee had a preliminary review of the project because the project raised several eligibility issues relative to business site planning applications and the relationship of the regional local government support for the project. The Executive Committee review and conclusions about the project are provided in this report.

Project Review Committee Recommendation:

- The Project Review Committee recommends approval of the application by the Region 3 Council as presented with the following understandings:
 - i. Any future application for Region 3 funding to improve the Amelia County Regional Commerce Center site must be made through a regional economic development organization of which Amelia County is a member.
 - ii. If the property or any portion thereof is sold to a third-party private developer, the Amelia County EDA will make every reasonable effort to ensure appropriate land use and zoning controls remain in place, allowing for the commercial and industrial uses specified in Region 3's Growth & Diversification Plan

Funding Category:

- The project would be funded from GO Virginia Region 3's Per Capita allocation as a planning grant for business site development. The current unobligated balance (10.1.23) is ~\$1.0MM.

Funding and Match (2:1):

\$100,000	GO Virginia Region 3 Request
<u>\$100,000</u>	Amelia County/Amelia County EDA (match from a portion of the site acquisition cost)
\$200,000	Total



Background Information:

- By stated policy, the GO Virginia State Board allows grants for site development activities that increase the number of business-ready sites available to accommodate the expansion or attraction of businesses in a region's targeted industry sectors. According to the Virginia Economic Development Partnership's (VEDP) Business Ready Sites Program, these activities will increase a site's tier ranking.
- GO Virginia business site development grants are either for planning or implementation activities. Planning activities involve "due diligence" for a given site, e.g., surveys, master plans, soil borings, environmental surveys, and the like. Implementation activities include infrastructure-related improvements to the business site. Planning activities are limited to \$100k, and implementation activities generally exceed \$100k.
- VEDP's tier ranking system was created to determine which sites (public and privately held) in the state are more prepared and more competitive to attract business investment. The following outlines each ranking:
 - Tier 1 = raw land identified for development and marketing purposes
 - Tier 2 = site controlled in fee simple for marketing and development (non-optioned property)
 - Tier 3 = zoned industrial/commercial and due diligence completed
 - Tier 4-5 = "project ready" with infrastructure (public utilities, road, telecommunications, etc.) can be in place in 12-18 months.
- The Region 3 Council has funded similar business site improvement grants in 2022 for the Southern Virginia Regional Alliance and Virginia Growth Alliance. The other regional economic development organizations serve the western and eastern subregions.

Project Description:

- Amelia County, in partnership with the Amelia County Economic Development Authority, acquired in January 2023 approximately 133 acres fronting US Route 360 in the Jettersville community, which is about four (4) miles west of the Amelia Courthouse area. This acquisition aims to develop a commercial business location to attract investment and create jobs.
- The Amelia County site would increase from three (3) to four (4) the number of 100+ acre business sites under public sector control available for economic development in Region 3's northern subregion.
- The Amelia County Board of Supervisors rezoned the property to an industrial zoning classification (M-1) in June 2023. Additionally, the Amelia County Economic Development Authority has prepared through its civil engineering consultants several preliminary assessments and planning studies addressing the future development of the site.



- The project aims to raise the Amelia County Regional Commerce Center from a Virginia Economic Development Partnership Business Ready Sites Tier 2 to a Tier 3 rating. The following are planning/due diligence activities that will be funded by the grant to achieve a Tier 3 classification:
 - wetlands delineation
 - geotechnical and soil evaluation
 - aerial mapping
 - cultural resources and endangered species review
 - master plan of development
 - preliminary engineering report and site characterization
- The Amelia County EDA will solely own and control the development and sale of the property, and Amelia County will receive any local tax revenue generated from the property in the future.
- The Amelia County EDA nor Amelia County do not plan to extend public water or wastewater service to the site.

Project Supporters:

- The Heartland Regional Industrial Development Facilities Authority (RIFA) is supporting the Amelia County EDA as a means to increase the number of publicly controlled sites available for business investment among its member localities. The member localities are Amelia County, Buckingham County, Charlotte County, Cumberland County, Lunenburg County, Nottoway County, and Prince Edward County. The Heartland RIFA owns a developed business park outside Keysville on US Route 360.
- The Commonwealth Regional Council (CRC), which serves as the planning district commission for these localities, has underway an initiative to establish a Regional Economic Development Organization (REDO). This REDO would serve Region 3's northern subregion.

The feasibility analysis, funded by Region 3, will help CRC's localities determine whether to support with participation and funding REDO to market business and industrial sites in the region, including the Amelia County Regional Commerce Center site. The feasibility analysis will be finished by February 2023.

- The Heartland RIFA and CRC REDO's roles will be to supplement and support the marketing of the property.
- It should be noted that Charlotte County and Lunenburg County are members of the Virginia Gateway Alliance. This REDO serves Region 3's eastern subregion and includes Mecklenburg County, Brunswick County, Greenville County, and Emporia City.



Letters of Support:

- The Amelia County EDA provided a letter submitting the application to the Region 3 Council. A copy of the letter is attached.
- The Heartland RIFA will adopt a formal Resolution of Support for the project at its next meeting on October 18, 2023. A draft of the Resolution is attached.
- The Executive Director of the Commonwealth Regional Alliance has written a letter of support dated September 28, 2023. A copy of the letter is attached.

Executive Committee Review:

- The Executive Committee highlighted the following issues with the proposed project:
 - the type and character of support to be provided by the Heartland RIFA and Commonwealth Regional Council was limited to expressed support and marketing assistance
 - the nascent stage of the Commonwealth Regional Council's development of a regional economic development organization to serve the region and Amelia County's serious consideration to join
 - the unlikelihood of public water and wastewater serving the site in the future
 - the addition of another 100+ acres to the northern part of Region 3 inventory of business sites on a principal east/west arterial roadway
 - the nature of Amelia County's development pressures from the Richmond metropolitan area and this being a unique situation among Region 3's localities
- Notwithstanding these issues, the Executive Committee agreed that moving forward with a planning grant of \$100k to support the "due diligence" work to raise the site to the VEDP's Tier 3 status was a reasonable step. Further, this work is being done in parallel with the CRC's work on establishing a REDO.
- The Executive Committee, however, believed that the Region 3 Council should have the following understandings about the project if it were approved:
 - any future application for Region 3 funding to improve the Richardson Road site will need to be made through a regional economic development organization of which Amelia County is a member.
 - if the property is sold to a third-party private developer, the Amelia County EDA will make every reasonable effort to ensure appropriate land use and zoning controls remain in place, allowing for the commercial and industrial uses specified in Region 3's Growth & Diversification Plan.



Alignment with the Region 3 Growth & Diversification Plan (2021):

- The Region 3 Growth & Diversification Plan Update for 2021 is intended to serve as a living document that creates a framework for decision-making for the Region 3 Council. It should guide the Council's investment decisions, organizational sustainability, and leadership development.

Site Development (p.9)

Goal: Increase the number of Business-Ready Sites to Tier Ratings 3, 4 & 5

Objective: Fund the development of regionally significant sites that support priority industry clusters to move up the Virginia Business Ready Sites Program (VBRSP) tier scale to Tier 3, 4, or 5 sites.

Strategy: Support sub-regional efforts to prioritize sites that align with Region 3 target sectors.

Site Development (p.9)

Goal: Support Sustainable Regional Economic Development Systems in Eastern and Northern Sub-Region

Objective: Strengthen the capacity of the eastern and northern subregions' economic development organizations to be active partners for GO Virginia Region 3.

Strategy: Support the development of strategies and plans to sustain regional approaches in The subregions.

Region 3 Considerations

- This project advances two significant goals of the GO Virginia Region 3 Growth & Diversification Plan (2021 update).
- The support by the Heartland RIFA is more of an expression of alignment by its member localities to increase the number of publicly controlled sites, particularly greater than 100 acres, available for recruiting business investment.

Region Industrial Development Authorities (RIFA) typically own a business park, and the member localities share in the investment to make the subject property ready to recruit business investment. These investments would include water/wastewater service, electrical service, telecommunications, interior roadways, and stormwater management.

Moreover, a RIFA's member localities would share in future tax revenues generated by the businesses from the site after costs for development, incentives, and the like are satisfied.

- While Amelia County or the Amelia County EDA do not have plans to extend water and wastewater service to the Richardson Road site, that would not prevent a private developer from acquiring the property and using septic systems or an on-site wastewater treatment facility as the utilities serving the businesses. Further, well water could meet certain businesses with only domestic and fire suppression needs.



These types of "rural" business parks can be found in other areas of the state.

- The expansion of commercial and industrial development along the US 360 corridor from Chesterfield County may give rise to a developer pursuing the acquisition of the Richardson Road site and undertaking the development independently. The lower costs to develop the subject property from the similar expenses in nearby Chesterfield County could incentivize a private developer. Additionally, the businesses that would be located in this park could recruit workers from Chesterfield County and the western part of the Richmond metropolitan area. For example, the drive time from Woodlake in Chesterfield County to the subject property is about twenty (20) minutes.
- This project's timing is not optimum relative to the stand-up and operations of REDO serving Region 3's northern subregion. However, there appears to be momentum among the CRC member localities to seriously consider supporting such an organization, including Amelia County. The REDO could market the Richardson Road site once it is operating just like other existing publicly controlled business sites in Region 3's northern subregion.

Attachments:

- Amelia County EDA Application
- Project Sources and Uses Budget
- Project Timeline
- Property Information
- Amelia Richardson Road Site Characterization Report
- Letters of Support: Amelia EDA, Heartland RIFA (draft Resolution), and Commonwealth Regional Council

Regional Site Development Planning Grant Application (For Administrative Approval)

APPLICATION INFORMATION

PROJECT NAME: AMELIA COUNTY REGIONAL COMMERCE CENTER PLANNING GRANT

DATE: SEPTEMBER 28, 2023

PROJECT APPLICANT

Legal Name: Amelia County Economic Development Authority
EIN/TIN:
Address: 16360 Dunn St, Amelia Court House, VA 23002
Website: <https://www.ameliacova.com/>

APPLICATION CONTACT

Name: Taylor Harvie
Amelia County
Title: Amelia County Administrator
Phone: (804)561-3039 Office
Email: Taylor.harvie@ameliacova.com

Secondary Contact

Name: Neal J. Barber
Phone: 804 761-0186
Email: nealbarber1944@gmail.com

FUNDING REQUEST SUMMARY

GO Virginia Request:	\$100,000
Total Match:	\$735,000
Additional Leverage:	
Total Project Cost:	\$835,000

WHAT GROWTH & DIVERSIFICATION PLAN PRIORITY INDUSTRY CLUSTER/S IS YOUR PROJECT IN?

The following is a listing of the GO Virginia Region 3 Target Industry NAICS codes that would be suitable for location at the Amelia County Regional Commerce Center:

- Selected Agriculture and Food Processing - 311411 thru 311423, 311710 thru 311812, 311999, and 312120 thru 312140
- Business Services – All of the NAICS Codes
- Energy, Natural Resources, and Finished Products - 321113 thru 321999, 337110 thru 541620
- Health Care Services – None of the NAICS Codes
- Information Technology & Communications Services - All of the NAICS Codes

- Selected Advanced Manufacturing and Advanced Materials - 321991 thru 324121, 325314,325314,327320 thru 327390, 327991 and 327992, 332119 thru 332323, 332710 thru 332722, 333243, 333511 and 333514, 334290 thru 334514, and 336212 thru 336214

PARTICIPATING LOCALITIES (MINIMUM 2 REQUIRED)

Projects must have at least two participating localities. "Participation" can include financial participation, in-kind contribution, participation on a project advisory team, and/or administration of the project.

Amelia County, the Heartland Regional Industrial Facilities Authority, Commonwealth Regional Council

PLEASE DEFINE THE LEVEL OF PARTICIPATION BY EACH OF THE LOCALITIES.

Locality	Resource Contribution	Cash	Non-Cash
Amelia County EDA	\$735,000	\$735,000	
Commonwealth Regional Council	Marketing Assistance		
Heartland Regional Industrial Facilities Authority	Marketing Assistance		

PROPOSED LOCALITIES TO BE SERVED BY PROJECT

Amelia, Buckingham, Charlotte, Cumberland, Lunenburg, Nottoway, and Prince Edward

OTHER PROPOSED PARTNERS AND COLLABORATORS:

The Heartland Regional Industrial Facilities Authority, Commonwealth Regional Council

REQUIRED ATTACHMENTS

- Application Questions
- Match Verification Form (Attachment A)
- Letters of Support – Commonwealth Regional Council (Attachment B)
- Project Budget (Attachment C)
- Property Information Form (Attachment D)
- Site Characterization Report (Attachment E)
- Maps of Site – Conceptual Plan, Physical Characteristics and Location Map (Attachment F)
- Timeline for Completion (Attachment G)

APPLICATION QUESTIONS

- Please list the participating localities (a minimum of two is required).
ANSWER: Amelia County, The Heartland Regional Industrial Facilities Authority
- Provide a brief summary of the proposed project and how it relates to the Region’s Economic Growth & Diversification Plan and priorities. Include the industry sectors targeted for the property(ies) being advanced.

ANSWER: One major objective of the Region 3 Growth and Diversification Plan is: “Fund development of regionally-significant sites that support priority industry clusters to move up the Virginia Business Ready Sites Program (VBRSP) tier scale to Tier 3, 4, or 5 sites”. This grant application and the future development of the Amelia County Regional Commerce Center helps achieve this objective particularly in the northern portion of Region 3 where industrial sites are lacking.

The Heartland Regional Industrial Facilities Authority is partnering with the Amelia County EDA to expand the inventory of industrial sites within the territory covered by the Authority. The Heartland Authority was formed originally to develop the Heartland Regional Industrial Park outside of Keysville along with the future development of additional industrial sites scattered throughout the Authority’s footprint. The member localities of the Heartland Authority contemplated that there would be additional industrial sites developed under the umbrella of the Authority. The Amelia County EDA acquired a 134-acre site on the north side of Rt. 360, 4 miles west of Amelia Courthouse, in January of 2023 and the Amelia County Board of Supervisors rezoned the property to an Industrial M-1 classification in June of 2023.

A parallel effort to establish a Regional Economic Development Organization (REDO) is underway by the CRC. This feasibility analysis, funded by GO Virginia Region 3, will determine the localities within the CRC region that are willing to establish a Regional Economic Development Organization to market business and industrial sites in the region.

The goal of the project is to raise the Amelia County Regional Commerce Center site from a VEDP Business Ready Sites Tier 2 rating to a Tier 3. The Amelia County Regional Commerce Center 134-acre site is currently classified as a Tier 2 and additional due diligence activities are required to raise the tier rating to a Tier 3. The following are additional planning/due diligence activities that are necessary to achieve a Tier 3 classification:

- Waters of the US (wetlands and streams) delineation with US Army Corps of Engineers approval,
- Geotechnical borings and preliminary evaluation (i.e., Preliminary Geotechnical Report),
- One-foot topographic survey completed for the purposes of design or real property improvements,
- A current cultural resources review,
- A current threatened and endangered species review,
- A master plan of development,
- Preliminary engineering work is complete with associated reports and estimated costs and timelines for infrastructure development quantified, and
- VBRSP Site Characterization Study.

The Amelia County EDA is requesting \$100,000 in GO Virginia funding to support the project activities described above. The matching funds for the grant are the acquisition costs of the property.

3. Describe all partner organizations involved with the project (public or private), including the entity’s role, financial or in-kind commitment, and capacity to successfully execute their duties as they relate to the project. These may include, but are not limited to, economic development entities, local governments, regional organizations, planning district commissions, landowners, or real estate development groups.

ANSWER: The Amelia County is partnering with the Heartland Regional Industrial Facilities Authority (Authority) to further the development of the Amelia County Regional Commerce Center. While Amelia County Economic Development Authority is the owner of the Commerce

Center the Authority will support the development of the Commerce Center and assist in the marketing of the Amelia County Regional Commerce Center.

The Commonwealth Regional Council (CRC) has received a GO Virginia Region 3 grant to explore the establishment of a regional economic development organization (REDO) that would market the economic development assets of the region. The CRC has identified a lack of industrial sites in the region that limits the marketing capacity of the REDO once it is established. The CRC supports the development of a variety of industrial sites in the region, particularly 100 acres or more in size. Since the Commerce Center is the only industrial site in Amelia County and is the closest site to the emerging and expanding commercial development in western Chesterfield County, the CRC believes that there is tremendous potential for the rapid location of businesses in the facility that would serve the CRC region.

4. List any prior site advancement activities on the property(ies) in which public or private investment has occurred over the past five years, including dollars spent.

ANSWER: The Amelia County EDA has undertaken a site characterization study to determine the existing Tier level under the VEDP Business Ready Sites program (\$5,000) and has completed the following due diligence activities:

- Boundary survey of the property,
- Title report,
- Phase 1 Environmental Assessment,
- Phase II Environmental Assessment and DEQ clearance letter, and
- Conceptual master plan of development.

In addition to these activities the Amelia County Board of Supervisors rezoned the property in June 2023 to a M-1 industrial classification.

5. Has a site characterization report (or similar evaluation) previously been completed for the property(ies)? If yes, please list the methodology or group completing the evaluation and year completed.

ANSWER: Yes – The site characterization study was completed in August 2022 by TRC consultants.

6. Has the applicant or locality(ies) in which the site advancement activities will be undertaken consulted with VEDP about the project? If so, please note the VEDP staff member(s) with whom the discussion occurred.

ANSWER: Yes – John Loftus

7. Discuss how this site(s) was prioritized for funding by the Regional Council over other sites in the region.

ANSWER: The Amelia County Regional Commerce Center is the only industrial site available in Amelia County. There are only 8 other industrial sites in the CRC region. Only 4 of these sites are greater than 100 acres. The Richardson Road site would add significantly to the attractiveness of the region with its proximity to sprawling Chesterfield County and the Richmond Metro area. As of 2021, there were only 2 sites in the CRC region with a VBRSP Tier rating of 3 or 4. The award of this VBRSP grant will raise the Tier rating to a 3 and increase by 50% the number of sites in the CRC region with a Tier rating of 3 or more.

8. For privately-owned sites, discuss any current contractual agreements between the locality (or their EDA/IDA) and the landowner that are in place to allow for advancement of the site(s).

ANSWER: NA

9. Explain how this planning effort may lead to or contribute to the success of related future grant requests.

ANSWER: This project is necessary to determine the suitability of the site for future development. The project will culminate in a master plan of development for the site and a preliminary engineering report outlining the costs to further develop the site. These due diligence activities are necessary to scope out any future site development activities and subsequent grant requests to GO Virginia or VEDP. The project will allow the site to be classified as a Tier 3 site in the VEDP Virginia Business Ready Sites Program classification rating system.

10. Outline the total project budget and the sources and uses for matching funds and leverage. Does the project have the required match? If so, what are the sources/uses for these funds? Are any additional funds (public or private) or in-kind contributions serving as leverage for the project? If so, what are the sources/uses for these funds?

ANSWER: The total project cost is \$835,000. The GO Virginia grant request is for \$100,000 with matching resources of \$735,000 which represents the site acquisition costs expended by the EDA in January of 2023. The cost of the individual activities are as follows:

Task	Description	Estimated Cost
1	Waters of the US (wetlands and streams) delineation with JD Letter	\$ 20,000
2	Geotechnical borings and preliminary evaluation	\$ 25,000
3	Soil Evaluation for Septic Suitability	\$ 10,000
4	Aerial Mapping and Lidar 1-Foot Contour Topography	\$ 20,000
5	Cultural Resources and Threatened and Endangered Species Review	\$ 5,000
6	Master Plan of Development and PER	\$ 15,000
7	VBRSP Site Characterization Study	\$ 5,000
	Sub Total	\$ 100,000
8	Site Acquisition Costs	\$ 735,000
	Total Costs	\$ 835,000

The above cost estimates were recently updated in consultation with B & B Consultants.

LETTERS OF SUPPORT COVER SHEET

Letters from organizations not providing financial or in-kind contribution. Please place letters of support in order behind this section of the application.

Partner Name
Commonwealth Regional Commission
Heartland Regional Industrial Facilities Authority – Draft resolution attached

PROJECT SOURCES & USES

When submitting an application to the GO Virginia Board for funding consideration, the Support Organization will be required to complete a Project Budget in the Centralized Application Management System (CAMS). The CAMS budget should include all activities that must be undertaken in order to achieve or exceed the performance measures outlined in the application. This spreadsheet will supplement the CAMS budget in order to present a complete list of all project sources and uses for application reviewers. Directions for each tab are listed below the table on each tab. Please add rows as necessary.

Questions? Please contact Sara Dunnigan at sara.dunnigan@dhcd.virginia.gov or (804)371-7029. Please reach out to the appropriate regional support organization contact for specific technical assistance or general questions about developing an application by browsing DHCD's GO Virginia website below, under GO Virginia Regions (scroll to middle of web page).

[GO Virginia Website](#)

Budget Category (Dropdown)	Uses of GO VA Funds	Amount (\$)	Description
Architectural and Engineering Fees	Waters of the US deliniation, geotechnical evaluation, soils evaluation, aerial mapping, cultural resources and endangered species review, master plan of development, preliminary engineering report and site characterization	\$97,000	Due diligence to raise the Tier level from 2 to 3
Administration	Southside PDC grant administration	\$3,000	Grant administration and project reporting
		\$ 100,000.00	Total GO Virginia Request

Directions: Please list the budget category, associated uses of GO VA funds (how funds are being used), amount, and description for each budget category. In the Description column please provide more detail about the proposed uses of the funding including, if applicable, what organization will be receiving/managing those funds (i.e. grant recipient or third-party). The budget categories and amounts should match the "DHCD Request" column in the CAMS application budget.

Please include a detailed budget narrative below:

Budget Category (Dropdown)	Description of Uses of Matching Funds	Amount (\$)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
Other	Purchase of 134 acre Richardson Road tract	\$100,000.00	Local	Amelia County EDA	
		\$ 100,000.00	Total Matching Funds		
		\$ 100,000.00	Total Local Match		
<p>Directions: Please list all budget categories, description of uses, type of match, sources associated with the required matching funds, and if documentation was submitted. The budget categories and amounts should match the "Other Funding" column in the CAMS application budget. NOTE: State funds may NOT be used as match, but may be listed as additional leverage</p>					

Type of Funds	Totals	
GO Virginia	\$	100,000.00
Matching Funds	\$	100,000.00
Total CAMS Budget	\$	200,000.00
Additional Leverage	\$	635,000.00
Total Project Budget	\$	835,000.00

**These answers will autofill from previous tabs.*

Type of Match	Totals	
Matching Funds	\$	100,000.00
	At least \$2:1	YES
Local Match	\$	100,000.00



October 5, 2023

For the purpose of further evaluating the 132 acre tract identified as Parcel ID 40-62A in Amelia County, Virginia for development, it is recommended that the following funds be secured for the tasks listed below:

- Waters of the US (wetlands and streams) delineation with JD letter\$20,000
- Preliminary geotechnical borings and evaluation\$25,000
- Preliminary soils evaluation for septic-drainfield suitability\$10,000
- Aerial mapping and lidar 1-foot contour topographic surveying.....\$20,000
- Cultural resources and threaten and endangered species review\$5,000
- Master plan of Development and PER.....\$15,000
- VBRSP site characterization study\$5,000

Total - \$100,000

Samuel P. Carroll, P.E.
C.E.O. / Civil Engineer

Match Verification Form

Project Name Amelia County Regional Commerce Center
Support Organization: Southside Planning District Commission
Regional Council: Region 3

Contributor Information

Name of Business/Individual/Locality/Entity: Amelia County Economic Development Authority
Name of Primary Contact: Taylor Harvey
Address: 16360 Dunn St.
City: Amelia Courthouse **State:** VA **Zip:** 23002
Telephone: 804 561-3039 **Email:** Taylor.harvie@ameliacova.com

Match Information

Type of Match: In-kind Match Cash Matc X
Local Match: No Yes X

Contributed Goods or Services


Please explain in detail how this match is being contributed on behalf of the project:
The acquisition costs incurred in January 2023 for the purchase of the property.

Date(s) Contributed: Jan-23
Real or Estimated Value of Contribution: \$ \$100,000
How was the value determined?: Actual Value Appraisal Other
Please explain:

Who Made this Value Determination?: Apraisal value and negotiations with the owner

Is there a restriction on the use of this contribution?: No Yes
If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: No Yes


Signature of Contributor

October 10, 2023
Date

Property Information Form

Address:		
Size:	Total Acreage:	Estimated Developable Acres:
Current Zoning:	Locality Description of Current Zoning:	
Original/Most Recent Use:		
Current Owner:		
Current Tier:		
Tier After Project Complete:		
Targeted Industry Sector(s):		
Was the Site Included in the VEDP Site Characterization Initiative? Yes <input type="checkbox"/> No <input type="checkbox"/>		
If yes, please answer questions below OR provide a copy of the characterization report. If No, please describe the methodology used to evaluate the developability and marketability of the site.		
Does Site Score Above the Median Developability Score for Sites in the Region? Yes <input type="checkbox"/> No <input type="checkbox"/>	Does the Site Score Above the Median Sector Suitability Score for Sites in the Region? Yes <input type="checkbox"/> No <input type="checkbox"/>	
If you answered no to either of the above questions, please provide a statement on why this site was selected and how this or other investments will improve the developability and marketability of the site?		
Identify any planned future investments by the locality that will support the GO Virginia grant project – e.g. Capital Improvements Project.		

Master Plan developed for site? If yes, date and who completed:

Additional Information:

SITE CERTIFICATION REPORT FOR AMELIA COUNTY RICHARDSON ROAD SITE

Amelia County, Virginia



August 2022

Contact Information

*Amelia County
Economic Development Authority
c/o Neal Barber
(804) 561.3039
nealbarber1944@icloud.com*

*Carolyn A Howard, PE
Senior Program Manager
(540) 557.1398
cahoward@trccompanies.com*

 **Draper Aden Associates**
Engineering • Surveying • Environmental Services

 **TRC**

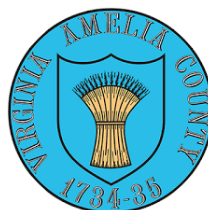


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FIGURES

- 1 LOCATION MAP
- 2 EXISTING CONDITIONS
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- 4 FEMA FIRMETTE
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1.0 EXECUTIVE SUMMARY

Throughout Virginia there is a shortage of pad-ready sites for industrial development and job creation. Prospects are seeking sites that are pad-ready with infrastructure readily available to shorten the timeframe from acquisition to production. In 2015, the Virginia General Assembly passed legislation to create and fund the Virginia Business Ready Sites Program (VBRSP), which is administered by the Virginia Economic Development Partnership (VEDP). At that time, VEDP has estimated that over \$60 Million in corporate investment was not realized due to this lack of sites. The VBRS Program was established to promote development and characterization of sites to enhance the Commonwealth's infrastructure and promote the Commonwealth's competitive business environment.

VBRS evaluates current available land – both publicly and privately owned – in a tiered system, where Tier 1 is undeveloped land that does not have commercial/industrial compatible zoning, and Tier 5 is a "pad-ready" site, the latter being most attractive to site selection consultants, commercial realtors and businesses and manufacturers desiring to move or expand to Virginia. Site characterizations are designed to assess the level of existing development at a site and the additional investments required to bring the site to a level that will enable the site to be more attractive for industrial economic development purposes. A site must be listed on VA SCAN, VEDP's database of economic development sites, for a site to be characterized by VEDP.

The Amelia County Economic Development Authority funded this site characterization report for the Amelia County Richardson Road Site Characterization. Following review of available information and discussions with Neal Barber, the site is a **Tier 2** certified site in accordance with the current VBRSP standards.

2.0 GENERAL SITE INFORMATION

2.1 Location and Access

The Richardson Road Site is located at US Highway 360 and Richardson Road approximately four (4) miles southwest of Amelia Court House and 34 miles southwest of Richmond. Refer to Figure 1: Location Map.

US Highway 360 is classified by the Virginia Department of Transportation (VDOT) as a Principal Arterial and Richardson Road is not a classified road. The site is approximately 45 miles from I-95 to the west via US Highway 360 and Virginia Route 288.

The Richardson Road Site consists of two (2) separate parcels a portion of 40-63 and 40-62A. The combined parcels are approximately 128 acres. Both parcels are currently zoned Rural Residential District (RR-3); refer to Figure 3: Zoning Map. The County is currently working to rezone the property to manufacturing.

Key Site Information	
Total Area	127.9+/- Acres
Available Area	127.9+/- Acres
Largest Contiguous Area	127.9+/- Acres
Total Developable Area	100 Acres
Potential Building Area	1,385,000 SF
Existing Zoning	RR-3
4 Lane	US Highway 360 0 mi
Interstate	I-95 / 44.5 mi via US 360 and VA 288
Water	Amelia County
Sewer	Amelia County Sanitary District
Natural Gas	Not Available
Power	Dominion Energy
Telecom	Mid-Atlantic Broadband Cooperative

3.0 EXISTING CONDITIONS

Refer to Figure 2: Existing Conditions for the following discussion.

3.1 Topography

Site A: The area within the proposed building pad is undeveloped and has an existing slope that ranges between five (5) and 25 percent to the north. The North Branch Nibbs Creek tributary runs parallel to the northern edge of the site and US Highway 360 borders the southern edge of the site.

Site B: The area within the proposed building pad is undeveloped and has an existing slope that ranges between five (5) and 25 percent to the north and east. An unnamed tributary that runs into The North Branch Nibbs Creek tributary is parallel to the western edge of the site and US Highway 360 borders the southern edge of the site.

Sites C1 and C2: The area within the proposed building pad is undeveloped and has an existing slope that ranges between one (1) and 20 percent to the north, east and west. An unnamed tributary that runs into The North Branch Nibbs Creek tributary is parallel to the northern edge of the site and US Highway 360 borders the southern edge of the site.

Site D: The area within the proposed building pad is undeveloped and has an existing slope that ranges between one (1) and 25 percent to the north and east. The North Branch Nibbs Creek tributary runs parallel to the western edge of the site, and an unnamed tributary that eventually runs into North Branch Nibbs Creek borders the southern edge of the site.

3.2 Waters of the U.S.

In general, Waters of the U.S (WOUS) within Amelia County are limited to wetlands, ponds, lakes, and rivers that meet the criteria outlined in the following definition from the Department of the Army, Corps of Engineers, 33 CFR Part 328, Environmental Protection Agency, 40 CFR Part 120, [EPA-HQ-OW-2021-0602; FRL-6027.4-03-OW], Revised Definition of "Waters of the, United States."

Traditional navigable waters, interstate waters, and the territorial seas, and their adjacent wetlands; most impoundments of "waters of the United States"; tributaries to traditional navigable waters, interstate waters, the territorial seas, and impoundments that meet either the

relatively permanent standard or the significant nexus standard; wetlands adjacent to impoundments and tributaries, that meet either the relatively permanent standard or the significant nexus standard; and "other waters" that meet either the relatively permanent standard or the significant nexus standard. The "relatively permanent standard" means waters that are relatively permanent, standing or continuously flowing and waters with a continuous surface connection to such waters. The "significant nexus standard" means waters that either alone or in combination with similarly situated waters in the region, significantly affect the chemical, physical, or biological integrity of traditional navigable waters, interstate waters, or the territorial seas (the "foundational waters").

North Branch Nibbs Creek runs along the northern edge of both parcels, and an unnamed tributary runs south to north through parcel 40-63, acting as the border between Sites B, C1, C2, and D. A waters of the US delineation and determination is required for the site to advance to a VBRSP Tier 3 and should be completed prior to any future planning or design of site improvements.

3.3 FEMA Regulatory Floodplains

The Federal Emergency Management Agency (FEMA) Flood Insurance Rate Maps (FIRM) define the regulatory base flood elevation (BFE) and area encumbered by flooding from the one-percent annual chance (a.k.a. 100-year) storm event along streams and riverine systems. The entirety of the Richardson Rode Site is within Zone X, an area of minimal flood hazard. Refer to Figure 4: FEMA FIRMette.

3.4 Water

Amelia County Sanitary district provides water service within the county. The closest water main located approximately four (4) miles to the north in Amelia Court House. Extending the water to the site would be extremely costly and is unlikely to occur. Therefore, water service for this area will be via individual wells. Additional study is required to determine the volume and quality of well water in this area.

3.5 Wastewater

Amelia County Sanitation District owns and maintains wastewater (sanitary) service within Amelia County. The closest sanitary sewer system located approximately four (4) miles to the north in Amelia Court House. Extending sewer to the site would be extremely costly and is unlikely to occur. Therefore, septic systems or package plants will be used for wastewater treatment. Additional study is required to determine the viability of septic in this area.

3.6 Electric, Gas, and Fiber

The site is within the Dominion Energy service territory. Distribution lines run north to south along the western edge of the parcel. Locality and/or landowner should contact power provider prior to formally engaging a prospect and/or prospective industry to validate the availability of power to the site.

Natural Gas is not available at the site. However, The Waste Management Maplewood (Amelia) Landfill is south of the site and US Highway 360. The landfill could be a potential for methane gas for lumber operations.

The site is located within the Mid-Atlantic Broadband Cooperative service territory with fiber backbone within US Highway 360 adjacent to the site. TDS Telecom is the 'last mile' provider in the area. Locality and/or landowner should contact fiber provider prior to formally engaging a prospect and/or prospective industry to validate the availability of fiber to the site.

3.7 Roads

There is an existing, full access to Richardson Road adjacent to Site A. Approximately 400 to 500 feet of Richardson Road should be improved northwest of US Highway 360 to provide industrial access to Site A. Additionally, there is an existing, full access into Site B from US Highway 360; this access will need to be improved for industrial use potentially including a dedicated right- and left-turn lane into the site. New access points to sites C1 and C2 are likely to be restricted to right-in and right-out movements onto US Highway 360. The Site B access road could extend northwest to access Site D. Refer to Figure 5: Conceptual Development Plan.

4.0 CONCEPTUAL DEVELOPMENT PLAN

Figure 5 provides an overall potential build-out scenario for the property, which divides the site into five (5) development areas, referred to as Site A, Site B, Site C1 and C1, and Site D. The concept development plan is provided as a tool for the County and prospects to visualize each site's potential. The pad areas were optimized to minimize impacts to the water of the U.S.

The plan assumes that any required stormwater management measures will be incorporated within the footprint of the grading pad. Stormwater management requirements could be met by either above- or under-ground measures, or a combination of both. Once a prospect and design criteria, including land cover and limits of disturbance, are known, each site will need to be further evaluated to determine the stormwater management requirements.

5.0 VBRSP SITE CHARACTERIZATION TIER LEVEL

VBRSP evaluates current available land – both publicly and privately owned – in a tiered system, where Tier 1 is undeveloped land with zoning that is not compatible with commercial / industrial uses, and Tier 5 is a “pad-ready” site, the latter being most attractive to site selection consultants, commercial realtors, businesses, and manufacturers desiring to move or expand to Virginia. Site characterizations are designed to assess the level of existing development at a site and the additional investments required to bring the site to a level that will enable it to be more attractive for industrial economic development purposes. A site must be listed on VA SCAN, VEDP’s database of economic development sites, for a site to be characterized by VEDP.

The following is a summary of the site characterization tier levels.

- Tier 1** Site is identified, there is an agreement with the local economic developer to market, and the site is listed in VA SCAN, VEDP’s database of economic development sites.
- Tier 2** There is an established sales price, and the site is compatible with the Comprehensive Plan.
- Tier 3** The site is zoned for an industrial and/or manufacturing use (or similar), and the due diligence is completed. Due diligence includes the following information.
 - 1. Preliminary Geotechnical Exploration & Report
 - 2. Boundary Survey
 - 3. Topographic Survey
 - 4. Phase I Environmental Site Assessment (within past 5 years)
 - 5. Waters of the US Delineation and Determination (within past 5 years)
 - 6. Cultural Resources Review
 - 7. Threatened & Endangered Species Review
 - 8. Preliminary Engineering Report / Master Plan
 - 9. Any other special studies, including a flood study
- Tier 4** Infrastructure improvements are designed and permitted and can be constructed within 12 to 18 months.
- Tier 5** The improvements are under construction and/or the site is pad ready and all infrastructure is available.

The Richardson Road Site is a **Tier 2** certified site in accordance with the above-referenced VBRSP standards.

6.0 RECOMMENDATIONS

The following due diligence items should be completed for the Amelia County Richardson Road site to mitigate risk for potential prospects, further define the required infrastructure improvements, and refine the order of magnitude estimate of probable infrastructure and 'pad-ready' costs, and regulatory permit and/or mitigation requirements and costs. A Phase 1 Environmental Site Assessment was previously completed for the site.

1. Preliminary Geotechnical Exploration & Report
2. Boundary and Topographic Survey
3. Waters of the US Delineation and Determination
4. Cultural Resources Review
5. Threatened & Endangered Species Review
6. Preliminary Engineering Report (PER) / Master Plan to quantify requirements, costs, and timelines to provide sufficient water and sewer supply and treatment
7. Traffic Impact Analysis to quantify requirements, costs, and timelines for road improvements

RECOMMENDATIONS

- Rezone the site to allow commercial / industrial uses
- Complete due diligence
- Demolition/removal of existing Emerson Antique structures
- Develop and permit additional mass grading and road improvement plans for Sites A and B

7.0 ORDER OF MAGNITUDE ESTIMATES OF PROBABLE COSTS

7.1 Due Diligence

The order of magnitude opinion of probable cost (OOM estimate) to advance Richardson Road Site's characterization tier level from a 2 to a 3 is **\$210,000**. Additionally, a Phase 2 Environmental Site Assessment is required due to an existing above ground storage tank and the possible presence of one or more underground storage tanks. The probable cost to conduct a Phase 2 Environmental Site Assessment is between **\$20,000** and **\$30,000**. Additional studies that may be required by regulatory agencies are unknown at this time, and therefore are not included in the estimate.

7.2 Mass Grading and Infrastructure Improvements

The OOM estimate for mass grading and access road are shown in the following table.

Description	OOM Estimate
<i>Professional Services (Design & Permit Documents and Easement / RW Acquisitions)</i>	
1 Richardson Rd (400 ft) & Intersection Improvements	\$280,000
2 Emerson's Intersection Improvements	\$230,000
3 Sites A and B Mass Grading	\$230,000
4 Site D Mass Grading	\$200,000
<i>Construction</i>	
5 Richardson Rd (400 ft) & Intersection Improvements	\$1,900,000
6 Emerson's Intersection Improvements	\$1,600,000
7 Site A Mass Grading	\$2,000,000
8 Site B Mass Grading	\$2,300,000
9 Site D Mass Grading	\$2,000,000
Overall Total	\$10,740,000

The OOM estimates are based on readily available information and the concept plan included in this report and the following assumptions.

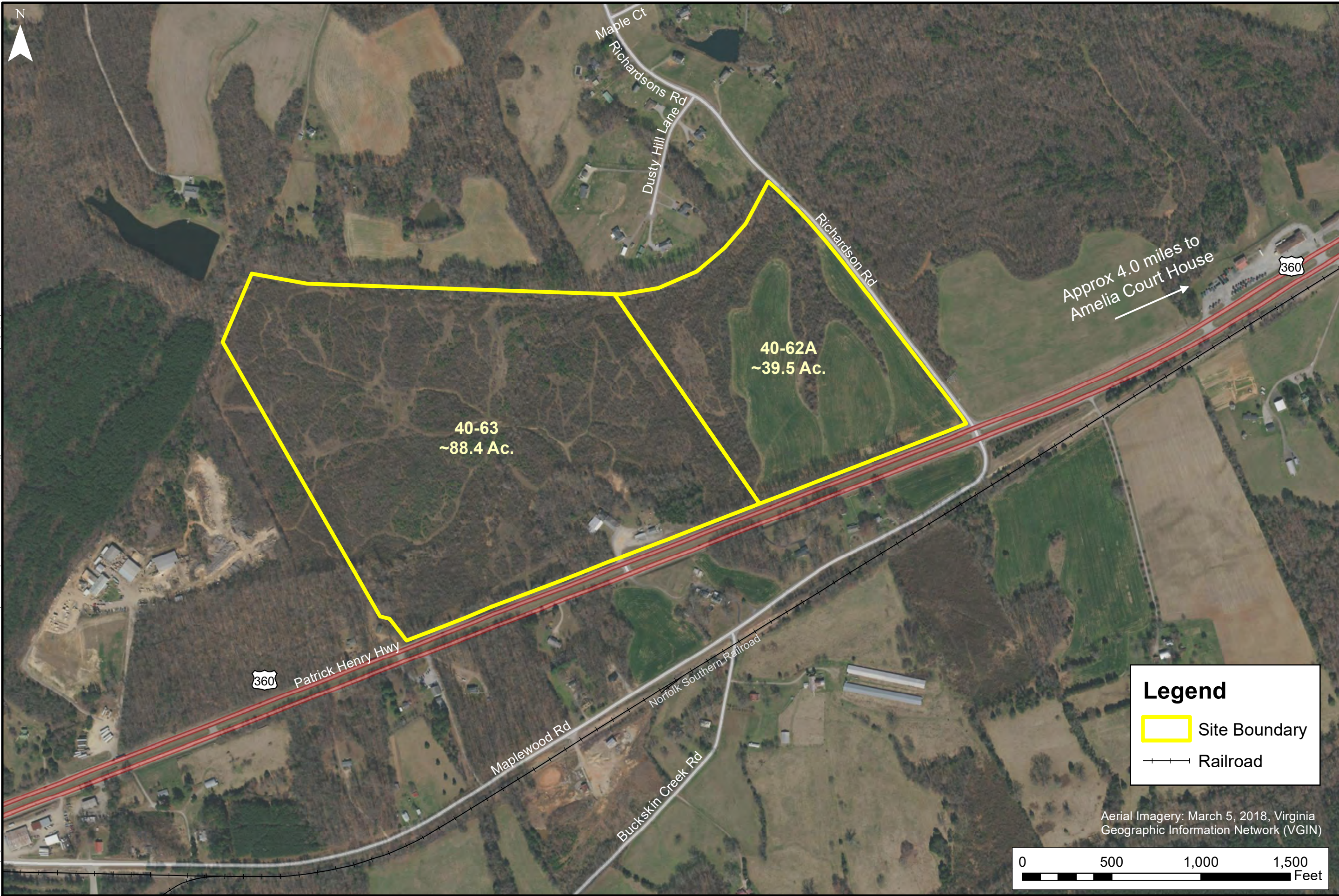
- A. 30 percent contingency and professional services are included.
- B. Related mobilization, construction testing, erosion and sediment controls and stormwater management facilities are included.

- C. Wastewater treatment package plant OOM estimate is based on the following: cost will vary based on the treatment required for a particular user, which is typically \$12 to \$15 per treated gallon.
 - 1. Flow based on developable acreage approximately 500 gallons per day per acre (gpd)
 - 2. Treatment cost ranges from \$12 to \$15 gpd
- D. Site development, including parking and access drives, and associated utilities for each pad site are not included.
- E. Offsite road, sanitary sewer, or water system improvements, and onsite well and septic systems are not included.
- F. Permit fees are excluded.
- G. Electric, gas, telecommunications, and fiber service improvements are not included.
- H. Construction engineering inspection costs are not included since cost vary based on funding source requirements.

8.0 DATA REFERENCES

Data Layers	Source Description
Site Boundary	<i>VEDP</i>
Parcels	<i>Amelia County Mapping and GIS</i>
Zoning	<i>Amelia County Mapping and GIS</i>
Waterline & Sewer lines	<i>N/A</i>
Power, Gas & Fiber	<i>N/A</i>
Wetlands	<i>National Wetlands Inventory (downloaded 07/2022)</i>
Floodplains	<i>FEMA Firmette</i>
Roads	<i>VDOT 2014 Approved Functional Classification Map</i>
Aerial	<i>2019 Virginia Geographic Information Network (VGIN)</i>

Path: \\employees.root.local\env\EC\Richmond\Teams\SP&E\BBG\0-Business Development & Proposals\2022\Amelia\Work\GIS\Fig-1 Site-Loc-Amelia-Patrick-Henry-Hwy_Updated.mxd



Legend

- Site Boundary
- Railroad

Aerial Imagery: March 5, 2018, Virginia Geographic Information Network (VGIN)



Draper Aden Associates
Engineering • Surveying • Environmental Services

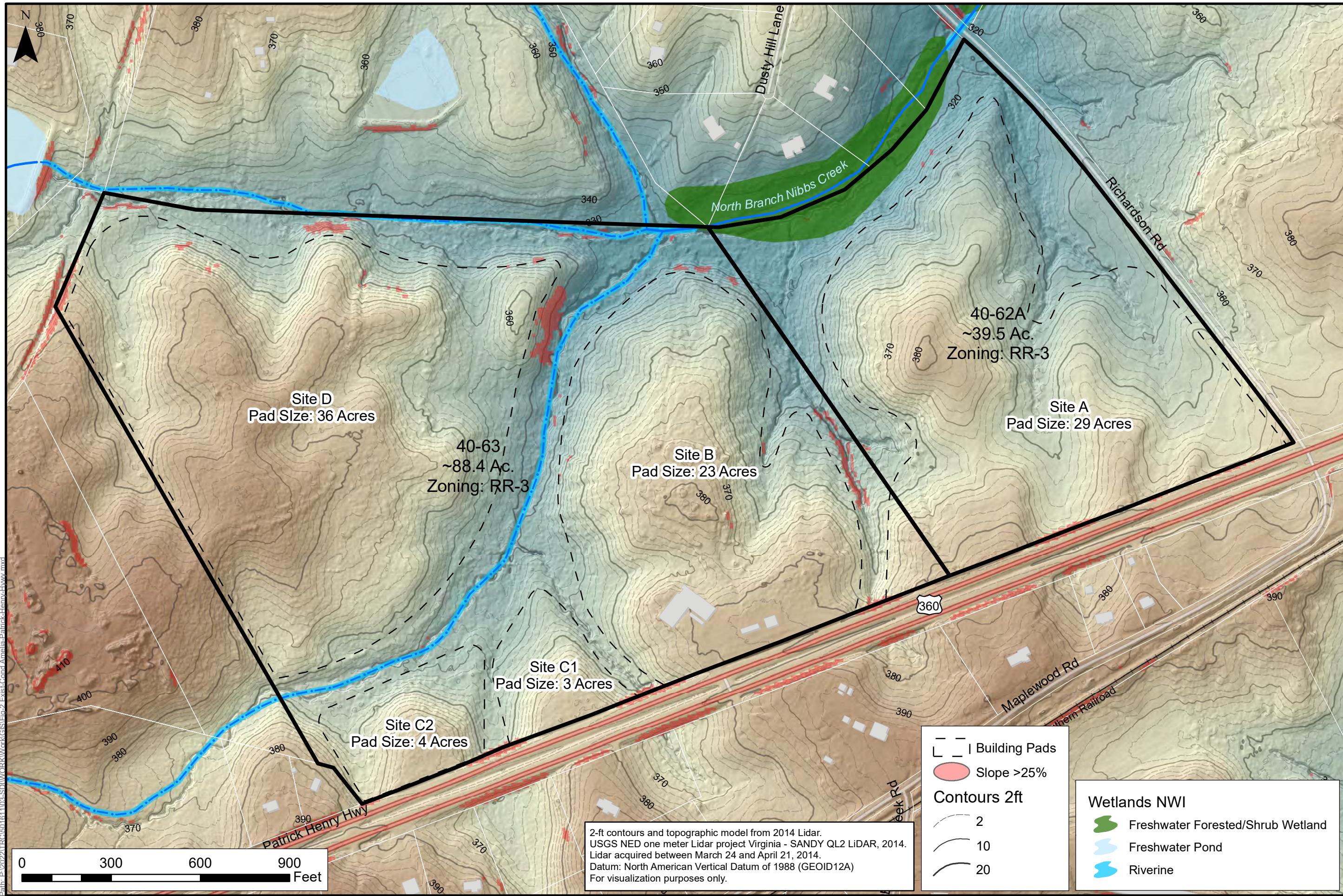


Location Map
19720 Patrick Henry Highway
Amelia County, Virginia

DESIGNED:
DRAWN: SMF
CHECKED: CAH
DATE: 07-27-22

SCALE: 1" = 500'
PROJECT: 501611

FIGURE
1



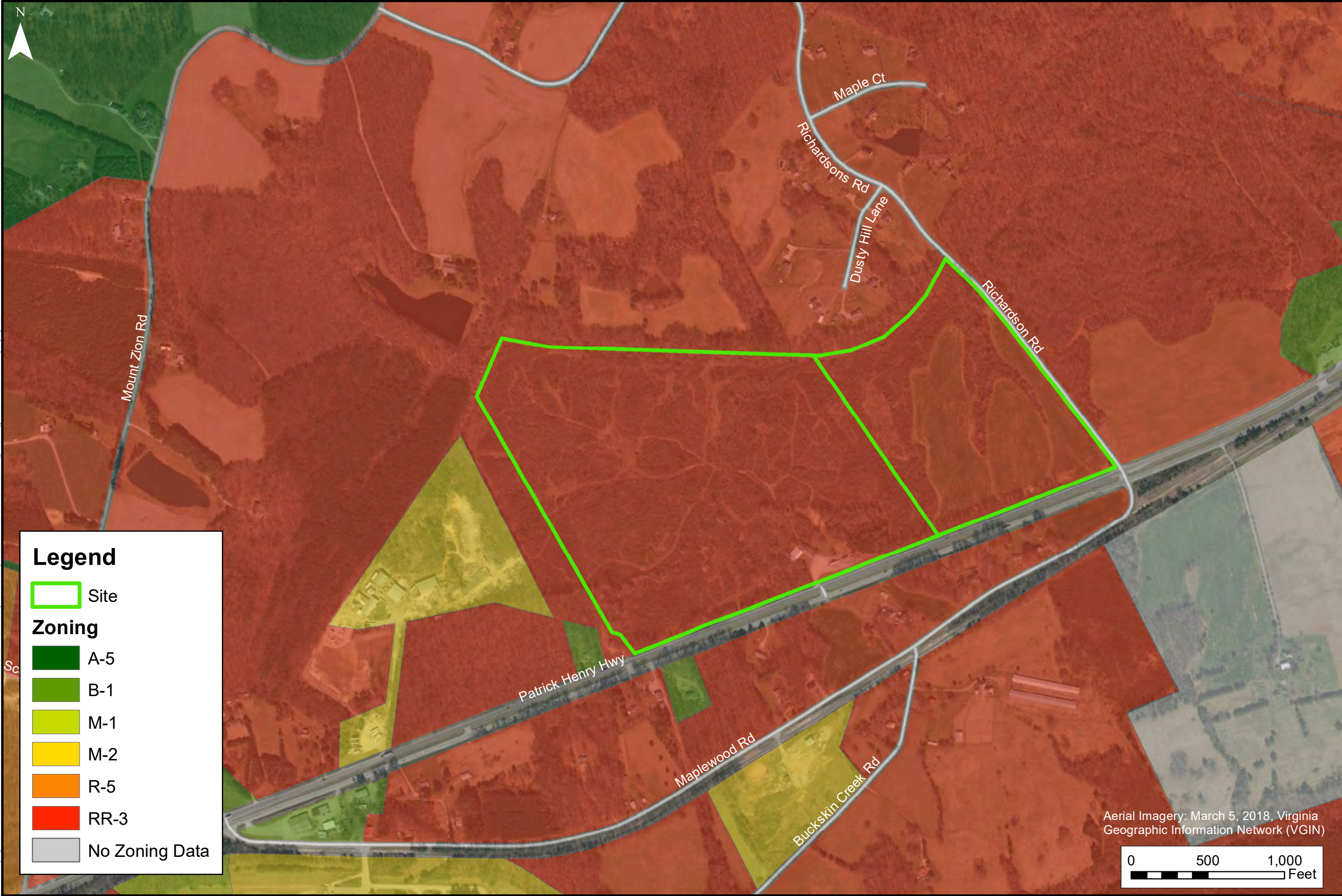
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Existing Conditions
Richardson Road Site
 Amelia County, Virginia









DESIGNED:
 DRAWN: SMF
 CHECKED: CAH
 DATE: 07-11-22

SCALE: 1" = 300'
 PROJECT: 501611

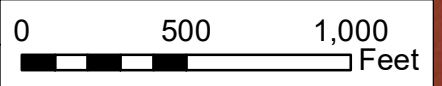
Path: \\employees.root.local\enVECC\Richmond\Teams\SP&E\BBG\0-Business Development & Proposals\2022\Amelia\Work\GIS\Fig-3 Zoning Amelia-Patrick-Henry-Hwy.mxd



Legend

-  Site
- Zoning**
-  A-5
-  B-1
-  M-1
-  M-2
-  R-5
-  RR-3
-  No Zoning Data

Aerial Imagery: March 5, 2018, Virginia Geographic Information Network (VGIN)




Draper Aden Associates
Engineering • Surveying • Environmental Services



Zoning Map
19720 Patrick Henry Highway
Amelia County, Virginia

DESIGNED:
DRAWN: SMF
CHECKED: CAH
DATE: 07-26-22

SCALE: 1" = 7000'
PROJECT: 501611

FIGURE
3

National Flood Hazard Layer FIRMMette



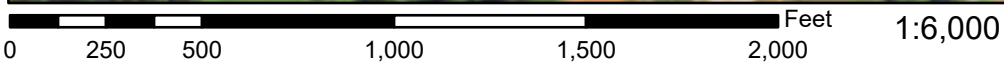
78°3'24"W 37°19'17"N



Legend

SEE FIS REPORT FOR DETAILED LEGEND AND INDEX MAP FOR FIRM PANEL LAYOUT

SPECIAL FLOOD HAZARD AREAS		Without Base Flood Elevation (BFE) <i>Zone A, V, A99</i>
		With BFE or Depth <i>Zone AE, AO, AH, VE, AR</i>
		Regulatory Floodway
OTHER AREAS OF FLOOD HAZARD		0.2% Annual Chance Flood Hazard, Areas of 1% annual chance flood with average depth less than one foot or with drainage areas of less than one square mile <i>Zone X</i>
		Future Conditions 1% Annual Chance Flood Hazard <i>Zone X</i>
		Area with Reduced Flood Risk due to Levee. See Notes. <i>Zone X</i>
		Area with Flood Risk due to Levee <i>Zone D</i>
OTHER AREAS		NO SCREEN Area of Minimal Flood Hazard <i>Zone X</i>
		Effective LOMRs
GENERAL STRUCTURES		Area of Undetermined Flood Hazard <i>Zone D</i>
		Channel, Culvert, or Storm Sewer
		Levee, Dike, or Floodwall
OTHER FEATURES		20.2 Cross Sections with 1% Annual Chance
		17.5 Water Surface Elevation
		Coastal Transect
		Base Flood Elevation Line (BFE)
		Limit of Study
MAP PANELS		Jurisdiction Boundary
		Coastal Transect Baseline
		Profile Baseline
		Hydrographic Feature
		Digital Data Available
		No Digital Data Available
		Unmapped
		The pin displayed on the map is an approximate point selected by the user and does not represent an authoritative property location.



78°2'46"W 37°18'48"N

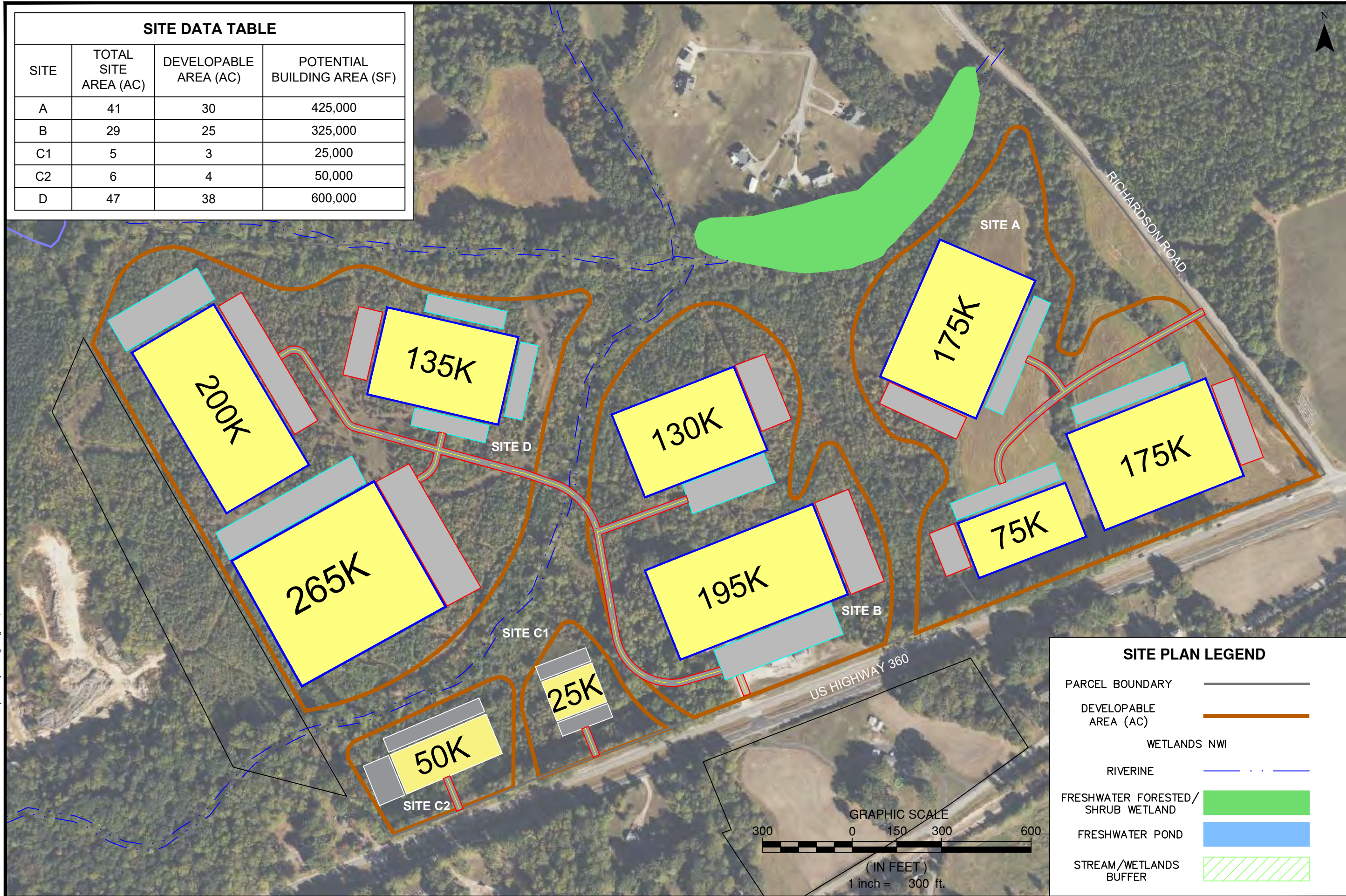
Basemap: USGS National Map: Orthoimagery: Data refreshed October, 2020

This map complies with FEMA's standards for the use of digital flood maps if it is not void as described below. The basemap shown complies with FEMA's basemap accuracy standards

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 7/25/2022 at 2:25 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

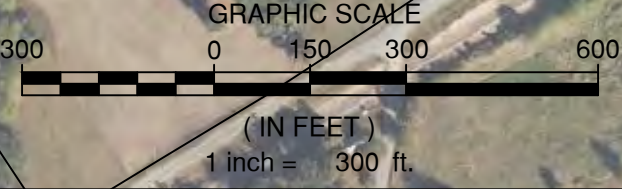
This map image is void if the one or more of the following map elements do not appear: basemap imagery, flood zone labels, legend, scale bar, map creation date, community identifiers, FIRM panel number, and FIRM effective date. Map images for unmapped and unmodernized areas cannot be used for regulatory purposes.

SITE DATA TABLE			
SITE	TOTAL SITE AREA (AC)	DEVELOPABLE AREA (AC)	POTENTIAL BUILDING AREA (SF)
A	41	30	425,000
B	29	25	325,000
C1	5	3	25,000
C2	6	4	50,000
D	47	38	600,000



SITE PLAN LEGEND

- PARCEL BOUNDARY: Solid black line
- DEVELOPABLE AREA (AC): Solid orange line
- WETLANDS NWI: Dashed blue line
- RIVERINE: Dotted blue line
- FRESHWATER FORESTED/SHRUB WETLAND: Solid green area
- FRESHWATER POND: Solid light blue area
- STREAM/WETLANDS BUFFER: Green hatched area



P:\2022\TRC\501611 - Amelia\03-SD\CAD\Amelia - Conceptual Layout.dwg August 5, 2022 10:07:54 AM



Draper Aden Associates
Engineering • Surveying • Environmental Services

Concept Development Plan
Richardson Road Site
Amelia County, Virginia

DRAWN: AHS
CHECKED: CAH
DATE: 7/28/22

SCALE: 1" = 300'
PROJECT: 501611

FIGURE
5

ECONOMIC DEVELOPMENT AUTHORITY

A. TAYLOR HARVIE, III
COUNTY ADMINISTRATOR

Robert C. Smith
CHAIRMAN
Winston Vaughn
VICE CHAIRMAN
Eldon Dieffenbach
Carly Bullock
Maudie Scott
Robert Llewellyn
Dennis Tatum



16360 Dunn Street, Suite 101
Post Office Box A
Amelia Court House, Virginia 23002

Telephone: (804) 561-3039
Facsimile: (804) 561-6039
Website: www.ameliacova.com

R. Bryan David, AICP

Program Director - Southern Virginia/GO Virginia Region 3
Virginia Institute of Government
Weldon Cooper Center for Public Service
Charlottesville, VA 22903

Dear Bryan,

It is my pleasure to submit on behalf of the Amelia County Economic Development Authority (EDA) an application to GO Virginia Region 3 for a \$100,000 Enhanced Capacity Building Grant to support the continued due diligence and master planning of the Amelia County Regional Commerce Park. The EDA at its September 12th meeting passed a resolution authorizing the submission of the application. The funding of this grant application will raise the Virginia Economic Development Partnership, Business Ready Sites Program tier rating from a 2 to a 3.

This grant will allow the EDA to continue the steps necessary towards the development of this strategic 134-acre industrially zoned parcel in the northern portion of the GO Virginia Region. Currently there is not a publicly owned industrial site in the County. With the possibility of a regional economic development organization serving the Commonwealth Regional Council footprint soon, the Amelia County Regional Commerce Park will provide a much-needed industrial facility within easy commuting distance to the Richmond Metropolitan Area market.

We are hopeful that the Region 3 Council will act favorably on the application at its next regularly scheduled meeting on October 18th.

We stand ready to answer any questions that you may have related to this request.

Yours truly,

A handwritten signature in black ink, appearing to read "R. C. Smith", is written over a light blue horizontal line.

Robert C. Smith
Chairman, Amelia County Economic Development Authority

Heartland Regional Industrial Facilities Authority

Amelia County Regional Commerce Park

Resolution (Draft)

Whereas: The Heartland Regional Industrial Facilities (Authority) was created in ____ to facilitate the development of regional industrial parks in in the region encompassing Amelia, Buckingham, Charlotte, Lunenburg, Nottoway, and Prince Edward Counties, and

Whereas: The Authority facilitated the development of the first regional industrial park in Charlotte County in the Keysville area, Heartland Regional Industrial Park, and

Whereas: The Heartland Regional Industrial Park has been fully developed and seen the location of several businesses within the park, and

Whereas: It was the intent of the Authority to facilitate the development of other regional industrial parks in its member localities, and

Whereas: Amelia County through its Economic Development Authority has acquired 134-acre property for development as a regional industrial park, Amelia County Regional Commerce Center, and

Whereas: Amelia County is seeking funding from GO Virginia Region 3 for the feasibility analysis and detailed master planning of the Amelia County Regional Commerce Center, and

Whereas: The Authority wishes to support and facilitate the development of the Amelia County Regional Commerce Center and other similar industrial parks in its member localities, and

Let it be further resolved that: The Authority wish to commend the Amelia County for purchasing the land for the Amelia County Regional Commerce Center and rezoning the property for industrial use, and

Therefore, let it be resolved that: The Authority supports the further development of the Amelia County Regional Commerce Center, and

Let it be further resolved that: The Authority wish to assist in the development and marketing of the Amelia County Regional Commerce Center, and

Let it be further resolved that: The Authority encourages the GO Virginia Region 3 Council to approve the Enhanced Capacity Building planning grant request from the Amelia County Economic Development Authority, and

Let it be further resolved that: The Authority agrees to assist the Amelia County Economic Development Authority and any future regional economic development organization that may be established in the marketing of the Amelia County Regional Commerce Center.

This resolution was duly adopted on October 18, 2023.

Signed:

_____ Chairman

Date: _____



IN PARTNERSHIP WITH

The Counties of Amelia | Buckingham | Charlotte | Cumberland | Lunenburg |
Nottoway | Prince Edward

September 28, 2023

Mr. Tim Clark
Chair, GO Virginia Region 3 Council
Southside Planning District Commission
200 S Mecklenburg Ave
South Hill, VA 23970

Dear Mr. Clark,

The Commonwealth Regional Council (CRC) fully promotes the efforts of the Amelia Economic Development Authority (EDA) to further develop the Amelia County Regional Commerce Park.

In doing so, the CRC would like to offer our support for the Amelia EDA GO Virginia Enhanced Capacity Building planning grant request of \$100,000. This funding will be utilized for a feasibility analysis and detailed master planning of the Amelia County Regional Commerce Center.

The Virginia Economic Development Partnership (VEDP) Site Characterization Report, characterized this site as Tier 2 for site certification and site readiness (Tier 2 - There is an established sales price, and the site is compatible with the Comprehensive Plan). Also, as you are aware the CRC received funding for a GO Virginia Enhanced Capacity Building Grant to fund a business plan & strategy for the creation of a NEW CRC (footprint) Regional Economic Development Organization (REDO) in partnership with Longwood University. This project is well underway with a completion date of January 2024. Amelia County's acquisition and making this a Tier 3 site will make it ready-made to add to the marketing portfolio of the REDO once it is established and operational.

The Commonwealth Regional Council has three goals stated in our 2020 Comprehensive Economic Development Strategy (CEDS): 1) Strengthen the region's workforce; 2) Broaden the regions businesses and industries and 3) Leverage educational institutions for growth and gain. Amelia County further developing the Amelia County Regional Commerce Center will meet two of these goals – strengthening the region's workforce and broadening the regions businesses and industries. This funding will assist the county in tiering up this needed economic development property.

The CRC offers full support to this project as a need for the future of economic development in the region.

Sincerely,

Melody Foster
Executive Director

COMMONWEALTH REGIONAL COUNCIL
200 Heartland Road
Keysville, VA 23947 | 434.392.6104 PHONE
www.virginiasheartland.org





DATE: October 13, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Virginia Department of Housing and Community Development (DHCD) – 2023 Growth & Diversification Plan Review

Each GO Virginia region develops and follows its own Growth & Diversification Plan as a strategy for the types of projects it will consider funding. According to the GO Virginia State Board and the Virginia Department of Housing and Community Development GO Virginia staff guidance, each region must update its plan every two (2) years. Region 3's plan was updated in 2021, and it can be found on the Region 3 website at [Region 3 Growth & Diversification Plan \(2021\)](#).

A workgroup comprised of several Region 3 Council members (Robert Bates, Kristin Gee, Melody Foster, and Dr. Keith Harkins) recently met to review the draft plan update with me, Liz Povar, Jennifer Cox (Longwood University), and Ann Wright. The workgroup agreed the plan met the guidance of the DHCD GO Virginia staff for the 2023 update.

To give background and context to this update of the Growth and Diversification plan, the following is offered:

- In years past, it was a significant undertaking to update the Growth & Diversification Plan, given the time and detail needed to meet the guidance issued by the DHCD's GO Virginia staff. The Region 3 Council engaged consultants at some expense to accomplish this work for the initial 2017 plan and the 2019 and 2021 updates.
- With the 2023 update, the GO Virginia State Board and DHCD GO staff are allowing each regional council to undertake a staff-only review to give regional councils some flexibility and financial relief. This approach does not prevent a regional council from undertaking a comprehensive review.
- As previously shared with the Region 3 Council, a staff-level review of the Region 3 Growth & Diversification Plan is warranted because the economic metrics underlying the strategies have not meaningfully changed in two (2) years. A comprehensive plan update is better suited every four (4) years, with the next one for Region 3 being in 2025.
- The staff-level review still allows for modifications to the plan based on changed conditions in Region 3 or other developments occurring since the last update.

Attached is a draft copy of the template for the 2023 Growth & Diversification Plan update prepared by DHCD GO Virginia staff. I will be ready to represent this matter further at the Region 3 Council meeting on October 18th.

RECOMMENDATION:

Approve the 2023 GO Virginia Region Growth & Diversification Plan subject to any revisions made by the Region 3 Council.



2023 Growth & Diversification Plan Review

Bryan David
Program Director_Region 3
UVA Weldon Cooper Center
for Public Service
bryan.david@virginia.edu

Liz Povar
Region 3 Support Staff
RiverLink Group

DHCD GO Virginia 2023 Review Template Guidance:

- a. *Please summarize the region's priority industry clusters identified in the Growth and Diversification Plan using a table format.*

2023 Priority Industry Clusters

Cluster	NAICS Code	Summary
Controlled Environment Agriculture	111400, 115000	CEA
Controlled Environment Aquaculture	112500	CEA
Business Services	541110 – 561422	2021 Priority Industry Cluster
Agriculture & Food Processing	311111 – 312140	2021 Priority Industry Cluster
Energy, Natural Resources, & Finished Products	212111 – 337910 541360 – 541620	
Health Care Services	621991 – 622310	2021 Priority Industry Cluster
Information Technology & Communications Services	511210 – 541519	
Advanced Manufacturing and Advanced Materials	313110 – 399999	2021 Priority Industry Cluster

****Exhibit 1 – Target Traded Sectors 2021***

New Priority Cluster – Controlled Environment Agriculture (CEA)

Institute for Advanced Learning and Research/GO Virginia Controlled Environment Agriculture Strategy and Roadmap (9.2023)

Controlled Environment Agriculture (CEA) uses technology and automation to enhance indoor growing conditions for crops, fish, and related products.

The CEA industry is relatively new and still developing compared to long-established industry sectors like manufacturing, electronics, logistics, information technology, and healthcare. Accordingly, finding accurate, timely, and detailed data and metrics for the CEA industry is challenging. One challenge is that the industry's unique nature makes it difficult to frame industry activity and employment based on established industry codes (NAICS_North American Industry Code System) and occupation codes (SOC_Standard Occupation Codes). No existing NAICS or SOC code fully captures the types of businesses and jobs in this industry.

In response, subject matter experts, in consultation with Region 3 staff, relied upon professional judgment in the CEA Strategy and Roadmap to select codes most relevant to the industry. Furthermore, many businesses in this industry are starting to emerge, operating on a small scale, making them difficult to identify and track. Regardless, efforts to analyze the industry presence in Region 3 and the state have been guided by professional judgment and takeaways from interviews with CEA industry representatives.

The industry codes added to the table above were selected to estimate CEA-related employment best and prevent the exclusion of essential industries and businesses that contribute to CEA. These include, for example:

- crop production
- animal production & aquaculture (indoor fishery and aquaponics activity)
- machinery manufacturing (value chain manufacturing of grow systems, lighting, irrigation and pump systems, electrical, etc.)
- computer, robotic, and electronic product manufacturing
- sensor or microchip production (automation and coding of environmental control processes in CEA production)

DHCD GO Virginia 2023 Review Template Guidance:

- b. Please summarize the state of the regional economy as presented in the 2021 plan and reflect on any major trends, shifts, or developments that impact the picture, if any.***

The Region 3 economy in 2023 has not materially changed from the metrics presented in the 2021 Growth & Diversification Plan. Longwood University’s Office of Community and Economic Development was engaged to update its report from 2021 entitled Performance of the Region 3 Economy.

***Exhibit 2 – Report Update**

The economic data for the collected and analyzed include the following elements:

- employment and wage growth across all Region 3 industry sectors
- employment and wage growth in Region 3 targeted traded industry sectors
- economic development announcements (new and expanding businesses)
- situational analysis (SWOT) of targeted industry-traded sectors
- identification and recommendation of broadening current targeted sectors, which incorporates existing targeted sectors)
- workforce gaps of immediately employable talent in the targeted sectors/clusters

DHCD GO Virginia 2023 Review Template Guidance:

- c. Please discuss the skills gap analysis for targeted industry sectors as presented in the 2021 plan and in the context of the new Talent Pathways Initiative (TPI) Planning funding opportunity. What existing goals and strategies in the plan could be addressed through the new TPI Planning funding?***

The GO Virginia State Board established a program in late 2022 for a new “talent pathways” planning initiative “...to foster collaboration by business and education to meet workforce needs by developing, retaining, and attracting talent to the Commonwealth to meet the needs of Virginia businesses.”

Each regional council is to select a target industry or targeted industries to analyze, develop, and provide startup funding for a talent pathway that supports sustained economic growth and talent development and retention for the region.

GO TEC has been developed, launched, and maintained by the Institute for Advanced Learning and Research and is considered a best-in-class *talent pathway* among GO Virginia's nine (9) regions. This recognition is evidenced by GO TEC currently being implemented and scaled in GO Virginia Region 1 (Southwest) and Region 5 (Hampton Roads)

The GO TEC model focuses on experiential learning and skill acquisition from middle school to high school to community college. Because of this longitudinal approach among a coalition of educational and business stakeholders, it is ready-made to be Region 3's preferred *talent pathway* model. A model that is readily adaptable to business needs as need skills and training change.

***Exhibit 3 – Schematic of the GO TEC model is attached.**

The Region 3 Council has identified healthcare workforce development as a *talent pathway* priority. Further, Controlled Environment Agriculture, with this Growth & Diversification Plan update, will be another workforce development priority. Each of these targeted industries can benefit from *talent pathway* funding, and accordingly, planning funds will be pursued for each utilizing the GO TEC model as the delivery mechanism.

DHCD GO Virginia 2023 Review Template Guidance:

- d. Please, as succinctly as possible, summarize the identified goals and strategies as presented in the 2021 plan using a table format. You should have at least one row for each targeted industry but could have multiple rows and repeated industry sectors listed if a goal and/or strategy applies to multiple industries. If strategies or goals are updated in this process, please highlight any new goals or strategies and explain these changes from the previous plan version.***

***Exhibit 4 – Goals and Strategies Table**

DHCD GO Virginia 2023 Review Template Guidance:

- e. Please discuss how this 2023 Growth and Diversification Plan Review will impact project development. Please discuss current projects and how they relate to the Review.***

The Region 3 Growth and Diversification Plan (G&D Plan) is referenced for all projects brought forward to the Region 3 Council. Each project must be aligned with the G&D Plan. The type and character of that alignment are highlighted in the reports prepared for the Project Review Committee and the Region 3 Council or the Region 3 Executive Committee.

The 2023 Growth and Diversification Plan Review will not affect project development since the 2021 G&D Plan's targeted traded-sector industries and its goals, objectives, and strategies remain in place. However, projects related to *Controlled Environment Agriculture* will be pursued since that will be an additional targeted traded-sector industry.

DHCD GO Virginia 2023 Review Template Guidance:

- f. Please describe how this 2023 Growth and Diversification Plan Review was facilitated. Please detail how Regional Council members and whether stakeholders were involved in the process.***

The 2023 G&D Plan review was accomplished by GO Virginia Region 3 staff and a workgroup of Region 3 Council members (R. Bates, Dr. K. Harkins, M. Foster, K. Gee). The Region 3 Executive Committee and the Region 3 Council were kept apprised of the update throughout 2023. The Region 3 Council approved the update on October 18, 2023.

Because of the time and expense, the stakeholder and allied group survey was not used for the 2023 update. Also, the detailed input given in 2021 has not changed in two (2) years, given the ongoing interaction with these stakeholders and allied groups by the Region 3 Council and staff.

EXHIBIT 1

GO Virginia Region 3

Traded and Target Sector Industry Cluster Definitions – Using 3-digit NAICS codes

Agriculture & Food Processing

- 311111: Dog and Cat Food Manufacturing
- 311119: Other Animal Food Manufacturing
- 311211: Flour Milling
- 311212: Rice Milling
- 311213: Malt Manufacturing
- 311221: Wet Corn Milling
- 311224: Soybean and Other Oilseed Processing
- 311225: Fats and Oils Refining and Blending
- 311230: Breakfast Cereal Manufacturing
- 311313: Beet Sugar Manufacturing
- 311314: Cane Sugar Manufacturing
- 311340: Nonchocolate Confectionery Manufacturing
- 311351: Chocolate and Confectionery Manufacturing from Cacao Beans
- 311352: Confectionery Manufacturing from Purchased Chocolate
- 311411: Frozen Fruit, Juice, and Vegetable Manufacturing
- 311412: Frozen Specialty Food Manufacturing
- 311421: Fruit and Vegetable Canning
- 311422: Specialty Canning
- 311423: Dried and Dehydrated Food Manufacturing
- 311511: Fluid Milk Manufacturing
- 311512: Creamery Butter Manufacturing
- 311513: Cheese Manufacturing
- 311514: Dry, Condensed, and Evaporated Dairy Product Manufacturing
- 311520: Ice Cream and Frozen Dessert Manufacturing
- 311611: Animal (except Poultry) Slaughtering
- 311612: Meat Processed from Carcasses
- 311613: Rendering and Meat Byproduct Processing
- 311615: Poultry Processing
- 311710: Seafood Product Preparation and Packaging
- 311811: Retail Bakeries
- 311812: Commercial Bakeries
- 311813: Frozen Cakes, Pies, and Other Pastries Manufacturing
- 311821: Cookie and Cracker Manufacturing
- 311824: Dry Pasta, Dough, and Flour Mixes Manufacturing from Purchased Flour

Agriculture & Food Processing, continued

- 311830: Tortilla Manufacturing
- 311911: Roasted Nuts and Peanut Butter Manufacturing
- 311919: Other Snack Food Manufacturing
- 311920: Coffee and Tea Manufacturing
- 311930: Flavoring Syrup and Concentrate Manufacturing
- 311941: Mayonnaise, Dressing, and Other Prepared Sauce Manufacturing
- 311942: Spice and Extract Manufacturing
- 311991: Perishable Prepared Food Manufacturing
- 311999: All Other Miscellaneous Food Manufacturing
- 312111: Soft Drink Manufacturing
- 312112: Bottled Water Manufacturing
- 312113: Ice Manufacturing
- 312120: Breweries
- 312130: Wineries
- 312140: Distilleries

Business Services

- 541110: Offices of Lawyers
- 541191: Title Abstract and Settlement Offices
- 541199: All Other Legal Services
- 541211: Offices of Certified Public Accountants
- 541213: Tax Preparation Services
- 541214: Payroll Services
- 541219: Other Accounting Services
- 541310: Architectural Services
- 541320: Landscape Architectural Services
- 541340: Drafting Services
- 541410: Interior Design Services
- 541420: Industrial Design Services
- 541430: Graphic Design Services
- 541490: Other Specialized Design Services
- 541611: Administrative Management and General Management Consulting Services
- 541612: Human Resources Consulting Services
- 541613: Marketing Consulting Services
- 541618: Other Management Consulting Services
- 541810: Advertising Agencies
- 541820: Public Relations Agencies
- 541830: Media Buying Agencies
- 541840: Media Representatives
- 541850: Outdoor Advertising
- 541860: Direct Mail Advertising

Business Services, continued

- 541870: Advertising Material Distribution Services
- 541890: Other Services Related to Advertising
- 541910: Marketing Research and Public Opinion Polling
- 541930: Translation and Interpretation Services
- 541330: Engineering Services
- 541380: Testing Laboratories
- 541690: Other Scientific and Technical Consulting Services
- 541713: Research and Development in Nanotechnology
- 541715: Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)
- 541720: Research and Development in the Social Sciences and Humanities
- 541990: All Other Professional, Scientific, and Technical Services
- 551111: Offices of Bank Holding Companies
- 551112: Offices of Other Holding Companies
- 551114: Corporate, Subsidiary, and Regional Managing Offices
- 561210: Facilities Support Services
- 561311: Employment Placement Agencies
- 561312: Executive Search Services
- 561330: Professional Employer Organizations
- 561421: Telephone Answering Services
- 561422: Telemarketing Bureaus and Other Contact Centers

Energy, Natural Resources, & Finished Products

- 212111: Bituminous Coal and Lignite Surface Mining
- 212112: Bituminous Coal Underground Mining
- 212113: Anthracite Mining
- 212210: Iron Ore Mining
- 212221: Gold Ore Mining
- 212222: Silver Ore Mining
- 212230: Copper, Nickel, Lead, and Zinc Mining
- 212291: Uranium-Radium-Vanadium Ore Mining
- 212299: All Other Metal Ore Mining
- 212311: Dimension Stone Mining and Quarrying
- 212312: Crushed and Broken Limestone Mining and Quarrying
- 212313: Crushed and Broken Granite Mining and Quarrying
- 212319: Other Crushed and Broken Stone Mining and Quarrying
- 212321: Construction Sand and Gravel Mining
- 212322: Industrial Sand Mining
- 212324: Kaolin and Ball Clay Mining
- 212325: Clay and Ceramic and Refractory Minerals Mining
- 212391: Potash, Soda, and Borate Mineral Mining

Business Services, continued

- 541870: Advertising Material Distribution Services
- 541890: Other Services Related to Advertising
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Energy, Natural Resources, & Finished Products, continued

- 212392: Phosphate Rock Mining
- 212393: Other Chemical and Fertilizer Mineral Mining
- 212399: All Other Nonmetallic Mineral Mining
- 221111: Hydroelectric Power Generation
- 221112: Fossil Fuel Electric Power Generation
- 221113: Nuclear Electric Power Generation
- 221114: Solar Electric Power Generation
- 221115: Wind Electric Power Generation
- 221116: Geothermal Electric Power Generation
- 221117: Biomass Electric Power Generation
- 221118: Other Electric Power Generation
- 221121: Electric Bulk Power Transmission and Control
- 221122: Electric Power Distribution
- 221210: Natural Gas Distribution
- 221310: Water Supply and Irrigation Systems
- 221320: Sewage Treatment Facilities
- 321113: Sawmills
- 321114: Wood Preservation
- 321211: Hardwood Veneer and Plywood Manufacturing
- 321212: Softwood Veneer and Plywood Manufacturing
- 321213: Engineered Wood Member (except Truss) Manufacturing
- 321214: Truss Manufacturing
- 321219: Reconstituted Wood Product Manufacturing
- 321911: Wood Window and Door Manufacturing
- 321912: Cut Stock, Resawing Lumber, and Planing
- 321918: Other Millwork (including Flooring)
- 321920: Wood Container and Pallet Manufacturing
- 321992: Prefabricated Wood Building Manufacturing
- 321999: All Other Miscellaneous Wood Product Manufacturing
- 322110: Pulp Mills
- 322121: Paper (except Newsprint) Mills
- 322122: Newsprint Mills
- 322130: Paperboard Mills
- 322211: Corrugated and Solid Fiber Box Manufacturing
- 322212: Folding Paperboard Box Manufacturing
- 322219: Other Paperboard Container Manufacturing
- 322220: Paper Bag and Coated and Treated Paper Manufacturing
- 322230: Stationery Product Manufacturing
- 322291: Sanitary Paper Product Manufacturing
- 322299: All Other Converted Paper Product Manufacturing
- 337110: Wood Kitchen Cabinet and Countertop Manufacturing

Energy, Natural Resources, & Finished Products, continued

- 337121: Upholstered Household Furniture Manufacturing
- 337122: Nonupholstered Wood Household Furniture Manufacturing
- 337124: Metal Household Furniture Manufacturing
- 337125: Household Furniture (except Wood and Metal) Manufacturing
- 337127: Institutional Furniture Manufacturing
- 337211: Wood Office Furniture Manufacturing
- 337214: Office Furniture (except Wood) Manufacturing
- 337215: Showcase, Partition, Shelving, and Locker Manufacturing
- 337910: Mattress Manufacturing
- 541360: Geophysical Surveying and Mapping Services
- 541370: Surveying and Mapping (except Geophysical) Services
- 541620: Environmental Consulting Services

Health Care Services

- 621991: Blood and Organ Banks
- 622110: General Medical and Surgical Hospitals
- 622210: Psychiatric and Substance Abuse Hospitals
- 622310: Specialty (except Psychiatric and Substance Abuse) Hospitals

Information Technology & Communications Services

- 511210: Software Publishers
- 518210: Data Processing, Hosting, and Related Services
- 519130: Internet Publishing and Broadcasting and Web Search Portals
- 541511: Custom Computer Programming Services
- 541512: Computer Systems Design Services
- 541513: Computer Facilities Management Services
- 541519: Other Computer Related Services

Advanced Manufacturing and Advanced Materials

- 313110: Fiber, Yarn, and Thread Mills
- 313210: Broadwoven Fabric Mills
- 313220: Narrow Fabric Mills and Schiffli Machine Embroidery
- 313230: Nonwoven Fabric Mills
- 313240: Knit Fabric Mills
- 313310: Textile and Fabric Finishing Mills
- 313320: Fabric Coating Mills
- 314110: Carpet and Rug Mills
- 314120: Curtain and Linen Mills
- 314910: Textile Bag and Canvas Mills

Advanced Manufacturing and Advanced Materials, continued

- 314994: Rope, Cordage, Twine, Tire Cord, and Tire Fabric Mills
- 314999: All Other Miscellaneous Textile Product Mills
- 315110: Hosiery and Sock Mills
- 315190: Other Apparel Knitting Mills
- 315210: Cut and Sew Apparel Contractors
- **315220: Men's and Boys' Cut and Sew Apparel Manufacturing**
- **315240: Women's, Girls', and Infants' Cut and Sew Apparel Manufacturing**
- 315280: Other Cut and Sew Apparel Manufacturing
- 315990: Apparel Accessories and Other Apparel Manufacturing
- 316110: Leather and Hide Tanning and Finishing
- 316210: Footwear Manufacturing
- 316992: Women's Handbag and Purse Manufacturing
- 316998: All Other Leather Good and Allied Product Manufacturing
- 321991: Manufactured Home (Mobile Home) Manufacturing
- 323111: Commercial Printing (except Screen and Books)
- 323113: Commercial Screen Printing
- 323117: Books Printing
- 323120: Support Activities for Printing
- 324121: Asphalt Paving Mixture and Block Manufacturing
- 324122: Asphalt Shingle and Coating Materials Manufacturing
- 324191: Petroleum Lubricating Oil and Grease Manufacturing
- 324199: All Other Petroleum and Coal Products Manufacturing
- 325411: Medicinal and Botanical Manufacturing
- 325412: Pharmaceutical Preparation Manufacturing
- 325413: In-Vitro Diagnostic Substance Manufacturing
- 325414: Biological Product (except Diagnostic) Manufacturing
- 325110: Petrochemical Manufacturing
- 325120: Industrial Gas Manufacturing
- 325130: Synthetic Dye and Pigment Manufacturing
- 325180: Other Basic Inorganic Chemical Manufacturing
- 325193: Ethyl Alcohol Manufacturing
- 325194: Cyclic Crude, Intermediate, and Gum and Wood Chemical Manufacturing
- 325199: All Other Basic Organic Chemical Manufacturing
- 325211: Plastics Material and Resin Manufacturing
- 325212: Synthetic Rubber Manufacturing
- 325220: Artificial and Synthetic Fibers and Filaments Manufacturing
- 325311: Nitrogenous Fertilizer Manufacturing
- 325312: Phosphatic Fertilizer Manufacturing
- 325314: Fertilizer (Mixing Only) Manufacturing
- 325320: Pesticide and Other Agricultural Chemical Manufacturing
- 325510: Paint and Coating Manufacturing

Advanced Manufacturing and Advanced Materials, continued

- 325520: Adhesive Manufacturing
- 325611: Soap and Other Detergent Manufacturing
- 325612: Polish and Other Sanitation Good Manufacturing
- 325613: Surface Active Agent Manufacturing
- 325620: Toilet Preparation Manufacturing
- 325910: Printing Ink Manufacturing
- 325920: Explosives Manufacturing
- 325991: Custom Compounding of Purchased Resins
- 325992: Photographic Film, Paper, Plate, and Chemical Manufacturing
- 325998: All Other Miscellaneous Chemical Product and Preparation Manufacturing
- 326111: Plastics Bag and Pouch Manufacturing
- 326112: Plastics Packaging Film and Sheet (including Laminated) Manufacturing
- 326113: Unlaminated Plastics Film and Sheet (except Packaging) Manufacturing
- 326121: Unlaminated Plastics Profile Shape Manufacturing
- 326122: Plastics Pipe and Pipe Fitting Manufacturing
- 326130: Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing
- 326140: Polystyrene Foam Product Manufacturing
- 326150: Urethane and Other Foam Product (except Polystyrene) Manufacturing
- 326160: Plastics Bottle Manufacturing
- 326191: Plastics Plumbing Fixture Manufacturing
- 326199: All Other Plastics Product Manufacturing
- 326211: Tire Manufacturing (except Retreading)
- 326212: Tire Retreading
- 326220: Rubber and Plastics Hoses and Belting Manufacturing
- 326291: Rubber Product Manufacturing for Mechanical Use
- 326299: All Other Rubber Product Manufacturing
- 327110: Pottery, Ceramics, and Plumbing Fixture Manufacturing
- 327120: Clay Building Material and Refractories Manufacturing
- 327211: Flat Glass Manufacturing
- 327212: Other Pressed and Blown Glass and Glassware Manufacturing
- 327213: Glass Container Manufacturing
- 327215: Glass Product Manufacturing Made of Purchased Glass
- 327310: Cement Manufacturing
- 327320: Ready-Mix Concrete Manufacturing
- 327331: Concrete Block and Brick Manufacturing
- 327332: Concrete Pipe Manufacturing
- 327390: Other Concrete Product Manufacturing
- 327410: Lime Manufacturing
- 327420: Gypsum Product Manufacturing
- 327910: Abrasive Product Manufacturing
- 327991: Cut Stone and Stone Product Manufacturing

Advanced Manufacturing and Advanced Materials, continued

- 327992: Ground or Treated Mineral and Earth Manufacturing
- 327993: Mineral Wool Manufacturing
- 327999: All Other Miscellaneous Nonmetallic Mineral Product Manufacturing
- 331110: Iron and Steel Mills and Ferroalloy Manufacturing
- 331210: Iron and Steel Pipe and Tube Manufacturing from Purchased Steel
- 331221: Rolled Steel Shape Manufacturing
- 331222: Steel Wire Drawing
- 331313: Alumina Refining and Primary Aluminum Production
- 331314: Secondary Smelting and Alloying of Aluminum
- 331315: Aluminum Sheet, Plate, and Foil Manufacturing
- 331318: Other Aluminum Rolling, Drawing, and Extruding
- 331410: Nonferrous Metal (except Aluminum) Smelting and Refining
- 331420: Copper Rolling, Drawing, Extruding, and Alloying
- 331491: Nonferrous Metal (except Copper and Aluminum) Rolling, Drawing, and Extruding
- 331492: Secondary Smelting, Refining, and Alloying of Nonferrous Metal (except Copper and Aluminum)
- 331511: Iron Foundries
- 331512: Steel Investment Foundries
- 331513: Steel Foundries (except Investment)
- 331523: Nonferrous Metal Die-Casting Foundries
- 331524: Aluminum Foundries (except Die-Casting)
- 331529: Other Nonferrous Metal Foundries (except Die-Casting)
- 332111: Iron and Steel Forging
- 332112: Nonferrous Forging
- 332114: Custom Roll Forming
- 332117: Powder Metallurgy Part Manufacturing
- 332119: Metal Crown, Closure, and Other Metal Stamping (except Automotive)
- 332215: Metal Kitchen Cookware, Utensil, Cutlery, and Flatware (except Precious) Manufacturing
- 332216: Saw Blade and Handtool Manufacturing
- 332311: Prefabricated Metal Building and Component Manufacturing
- 332312: Fabricated Structural Metal Manufacturing
- 332313: Plate Work Manufacturing
- 332321: Metal Window and Door Manufacturing
- 332322: Sheet Metal Work Manufacturing
- 332323: Ornamental and Architectural Metal Work Manufacturing
- 332410: Power Boiler and Heat Exchanger Manufacturing
- 332420: Metal Tank (Heavy Gauge) Manufacturing
- 332431: Metal Can Manufacturing
- 332439: Other Metal Container Manufacturing
- 332510: Hardware Manufacturing

Advanced Manufacturing and Advanced Materials, continued

- 332613: Spring Manufacturing
- 332618: Other Fabricated Wire Product Manufacturing
- 332710: Machine Shops
- 332721: Precision Turned Product Manufacturing
- 332722: Bolt, Nut, Screw, Rivet, and Washer Manufacturing
- 332811: Metal Heat Treating
- 332812: Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers
- 332813: Electroplating, Plating, Polishing, Anodizing, and Coloring
- 332911: Industrial Valve Manufacturing
- 332912: Fluid Power Valve and Hose Fitting Manufacturing
- 332913: Plumbing Fixture Fitting and Trim Manufacturing
- 332919: Other Metal Valve and Pipe Fitting Manufacturing
- 332991: Ball and Roller Bearing Manufacturing
- 332992: Small Arms Ammunition Manufacturing
- 332993: Ammunition (except Small Arms) Manufacturing
- 332994: Small Arms, Ordnance, and Ordnance Accessories Manufacturing
- 332996: Fabricated Pipe and Pipe Fitting Manufacturing
- 332999: All Other Miscellaneous Fabricated Metal Product Manufacturing
- 333111: Farm Machinery and Equipment Manufacturing
- 333112: Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing
- 333120: Construction Machinery Manufacturing
- 333131: Mining Machinery and Equipment Manufacturing
- 333132: Oil and Gas Field Machinery and Equipment Manufacturing
- 333241: Food Product Machinery Manufacturing
- 333242: Semiconductor Machinery Manufacturing
- 333243: Sawmill, Woodworking, and Paper Machinery Manufacturing
- 333244: Printing Machinery and Equipment Manufacturing
- 333249: Other Industrial Machinery Manufacturing
- 333314: Optical Instrument and Lens Manufacturing
- 333316: Photographic and Photocopying Equipment Manufacturing
- 333318: Other Commercial and Service Industry Machinery Manufacturing
- 333413: Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing
- 333414: Heating Equipment (except Warm Air Furnaces) Manufacturing
- 333415: Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing
- 333511: Industrial Mold Manufacturing
- 333514: Special Die and Tool, Die Set, Jig, and Fixture Manufacturing
- 333515: Cutting Tool and Machine Tool Accessory Manufacturing
- 333517: Machine Tool Manufacturing

Advanced Manufacturing and Advanced Materials, continued

- 333519: Rolling Mill and Other Metalworking Machinery Manufacturing
- 333611: Turbine and Turbine Generator Set Units Manufacturing
- 333612: Speed Changer, Industrial High-Speed Drive, and Gear Manufacturing
- 333613: Mechanical Power Transmission Equipment Manufacturing
- 333618: Other Engine Equipment Manufacturing
- 333912: Air and Gas Compressor Manufacturing
- 333914: Measuring, Dispensing, and Other Pumping Equipment Manufacturing
- 333921: Elevator and Moving Stairway Manufacturing
- 333922: Conveyor and Conveying Equipment Manufacturing
- 333923: Overhead Traveling Crane, Hoist, and Monorail System Manufacturing
- 333924: Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing
- 333991: Power-Driven Handtool Manufacturing
- 333992: Welding and Soldering Equipment Manufacturing
- 333993: Packaging Machinery Manufacturing
- 333994: Industrial Process Furnace and Oven Manufacturing
- 333995: Fluid Power Cylinder and Actuator Manufacturing
- 333996: Fluid Power Pump and Motor Manufacturing
- 333997: Scale and Balance Manufacturing
- 333999: All Other Miscellaneous General Purpose Machinery Manufacturing
- 334111: Electronic Computer Manufacturing
- 334112: Computer Storage Device Manufacturing
- 334118: Computer Terminal and Other Computer Peripheral Equipment Manufacturing
- 334210: Telephone Apparatus Manufacturing
- 334220: Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
- 334290: Other Communications Equipment Manufacturing
- 334310: Audio and Video Equipment Manufacturing
- 334412: Bare Printed Circuit Board Manufacturing
- 334413: Semiconductor and Related Device Manufacturing
- 334416: Capacitor, Resistor, Coil, Transformer, and Other Inductor Manufacturing
- 334417: Electronic Connector Manufacturing
- 334418: Printed Circuit Assembly (Electronic Assembly) Manufacturing
- 334419: Other Electronic Component Manufacturing
- 334510: Electromedical and Electrotherapeutic Apparatus Manufacturing
- 334511: Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing
- 334512: Automatic Environmental Control Manufacturing for Residential, Commercial, and Appliance Use
- 334513: Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables
- 334514: Totalizing Fluid Meter and Counting Device Manufacturing

Advanced Manufacturing and Advanced Materials, continued

- 334516: Analytical Laboratory Instrument Manufacturing
- 334517: Irradiation Apparatus Manufacturing
- 334515: Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals
- 334519: Other Measuring and Controlling Device Manufacturing
- 334613: Blank Magnetic and Optical Recording Media Manufacturing
- 334614: Software and Other Prerecorded Compact Disc, Tape, and Record Reproducing
- 335110: Electric Lamp Bulb and Part Manufacturing
- 335121: Residential Electric Lighting Fixture Manufacturing
- 335122: Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing
- 335129: Other Lighting Equipment Manufacturing
- 335210: Small Electrical Appliance Manufacturing
- 335220: Major Household Appliance Manufacturing
- 335311: Power, Distribution, and Specialty Transformer Manufacturing
- 335312: Motor and Generator Manufacturing
- 335313: Switchgear and Switchboard Apparatus Manufacturing
- 335314: Relay and Industrial Control Manufacturing
- 335911: Storage Battery Manufacturing
- 335912: Primary Battery Manufacturing
- 335921: Fiber Optic Cable Manufacturing
- 335929: Other Communication and Energy Wire Manufacturing
- 335931: Current-Carrying Wiring Device Manufacturing
- 335932: Noncurrent-Carrying Wiring Device Manufacturing
- 335991: Carbon and Graphite Product Manufacturing
- 335999: All Other Miscellaneous Electrical Equipment and Component Manufacturing
- 336111: Automobile Manufacturing
- 336112: Light Truck and Utility Vehicle Manufacturing
- 336120: Heavy Duty Truck Manufacturing
- 336211: Motor Vehicle Body Manufacturing
- 336212: Truck Trailer Manufacturing
- 336213: Motor Home Manufacturing
- 336214: Travel Trailer and Camper Manufacturing
- 336310: Motor Vehicle Gasoline Engine and Engine Parts Manufacturing
- 336320: Motor Vehicle Electrical and Electronic Equipment Manufacturing
- 336330: Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing
- 336340: Motor Vehicle Brake System Manufacturing
- 336350: Motor Vehicle Transmission and Power Train Parts Manufacturing
- 336360: Motor Vehicle Seating and Interior Trim Manufacturing
- 336370: Motor Vehicle Metal Stamping
- 336390: Other Motor Vehicle Parts Manufacturing
- 336411: Aircraft Manufacturing
- 336412: Aircraft Engine and Engine Parts Manufacturing

Advanced Manufacturing and Advanced Materials, continued

- 336413: Other Aircraft Parts and Auxiliary Equipment Manufacturing
- 336414: Guided Missile and Space Vehicle Manufacturing
- 336415: Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing
- 336419: Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing
- 336510: Railroad Rolling Stock Manufacturing
- 336611: Ship Building and Repairing
- 336612: Boat Building
- 336991: Motorcycle, Bicycle, and Parts Manufacturing
- 336992: Military Armored Vehicle, Tank, and Tank Component Manufacturing
- 336999: All Other Transportation Equipment Manufacturing
- 337920: Blind and Shade Manufacturing
- 339112: Surgical and Medical Instrument Manufacturing
- 339113: Surgical Appliance and Supplies Manufacturing
- 339114: Dental Equipment and Supplies Manufacturing
- 339115: Ophthalmic Goods Manufacturing
- 339116: Dental Laboratories
- 339910: Jewelry and Silverware Manufacturing
- 339920: Sporting and Athletic Goods Manufacturing
- 339930: Doll, Toy, and Game Manufacturing
- 339940: Office Supplies (except Paper) Manufacturing
- 339950: Sign Manufacturing
- 339991: Gasket, Packing, and Sealing Device Manufacturing
- 339992: Musical Instrument Manufacturing
- 339993: Fastener, Button, Needle, and Pin Manufacturing
- 339994: Broom, Brush, and Mop Manufacturing
- 339995: Burial Casket Manufacturing
- 339999: All Other Miscellaneous Manufacturing

EXHIBIT 2

Performance of the Region 3 Economy

Prepared by the Office of Community & Economic
Development

Jennifer Cox
Director of Local & Community Relations

LONGWOOD

OFFICE OF COMMUNITY
AND ECONOMIC DEVELOPMENT



REGION 3 ECONOMIC PERFORMANCE AND SKILLS GAP ASSESSMENT

EXECUTIVE SUMMARY

This Economic Performance and Skills Gap Analysis, completed by the Office of Community and Economic Development at Longwood University, is provided for the Southern Virginia Region 3 Council as part of the GO Virginia Growth & Diversification Plan, for submission to the Virginia Department of Housing & Community Development. The analysis is intended to provide insight and direction to both the Regional Council and stakeholders with the region's status (historical, current, and forecasted) in:

- Employment growth across all sectors (Pg. 3)
- Wage growth across all sectors (Pg. 4)
- Employment growth in targeted traded industry sectors (Pg. 7)
- Wage growth in targeted traded industry sectors
- Wage growth in targeted traded industry sectors (Pg. 13)
- New business formation activity (source: RISE Collaborative) (Pg. 15)
- Economic development announcements for new and expanding businesses (Pg17)
- Situational analysis (SWOT) of targeted industry traded sectors (Pg. 19)
- Identification and recommendation of broadening current targeted sectors (incorporates existing targeted sectors) (Pg. 25)
- Workforce Gaps of Immediately Employable Talent in the Targeted Sectors/Clusters (Pg. 26)
- Summary Conclusions for GO Virginia Region 3 Growth & Diversification Plan Update 2023 (Pg. 29)

Employment Growth across All Sectors

As an update to the previous report, employment for the region from JobsEQ 2023Q1 data saw an increase in employment (0.84%) and an increase in annual wages (19.54%) compared to 2020Q3 datasets.

NAICS	Industry	2023 - Q1			2020 - Q3		
		Employment	Average Annual Wages	LQ	Employment	Average Annual Wages	LQ
	Total - All Industries	129,135	\$43,408	1.00	128,053	\$36,308	1.00

NAICS	Industry	2023 - Q1 5 Year History			2020 - Q3 5 Year History		
		Employment Change	Annual %		Employment Change	Annual %	
	Total - All Industries	-5,547	-0.8%		-6,703	-1.00%	

However, looking at the employment change forecasted for the next two years and the next five years, that attrition is expected to slow, at a change of -0.7% and -1,825 nominal value over two years and -4,513 nominal value over five years. This result is illustrative that the region's employment is improving and trending toward breakeven and positive employment growth.

2-Year Forecast				
Total Demand	Exits	Transfers	Employment Growth	Annual %Growth
27,537	12,495	16,866	-1,825	-0.7%
5-Year Forecast				
Total Demand	Exits	Transfers	Employment Growth	Annual %Growth
68,696	31,156	42,053	-4,513	-0.7%

Wage Growth across All Sectors (By Region)

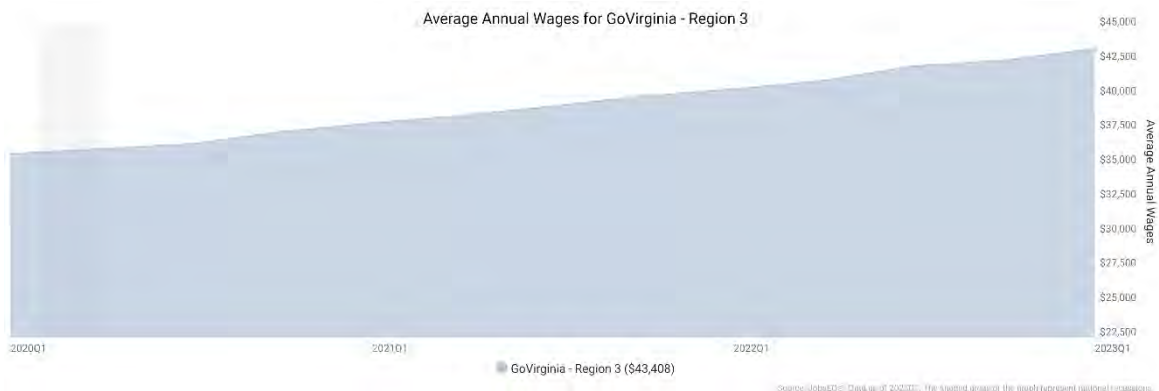
Regions	2021 Q1 Average Annual Wages	2022 Q1 Average Annual Wages	2023 Q1 Average Annual Wages	Growth Rate (% increase) from 2021Q1 to 2023 Q1
1	\$37,080	\$39,492	\$42,517	14.66%
2	\$46,516	\$49,183	\$51,842	11.45%
3	\$38,001	\$40,471	\$43,408	14.23%
4	\$58,449	\$61,813	\$64,411	10.20%
5	\$52,092	\$54,600	\$57,128	9.66%
6	\$51,137	\$52,865	\$55,136	7.82%
7	\$85,852	\$88,530	\$91,426	6.49%
8	\$45,900	\$48,478	\$50,696	10.45%
9	\$54,273	\$56,783	\$59,499	9.63%
Virginia	\$63,745	\$66,870	\$69,733	9.39%

Wage Growth across All Sectors (By 2023 Q1 Average Annual Wages)

Regions	2021 Q1 Average Annual Wages	2022 Q1 Average Annual Wages	2023 Q1 Average Annual Wages	Growth Rate (% increase) from 2021Q1 to 2023 Q1
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Wage Growth across All Sectors (By % Increase 2021 to 2023)

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Observing the tables above, GOVAR3 has shown positive average annual wage increases from 2021 Q1 to 2023 Q1. This is also true for the entirety of Virginia, as each of the other regions highlight positive growth rates. However, it is important to note that while the growth rate is 2nd highest of all the regions, this can be contributed to lower annual wages compared to most of the other regions.

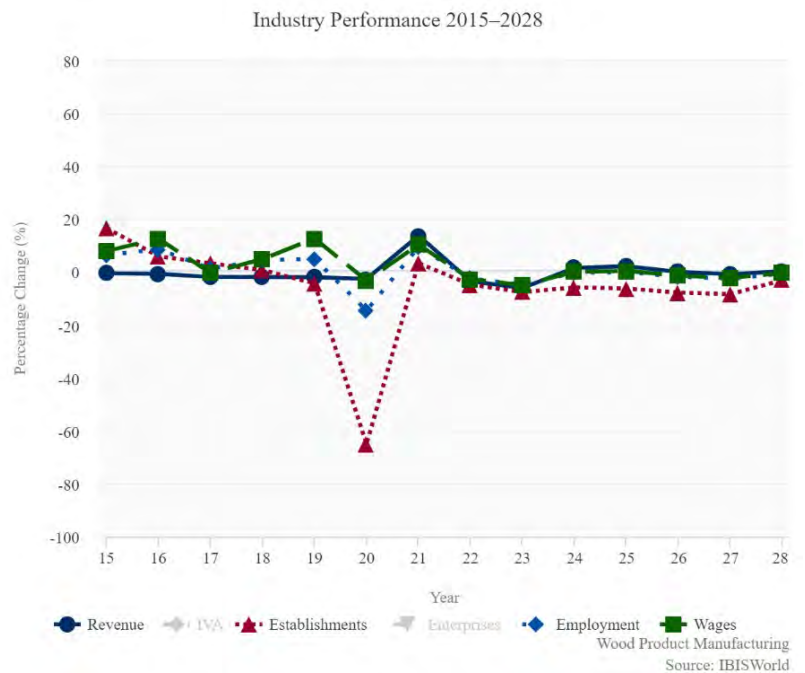
GO Virginia Region	2023 Q1 Regional Average Annual Wage	PDC Name	2023 Q1 Sub Regional Average Annual Wages
3	\$43,408	West Piedmont PDC	\$42,551
		Southside PDC	\$44,074
		Commonwealth RC	\$44,933

Referencing the table above, the sub regional average annual wages for 2023 Q1 are within close proximity to each other (~1.9% difference) for the Southside PDC and Commonwealth RC; however, there is a 5.44% disparity in wages between the West Piedmont PDC region and the Commonwealth RC. The wage differences are on trend with the previous report.

Employment Growth in Targeted Traded Industry Sectors

IBISWorld Q42022 Executive Summary (Wood Product Manufacturing)

The Wood Product Manufacturing industry produces a diverse range of wood products, including wood ladders, cabinets, toothpicks, wood flour and kiln-dried lumber, among others. The construction sector is the industry's largest source of demand and as a result, operators have benefited going into 2022 from strong growth in housing starts and consumer spending, boosting demand from households for other wood products. However, the current performance of the Wood Product Manufacturing industry is strong, but is projected to experience a slight decline in 2023. This is due to the former economic effects of the COVID-19 pandemic and the rising potential of a recession. Over the past five years, total revenue has been decreasing at a CAGR of 0.3% to an estimated \$6.8 billion, including a decrease of 6.0% in 2023 alone.



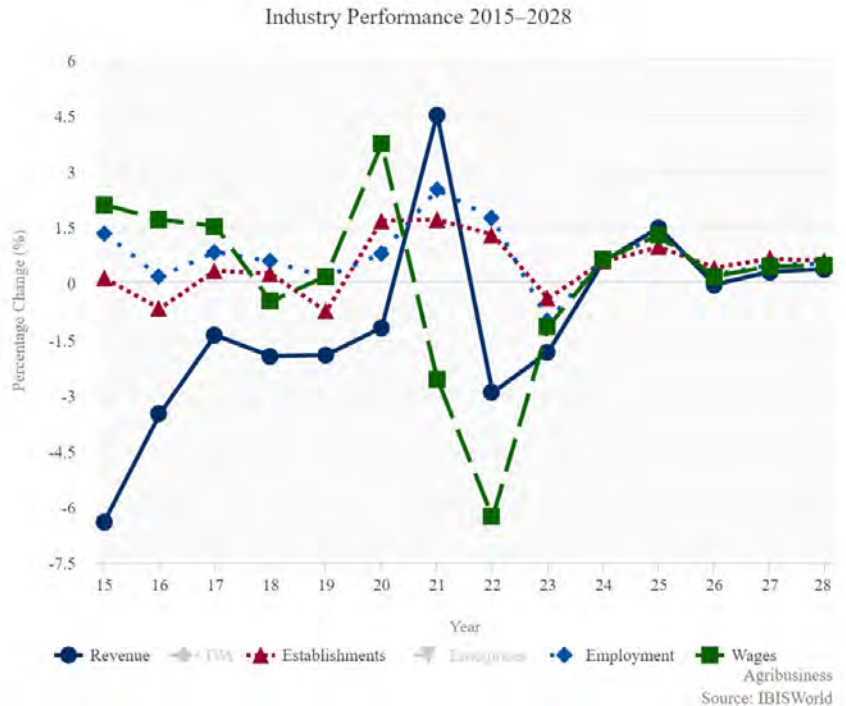
A decrease in the residential construction market has continued declines first caused by the COVID-19 pandemic. Additionally, historically high interest rates have further decentivized construction activity, leading to decreased demand for miscellaneous architectural products. Similarly, consumer spending faltered in 2020, temporarily decreasing revenue sourced from miscellaneous retail and consumer wood products. Moreover, a surge in the price of sawmill lumber, a primary input cost, is causing profit to contract during the period.

The value of residential construction is expected to increase, helping demand from one of the industry's key markets. Moreover, due to an anticipated devaluation of the US dollar, industry exports are expected to increase as foreign demand for wood pellets used for renewable energy wanes. However, increases in consumer spending will likely partially sustain industry demand. Ultimately, industry revenue is expected to increase at a CAGR of 0.7% to \$7.0 billion over the next five years.

Agribusiness

IBISWorld Q42022 Executive Summary

Agribusiness includes the production, wholesale and processing levels of the food supply chain to the point of retail sale. Businesses in the industry include meat processors, grain wholesalers, agricultural machinery manufacturers and farmers. In recent years, COVID-19 caused revenue for the industry to decline, as spending on food away from home took a big hit. Despite this, agribusinesses benefited from the fact that grocery spending was still strong. The recovery from the pandemic created supply chain disruptions and excess demand, which resulted in high agricultural prices, boosting revenue. The relaxation of pandemic restrictions also made more people eat out, creating another source of income for agribusinesses.



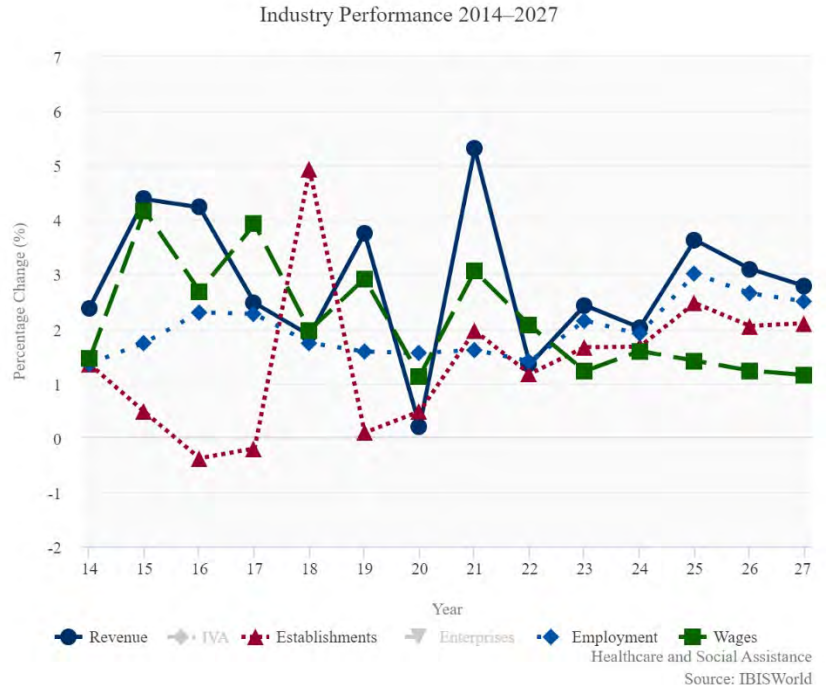
Despite these positive trends, the industry faces major threats from rising interest rates, which has made the cost of borrowing for new food processing plants and farm equipment more expensive, causing revenue to drop in 2022 and 2023. International markets have also disrupted agribusinesses, as trade wars and the appreciating dollar has caused exports and revenue to fall. Overall, revenue for agribusiness has declined at a CAGR of 0.7% over the past five years, reaching \$4.1 trillion in 2023. Revenue will creep downward 1.9% in that year.

The near future looks more optimistic for agribusinesses. The growing economy will result in rising incomes, raising spending on agricultural products and boosting revenue. The dollar will also depreciate, causing a boom in exports and reviving international markets. Biofuels are forecasted to become more important, as concerns about climate change will increase their production. Since biofuels are made from crops, more investment in them will benefit the industry. Agricultural prices will decline modestly, so this will dampen the performance of agribusinesses somewhat. Overall, revenue for agribusiness will rise at a CAGR of 0.5% during the outlook period, reaching \$4.2 trillion in 2028. Profit will remain steady, comprising 4.8% of revenue in 2028.

Healthcare

IBISWorld Q42022 Executive Summary

The Healthcare and Social Assistance sector has steadily grown over the five years to 2022. The majority of services offered by subsectors in the industry, which includes hospitals, ambulatory healthcare services, residential care facilities and social assistance services, experienced steady demand during the five-year period, driven by demographic changes and rising health expenditure. At the same time, many health providers have had to adjust to a complex and changing regulatory environment. Past and future changes to the Patient Protection and Affordable Care Act will continue to have profound effects on operators in the sector. More recently, the industry experienced a demand shift as the COVID-19 (coronavirus) pandemic overwhelmed hospitals while causing non-essential healthcare services to be postponed. Though pandemic concerns have alleviated more broadly, the long-term effects of the coronavirus continue to shape and define this industry.



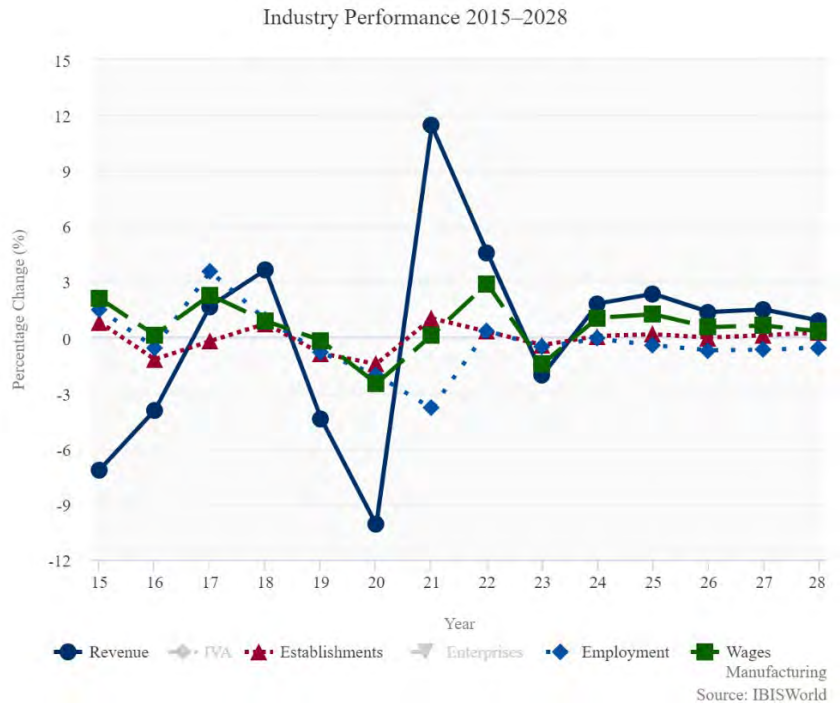
Rising health expenditure and federal funding for Medicare and Medicaid were the principal drivers of sector revenue during the current period. Total health expenditure, which measures private and public spending on health, grew an annualized 2.8% to \$3.7 trillion over the five years to 2022, according to IBISWorld estimates. In addition, federal funding for Medicare and Medicaid grew substantially at an annualized rate of 4.4% during the same period. Accordingly, industry profit increased slightly from 9.9% of revenue in 2017 to 10.4% in 2022. Thus, IBISWorld estimates revenue for the Healthcare and Social Assistance sector to rise over the five years to 2022, increasing an annualized 2.5% to \$3.3 trillion, growing an estimated 1.3% by year-end 2022.

Over the five years to 2027, sector revenue is forecast to continue rising. Spending on sector services is expected to be driven by aging and growing populations, which will require more health services from the nursing and residential care facilities subsector, in particular. Expanded federal funding for Medicaid and Medicare also reflects this shift. In addition, federal funding allocated for the sector is expected to target rural areas and the growing unmet need for mental health and substance abuse treatment. Rising demand, however, will be met with labor shortages, placing an upward pressure on wage growth and constraining growth in profit. In all, sector revenue is estimated to expand an annualized 2.8% to \$3.8 trillion during the five-year period to 2027.

Advanced Manufacturing & Materials

IBISWorld Q42022 Executive Summary

The Manufacturing sector has been experiencing a revenue decline at a CAGR of 0.4% to \$7.0 trillion over the past five years, including an estimated 2.0% decline in 2023, while profit is projected to fall to 8.0%. The outbreak of COVID-19 had a negative effect on the sector, but it recovered with the rollout of vaccines and stimulus money in 2021. In 2022, revenue continued to grow, but at a slower rate, driven by a favorable international trade climate and growth in the US GDP. However, manufacturing revenue is forecast to decline in 2023 because of rising interest rates and high uncertainty. The sector remains vital to the US economy, but its importance has been declining as the economy becomes more service-oriented and manufacturers offshore production to countries with lower labor costs.



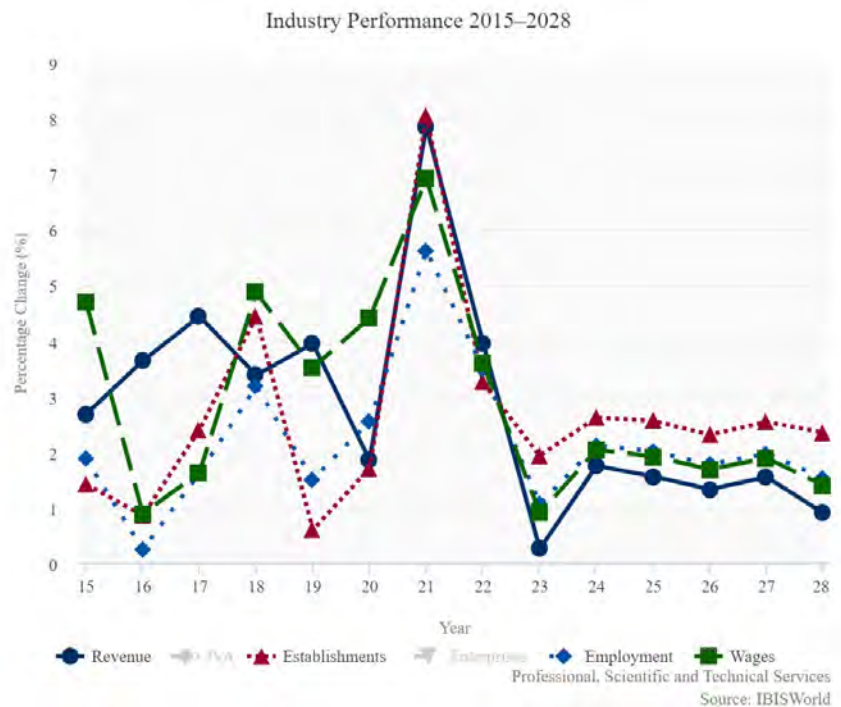
Wholesalers, retailers and construction companies are some of the key markets for manufacturers. These markets have been affected by the COVID-19 pandemic in different ways. For example, wholesalers' demand for manufactured goods declined following the outbreak of COVID-19, but recovered in 2021 and stayed strong in 2022. Retailers continued to purchase manufactured goods in 2020 despite the pandemic, with demand from retailers remaining strong in the following years. Demand from other manufacturers fluctuated largely in line with the economy, declining in 2020 and rebounding in the second half of the current period.

Over the next five years, the Manufacturing sector is expected to see growth, with revenue increasing at a CAGR of 1.6% to reach \$7.6 trillion. This growth is expected to be driven by an increase in the overall economy and a decline in the value of the US dollar, which will make US-manufactured goods more affordable for foreign markets. Profit, measured as earnings before interest and taxes, for the sector, is also forecast to increase to 8.4%. Manufacturers will likely continue to integrate advanced technologies to improve efficiency and supply chain resilience.

Business Services & IT Data

IBISWorld Q42022 Executive Summary

In recent years, consumer spending and business investment growth drove growth for the sector. The sector even grew in 2020 amid the outbreak of COVID-19. Demand for architects, engineers, lawyers and interior designers surged alongside a booming housing market. Advertisers enjoyed heightened demand in 2020 as companies demanded COVID-19-focused advertising campaigns. Sector-wide revenue has been growing at a CAGR of 3.6% over the past five years and is expected to total \$3.1 trillion in 2023, when revenue will increase by an estimated 0.3%.



The sector has been highly affected by the rise in cloud computing and data analytics, prompting

downstream businesses to hire consultants to upgrade outdated systems. Demand for these services has driven growth for IT consultants and management consultants. IT systems have become more prevalent amid the coronavirus pandemic and remote work conditions. Digital media has continued to shake up industries offering advertising-related services.

Sector revenue is forecast to grow at a CAGR of 1.4% through the end of 2028 to total \$3.3 trillion. The sector will benefit from consumer spending and corporate profit growth. The recently passed infrastructure bill will provide a source of consistent demand for engineers, architects and scientific and economic consultants in the next few years. Ongoing trends in technology change, globalization and environmental needs will drive substantial demand for many industries in the sector. Sector profit will creep downward as wage costs rise.

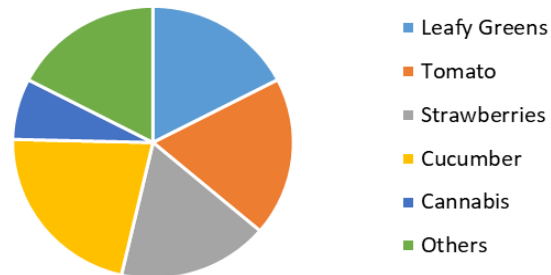
Controlled Environment Agriculture Executive Summary

Controlled environment agriculture is an emerging industry. As such, there are no dedicated NAICS codes. Current best practices include utilizing higher-level NAICS codes to encompass the variety of specialties under the CEA umbrella. Some industries could include 1114 (Greenhouse, Nursery, and Floriculture Production) and 1151 (Support Activities for Crop Production).

Controlled Environment Agriculture Market was valued at US\$ 81.74 Bn. in 2022 and is estimated to reach a value of US\$ 157.28 Bn. in 2029. The Global Controlled Environment Agriculture Market size is estimated to grow at a CAGR of 9.8% over the forecast period.

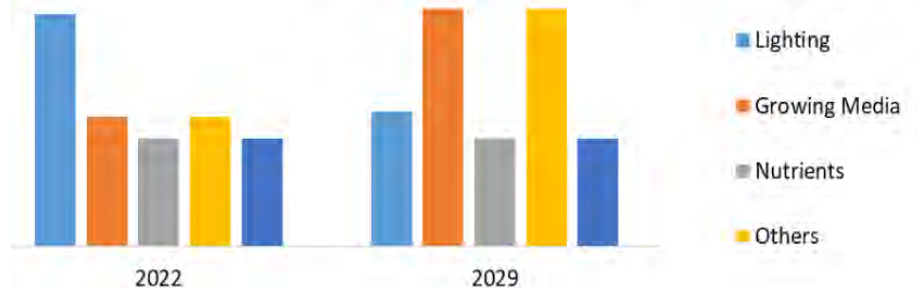


Controlled Environment Agriculture Market, by Crop Outlook 2022 (%)



[Source: Controlled Environment Agriculture Market – Global Industry Analysis and Forecast \(2023 to 2029\)](#)

Controlled Environment Agriculture by Components, 2022 Vs 2029 (US\$ Bn)

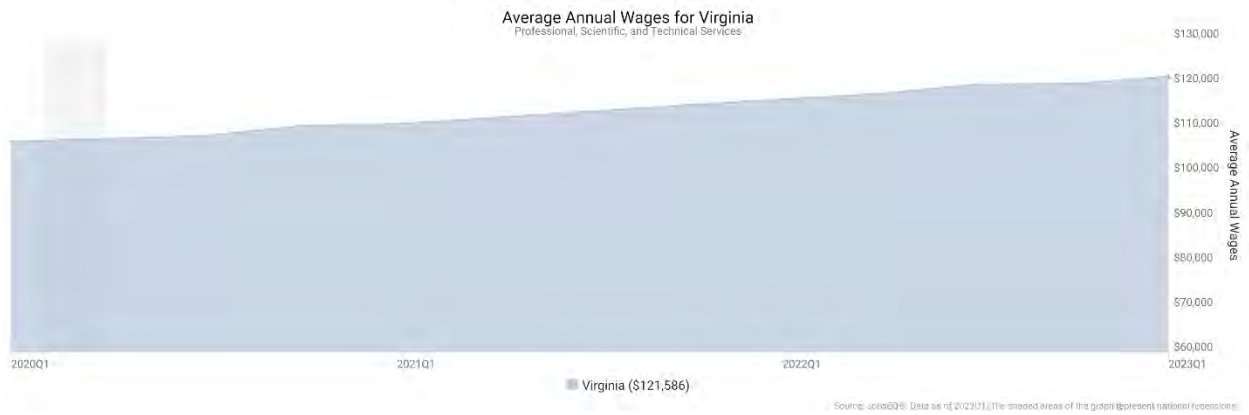
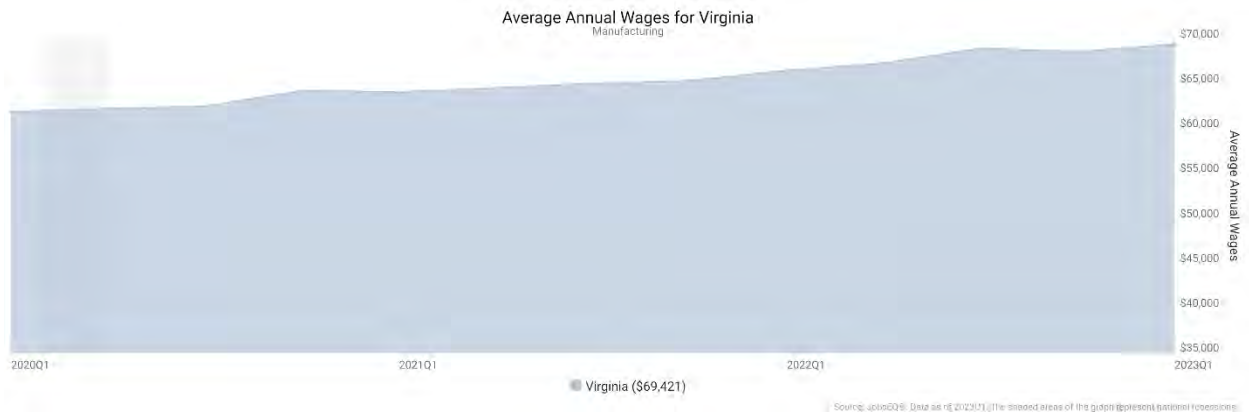
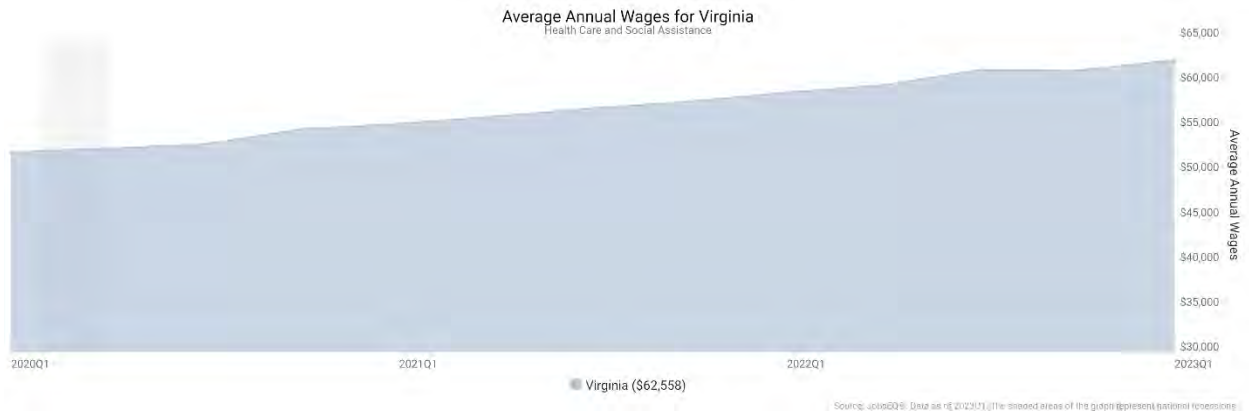


Wage Growth in Targeted Traded Industry Sectors in Virginia

Industry	Year	Average Wage	Growth Rate
HVNRP	2021	\$45,207	20.50%
	2022	\$50,375	
	2023	\$54,477	
Healthcare	2021	\$55,438	12.84%
	2022	\$58,930	
	2023	\$62,558	
Adv. Manu. & Materials	2021	\$64,101	8.29%
	2022	\$66,492	
	2023	\$69,421	
Business Services & IT	2021	\$111,013	8.29%
	2022	\$116,507	
	2023	\$121,586	
Controlled Environmental Agriculture	2021	TBD	N/A
	2022	TBD	
	2023	TBD	

Although wages are trending upwards across the target sectors for the state. Based on the above table, it is evident that high levels growth have started to rebound post-2020. The below charts show wage growth by sector.



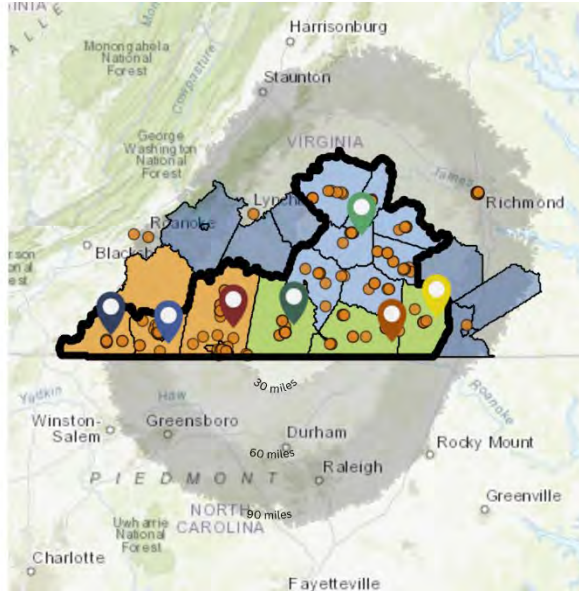


New Business Formation Activity (Source: RISE Collaborative)

RISE Collaborative was created in 2021 to drive the development of a more inclusive and vibrant regional economy in which makers, entrepreneurs, innovators, and service providers interact organically and collaboratively. Specifically, Region 3 has supported the work of the collaborative through a grant to support and uplift the entrepreneurial ecosystem.

Southern Virginia Regional Ecosystem

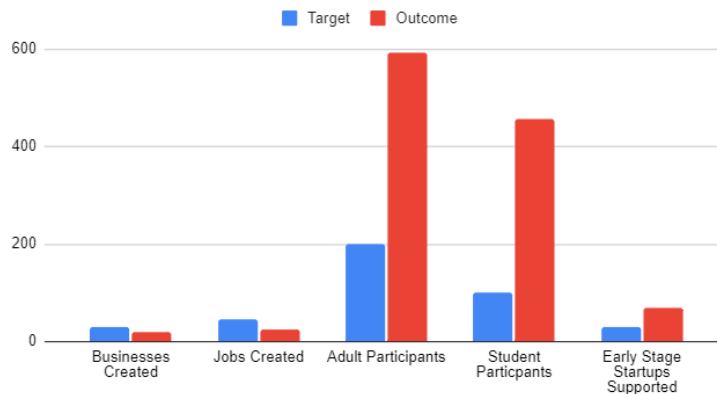
- Entrepreneur Resources
- 📍 SOVA Innovation Hub
- 📍 SEED Innovation Hub
- 📍 Dan River Region Entrepreneur Ecosystem
- 📍 Henry County/Martinsville Ecosystem
- 📍 Patrick County Ecosystem
- 📍 South Hill/Mecklenburg Ecosystem
- 📍 Brunswick County Ecosystem
- West Piedmont Planning District Commission
- Southside Planning District Commission
- Commonwealth Regional Council
- GO Virginia Region 3
- VTRRC Counties Not in Region 3



The grant outcomes from FY21-FY23 include 20 businesses created, 24 jobs created, and early stage startup support for 70 startups.

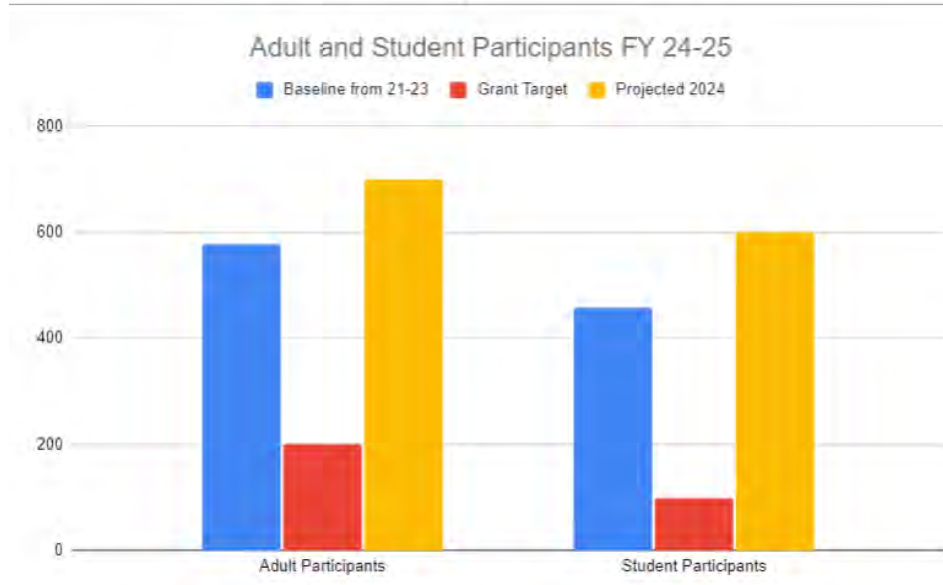
A	B	C	D	E	F
	Businesses Created	Jobs Created	Adult Participants	Student Participants	Early Stage Startups Supported
Target	30	45	200	100	30
Outcome	20	24	593	458	70
% difference	66.67%	53.33%	289.00%	458.00%	233.33%

GOVA Grant Target Metrics Vs. Outcomes FY21-23



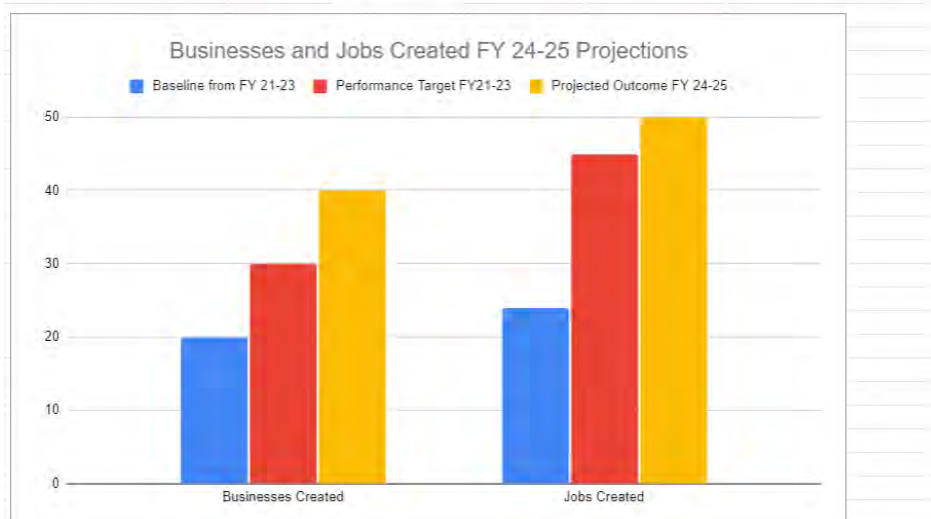
In addition to the metrics noted above, it is worth highlighting that participation (in the form of entrepreneurship courses and summits) have significantly increased the number of adults and students in Region 3 who are aware of the resources to support their entrepreneurial journey and the and networking opportunities available.

	Adult Participant	Student Participant	Early Stage Startups Supported
Baseline from 21-23	578	458	70
Grant Target	200	100	30
Projected Outcome	700	600	100
% exceed target	350%	600%	333%



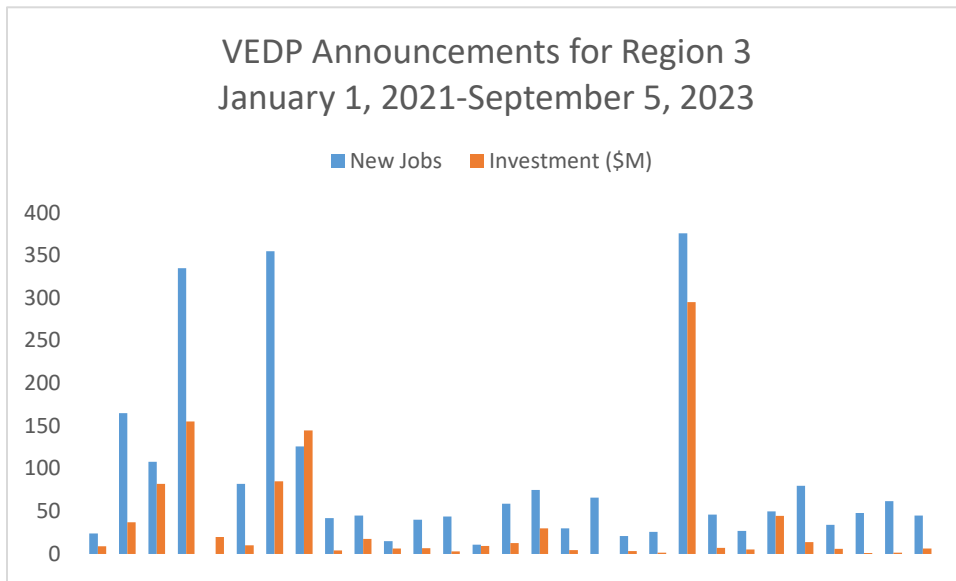
The FY24-FY25 projections show a continued increase in both business created and the jobs created.

	Businesses Created	Jobs Created	Adult Participants	Student Participants	Early Stage Startups Supported
YTD from FY21-23	20	24	578	458	70
Performance Target FY21-23	30	45	200	100	30
Projected Outcome	40	50	700	600	100
% exceed target	133%	111%	350%	600%	333%

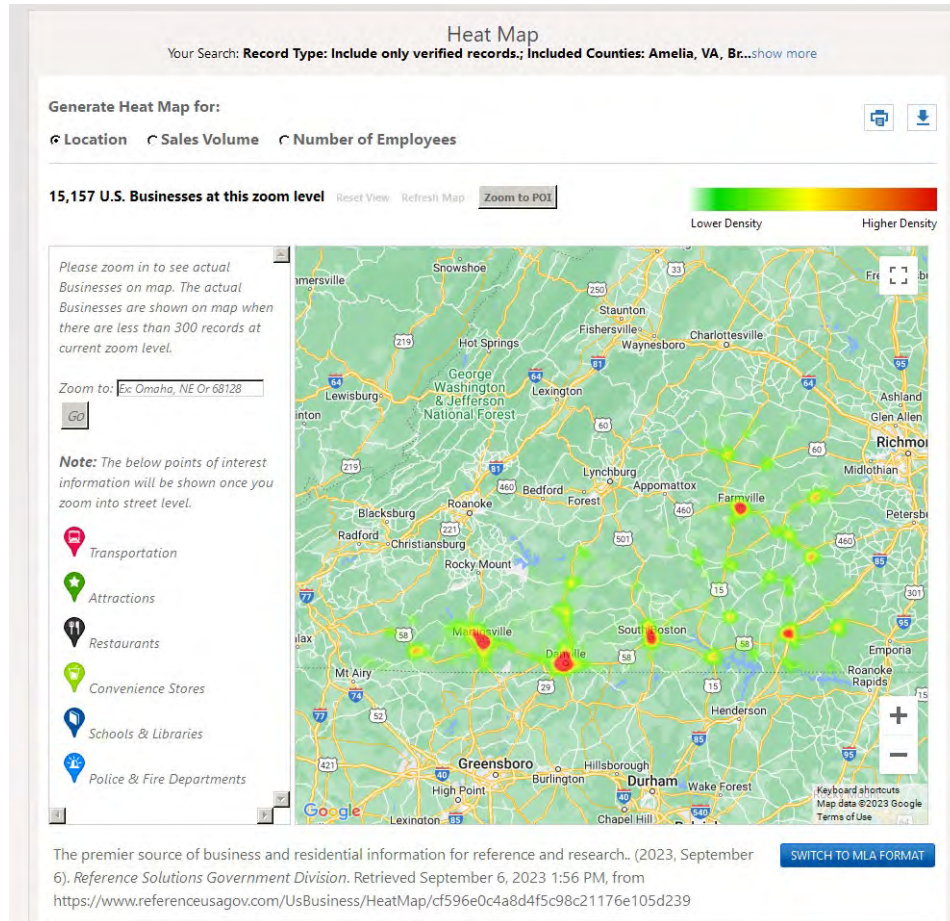


Economic Development Announcements (New and Expanding Businesses)
(Source: VEDP Website)

When looking VEDP announcements compiled from January 1, 2021-September 5, 2023 there were 29 announcements made. Of those 29 announcements 21 pertained to Manufacturing which represents ~72% of total investment within all of GOVA Region 3, be it new or expanding operations.



It is worth noting that the VEDP announcements (29) represents a miniscule percent (0.01%) of business activity within the region, according to cross referencing a dataset from Data Axle/ReferenceUSA; which includes verified U.S. historical businesses in Region 3 (15,157 total businesses).



Situational Analysis (SWOT) of Targeted Industry Traded Sectors

High Value Natural Resource Products – *Wood Product Manufacturing*

Highlights/Key Trends:

- The ability of a corporation to control input and operating expenses has a direct effect on industry profitability
- The United States is a net importer of various wood products
- Industry exports have increased in value
- Demand for home furnishings and architectural items will likely be hampered by the greater contraction of the residential sector
- Manufacturers of domestic wood products will certainly face competition from substitute materials
- The European Union's renewable fuel standards will probably continue to sustain stable export demand
- Resurgence in the residential construction market has offset more substantial declines

Industry Structure



POSITIVE IMPACT

Capital Intensity
Low
Concentration
Low
Technology
Change
Low



MIXED IMPACT

Life Cycle
Mature
Regulation &
Policy
Medium / Steady



NEGATIVE IMPACT

Revenue Volatility
High
Industry
Assistance
Low / Steady
Barriers to Entry
Low / Steady
Industry
Globalization
High / Increasing
Competition
High / Steady

SWOT in the Industry



STRENGTHS

Low Customer Class
Concentration
Low Product/Service
Concentration
Low Capital
Requirements



WEAKNESSES

Low & Steady Barriers
to Entry
Low & Steady Level of
Assistance
High Competition
High Volatility
High Imports
Low Profit vs. Sector
Average



OPPORTUNITIES

High Revenue Growth
(2023-2028)
[Per capita disposable
income](#)



THREATS

Very Low Revenue
Growth (2005-2023)
Low Revenue Growth
(2018-2023)
Low Outlier Growth
Low Performance
Drivers
[Value of residential
construction](#)

High Value Natural Resource Products – Agribusiness

Highlights/Key Trends:

- Trade tensions with China have limited revenue growth
- The recovery from the pandemic resulted in a surge in revenue
- The significant appreciation of the US dollar has made US agricultural products less competitive
- Profit will remain steady
- Exports will be strengthened by the appreciating US dollar
- Demand for agricultural products will remain strong
- The industry faces threats from the fluctuating US dollar, the pandemic, rising interest rates and high gas prices

Industry Structure



POSITIVE IMPACT

Industry Assistance
High / Steady
Concentration
Low



MIXED IMPACT

Life Cycle
Mature
Revenue Volatility
Medium
Capital Intensity
Medium
Technology Change
Medium
Barriers to Entry
Medium / Steady
Industry Globalization
Medium / Increasing
Competition
Medium / Steady



NEGATIVE IMPACT

Regulation & Policy
Heavy / Steady

SWOT in the Industry



STRENGTHS

Low Volatility
Low Customer Class Concentration
Low Product/Service Concentration
High Revenue per Employee



WEAKNESSES

Low & Steady Barriers to Entry
Medium & Decreasing Level of Assistance
Medium Imports
Low Profit vs. Sector Average
High Capital Requirements



OPPORTUNITIES

Population



THREATS

Low Revenue Growth (2005-2023)
Low Revenue Growth (2018-2023)
Low Outlier Growth
Low Revenue Growth (2023-2028)
Low Performance Drivers

Trade-weighted index

Healthcare

Highlights/Key Trends:

- Spending on healthcare and social assistance providers will not slow in the coming years.
- Providers will contend with the drop-offs in federal programs related to COVID-19, but demographic and economic forces will continue driving healthcare consumption.
- Healthcare and social assistance providers will be increasingly vital in meeting an aging population's complex medical and societal needs.
- As Medicare enrollment expands, healthcare providers will become more reliant on these reimbursements as a revenue source. , private insurers will remain the top payer.
- COVID-19 exacerbated staffing shortages predating the pandemic. Staffing shortages and employee burnout will continue challenging healthcare and social assistance providers.
- Healthcare providers will permanently pay more for pharmaceuticals and labor. Rising drug costs will be the main factor driving costs upward for providers.
- Tech advances can potentially transform every aspect of healthcare and social assistance delivery. Providers will hasten their adoption of digital tools, yet higher capital costs could slow the pace of a digital transformation for many.
- Many healthcare and social assistance providers will adopt digital and telehealth tools to bridge the gap between urban and rural communities regarding healthcare access. Grants awarded by the Biden Administration will help rural healthcare organizations expand critical services through digital tools.
- Consolidation activity defining the health sector will continue despite a higher interest rate environment.

Industry Structure



POSITIVE IMPACT

Life Cycle Growth
 Capital Intensity Low
 Industry Assistance High / Steady
 Concentration Low
 Industry Globalization Low / Steady



MIXED IMPACT

Revenue Volatility Medium
 Technology Change Medium
 Barriers to Entry Medium / Steady
 Competition Medium / Steady



NEGATIVE IMPACT

Regulation & Policy Heavy / Steady

SWOT in the Industry



STRENGTHS

High Profit vs. Sector Average
 Low Customer Class Concentration
 Low Product/Service Concentration
 Low Capital Requirements



WEAKNESSES

Low Revenue per Employee



OPPORTUNITIES

High Revenue Growth (2022-2027)
 High Performance Drivers
[Federal funding for Medicare and Medicaid](#)



THREATS

Low Revenue Growth (2005-2022)
 Low Revenue Growth (2017-2022)
 Low Outlier Growth
[Number of people with private health insurance](#)

Advanced Manufacturing & Materials

Highlights/Key Trends:

- The outbreak of COVID-19 has had a negative effect on the Manufacturing sector
- The US economy has continued to become increasingly service-oriented, contributing to the declining role of the sector
- A substantial portion of the variance in the value of exports is explained by the strength of the US dollar
- Despite high uncertainty in 2023, US GDP is expected to grow over the next five years
- Over the next five years, the value of exports will likely increase at a faster rate than revenue
- More manufacturers will continue to invest in additive manufacturing to make the supply chain more resilient
- Wholesalers, retailers and construction companies are some of the key markets for manufacturers

Industry Structure



POSITIVE IMPACT

Concentration
Low



MIXED IMPACT

Life Cycle
Mature

Revenue Volatility
Medium

Capital Intensity
Medium

Industry Assistance
Medium / Steady

Regulation & Policy
Medium / Steady

Technology Change
Medium

Barriers to Entry
Medium / Steady

Competition
Medium / Increasing



NEGATIVE IMPACT

Industry Globalization
High / Steady

SWOT in the Industry



STRENGTHS

High Profit vs. Sector Average

Low Customer Class Concentration

Low Product/Service Concentration

High Revenue per Employee



WEAKNESSES

High Capital Requirements



OPPORTUNITIES

High Revenue Growth (2023-2028)

High Performance Drivers

[World price of steel](#)



THREATS

Low Revenue Growth (2005-2023)

Low Revenue Growth (2018-2023)

Low Outlier Growth

[Trade-weighted index](#)

Business Services & IT Data

Highlights/Key Trends:

- Growing consumer spending and corporate profit will likely benefit some subsectors
- Fluctuations in the level of residential and nonresidential construction activity also influence sector demand
- Investment in technology is expected to increase in 2023
- Sector profit is expected to marginally decrease during the outlook period
- Increased advertising expenditure will likely stem from demand for online advertising services
- This sector will experience an increasing number of enterprises
- Increasing consumer spending and business investment drove revenue growth

Industry Structure



POSITIVE IMPACT

Capital Intensity
Low

Concentration
Low

Regulation & Policy
Light / Increasing

Industry Globalization
Low / Increasing



MIXED IMPACT

Life Cycle
Mature

Revenue Volatility
Medium

Technology Change
Medium



NEGATIVE IMPACT

Industry Assistance
Low / Steady

Barriers to Entry
Low / Steady

Competition
High / Increasing

SWOT in the Industry



STRENGTHS

Low Customer Class Concentration

Low Product/Service Concentration

Low Capital Requirements



WEAKNESSES

Low Profit vs. Sector Average



OPPORTUNITIES

High Revenue Growth (2018-2023)

High Revenue Growth (2023-2028)

High Performance Drivers

[US Gross domestic product \(GDP\)](#)



THREATS

Low Revenue Growth (2005-2023)

Low Outlier Growth

[Value of residential construction](#)

Controlled Environment Agriculture*

Strengths:

- Extensive knowledge, R&D Assets, and track-record of technical assistance
- Existing industry presence and agricultural heritage
- Progress in entrepreneurial, small business, and existing agricultural producer support
- High site availability suitable for CEA
- Coordinated workforce and talent programs and relevant credentialing
- Strong coordinated statewide support

Weaknesses:

- Limited awareness, knowledge and understanding of CEA
- Some gaps in entrepreneurial support
- Limited prepared sites
- Workforce and talent attraction limitations

Opportunities:

- Positive growth trajectory due to demand
- Industry sustainability and resilience due to predictability and reliability
- Positive for promoting resilient food systems for local communities
- Alignment with entrepreneurship and potential for new allied support industries
- Good jobs for workforce and talent

Threats:

- Nascent industry status
- Limited economies of scale at present
- Lack of public awareness and understanding
- Industry sustainability and resilience due to predictability and reliability
- Positive for promoting resilient food systems for local communities
- Alignment with entrepreneurship and potential for new allied support industries
- Good jobs for workforce and talent

*SWOT Analysis from Controlled Environment Agriculture Strategy and Roadmap in GO Virginia Region 3 by the Virginia Tech Center for Economic and Community Engagement

Identification and Recommendation of Broadening Current Targeted Sectors (Incorporates Existing Targeted Sectors)

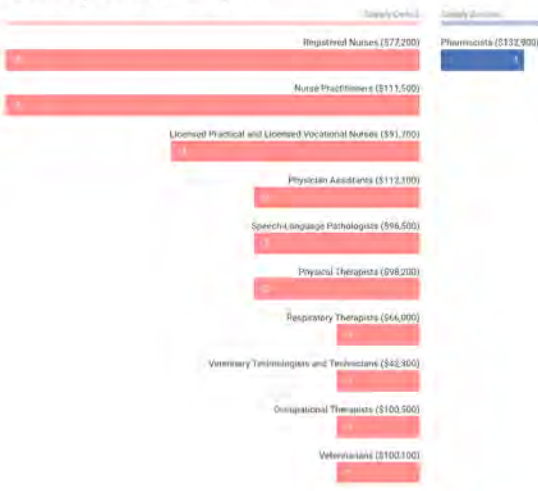
- **Intention needs to be placed around supporting emerging opportunities for the region**
 - Controlled environmental agriculture already has a footing in Region 3 and there are opportunities to capitalize off this emerging industry
 - Other environmental technologies
 - Ag-based products (hemp)
 - Drone & Autonomous vehicle technology
- **Encompassing the current target sectors is still important.**
 - The current targeted sectors, especially HVNRP, have a significant concentration of talent and should be taken advantage of within the region.
- In 2021 two additional recommendations were made that are still important to consider in 2023:
 - Redefining target sector definitions/protocols to cast a wider net would be beneficial.
 - An “emerging industries” R&D process/committee could to developed and incorporated to examine ongoing opportunities.

Workforce Gaps of Immediately Employable Talent in the Targeted Sectors/Clusters(Source: JobsEQ)

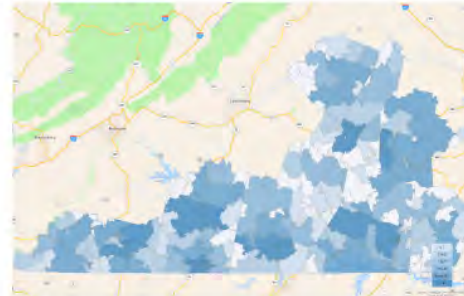
Healthcare

- A JobsEQ snapshot of occupation gaps for healthcare shows a supply deficit for most occupations with the greatest deficit for RNs and NPs.

Occupation Gaps



Geographic Distribution



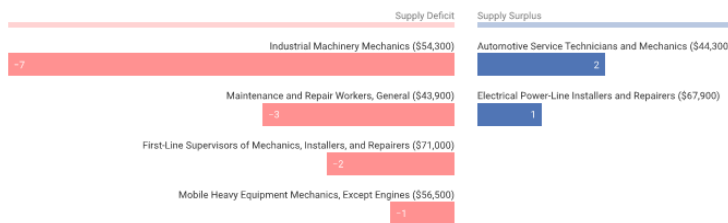
Top ZCTAs by Place of Work for Healthcare Practitioners and Technical Occupations, 2023Q1

Region	Employment
ZCTA 24541 (Danville City, Virginia portion)	1,104
ZCTA 24112 (Martinsville City, Virginia portion)	784
ZCTA 24540 (Danville City, Virginia portion)	769
ZCTA 24592 (Halifax County, Virginia portion)	636
ZCTA 23901 (Prince Edward County, Virginia portion)	569
ZCTA 23970 (Mecklenburg County, Virginia portion)	414
ZCTA 23922 (Nottoway County, Virginia portion)	223
ZCTA 24112 (Henry County, Virginia portion)	199
ZCTA 23924 (Mecklenburg County, Virginia portion)	150
ZCTA 24531	141

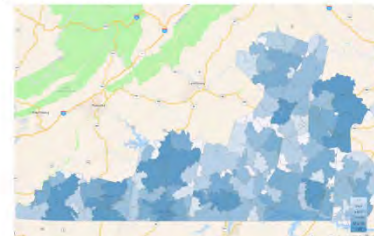
Advanced Manufacturing

- A JobsEQ snapshot of occupation gaps for advanced manufacturing shows a supply deficit for mechanics and general maintenance and repair workers.

Occupation Gaps



Geographic Distribution



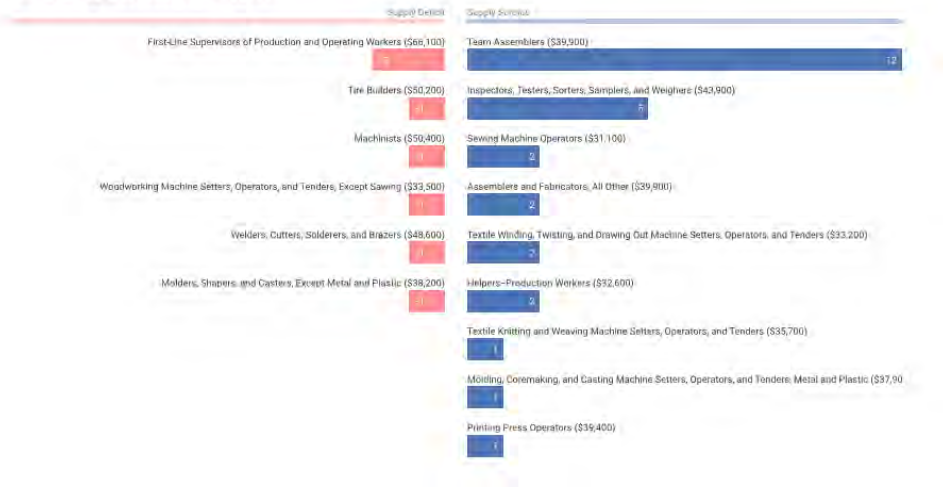
Top ZCTAs by Place of Work for Installation, Maintenance, and Repair Occupations, 2023Q1

Region	Employment
ZCTA 24541 (Danville City, Virginia portion)	639
ZCTA 24592 (Halifax County, Virginia portion)	459
ZCTA 24540 (Danville City, Virginia portion)	456
ZCTA 24112 (Henry County, Virginia portion)	387
ZCTA 24112 (Martinsville City, Virginia portion)	283
ZCTA 23901 (Prince Edward County, Virginia portion)	273
ZCTA 23970 (Mecklenburg County, Virginia portion)	211
ZCTA 24531	179
ZCTA 24148	137
ZCTA 23002 (Amelia County, Virginia portion)	135

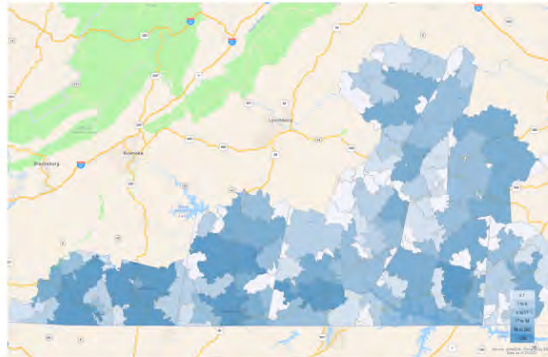
High Value Natural Resource Products

- A JobsEQ snapshot of occupation gaps for high value natural resources shows a supply deficit for woodworking machine setters and first-line supervisors.

Occupation Gaps



Geographic Distribution



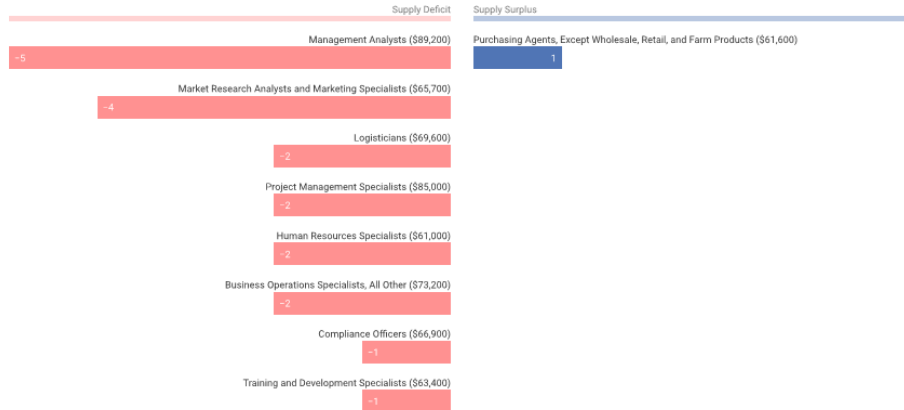
Top ZCTAs by Place of Work for Production Occupations, 2023Q1

Region	Employment
ZCTA 24541 (Danville City, Virginia portion)	1,776
ZCTA 24112 (Henry County, Virginia portion)	1,303
ZCTA 24540 (Danville City, Virginia portion)	964
ZCTA 24592 (Halifax County, Virginia portion)	943
ZCTA 24112 (Martinsville City, Virginia portion)	770
ZCTA 24148	587
ZCTA 24540 (Pittsylvania County, Virginia portion)	406
ZCTA 23970 (Mecklenburg County, Virginia portion)	372
ZCTA 24531	362
ZCTA 24089	332

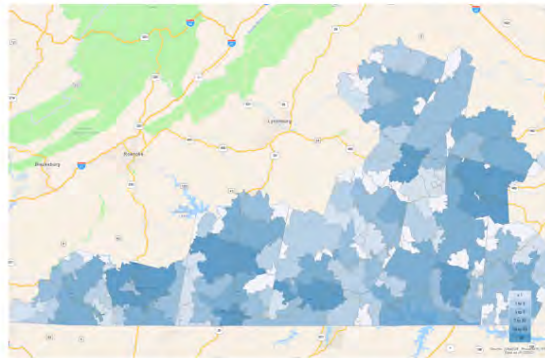
Business Services & IT Data

- A JobsEQ snapshot of occupation gaps for business services & IT data shows a supply deficit for business analysts, logisticians, and specialists.

Occupation Gaps



Geographic Distribution



Top ZCTAs by Place of Work for Business Operations Specialists, 2023Q1

Region	Employment
ZCTA 24541 (Danville City, Virginia portion)	450
ZCTA 24112 (Martinsville City, Virginia portion)	369
ZCTA 24112 (Henry County, Virginia portion)	319
ZCTA 24540 (Danville City, Virginia portion)	312
ZCTA 24592 (Halifax County, Virginia portion)	263
ZCTA 23901 (Prince Edward County, Virginia portion)	255
ZCTA 23970 (Mecklenburg County, Virginia portion)	165
ZCTA 24531	162
ZCTA 23824 (Nottoway County, Virginia portion)	133
ZCTA 23930	105

Overall

GoVirginia - Region 3, 2023Q1¹

SOC	Occupation	CURRENT					5-YEAR HISTORY			3-YEAR FORECAST				
		Empl	Mean Ann Wages ²	LQ	Unempl	Unempl Rate	Online Job Ads ³	Empl Change	Ann %	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
43-0000	Office and Administrative Support Occupations	13,293	\$39,800	0.83	521	3.2%	567	-1,661	-2.3%	3,863	2,023	2,474	-634	-1.6%
53-0000	Transportation and Material Moving Occupations	12,111	\$39,700	1.07	878	5.0%	676	94	0.2%	4,600	1,876	2,961	-237	-0.7%
41-0000	Sales and Related Occupations	11,680	\$42,900	0.97	669	4.7%	852	-1,115	-1.8%	4,078	2,058	2,555	-535	-1.6%
51-0000	Production Occupations	11,549	\$41,000	1.58	705	4.5%	238	-707	-1.2%	3,226	1,418	2,310	-502	-1.5%
35-0000	Food Preparation and Serving Related Occupations	9,492	\$29,700	0.92	779	5.6%	852	-458	-0.9%	5,309	2,459	2,851	0	0.0%
25-0000	Educational Instruction and Library Occupations	8,899	\$52,200	1.29	217	2.5%	397	-257	-0.6%	2,125	1,137	1,154	-166	-0.6%
31-0000	Healthcare Support Occupations	8,028	\$29,500	1.41	353	3.7%	368	173	0.4%	3,616	1,616	1,798	201	0.8%
11-0000	Management Occupations	7,900	\$94,800	0.89	109	1.4%	546	-46	-0.1%	1,861	846	1,173	-158	-0.7%
29-0000	Healthcare Practitioners and Technical Occupations	6,951	\$85,500	0.93	134	1.7%	1,912	-409	-1.1%	1,145	616	610	-81	-0.4%
13-0000	Business and Financial Operations Occupations	5,956	\$71,200	0.72	124	2.2%	200	629	2.3%	1,447	526	1,019	-98	-0.6%
47-0000	Construction and Extraction Occupations	5,622	\$46,300	0.96	427	4.5%	169	-117	-0.4%	1,490	568	1,034	-112	-0.7%
49-0000	Installation, Maintenance, and Repair Occupations	5,554	\$51,200	1.11	166	2.0%	439	-111	-0.4%	1,416	582	957	-123	-0.7%
37-0000	Building and Grounds Cleaning and Maintenance Occupations	4,316	\$31,700	1.01	325	5.0%	212	-1,034	-4.2%	1,691	774	907	-90	-0.7%
33-0000	Protective Service Occupations	3,746	\$45,800	1.36	130	3.1%	191	-179	-0.9%	965	484	616	-135	-1.2%
21-0000	Community and Social Service Occupations	3,256	\$49,500	1.43	62	2.2%	288	-181	-1.1%	956	387	558	12	0.1%
39-0000	Personal Care and Service Occupations	2,775	\$31,800	0.88	152	4.4%	80	-345	-2.3%	1,451	582	851	18	0.2%
15-0000	Computer and Mathematical Occupations	2,336	\$89,500	0.52	41	2.0%	147	170	1.5%	468	152	331	-16	-0.2%
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,505	\$59,900	0.66	47	4.3%	106	-69	-0.9%	455	197	274	-16	-0.4%
45-0000	Farming, Fishing, and Forestry Occupations	1,411	\$40,000	1.73	72	4.5%	13	-46	-0.6%	565	195	430	-60	-1.4%
17-0000	Architecture and Engineering Occupations	1,306	\$84,600	0.62	21	1.7%	108	74	1.2%	251	106	175	-29	-0.8%
19-0000	Life, Physical, and Social Science Occupations	771	\$77,800	0.68	13	2.3%	103	44	1.2%	188	51	152	-16	-0.7%
23-0000	Legal Occupations	677	\$90,300	0.62	9	1.3%	15	5	0.2%	124	62	73	-11	-0.5%
00-0000	Total - All Occupations	129,135	\$49,700	1.00	5,956	3.8%	8,480	-5,547	-0.8%	41,250	18,715	25,262	-2,727	-0.7%

Source: JobsEQ®
 Data as of 2023Q1 unless noted otherwise.
 Note: Figures may not sum due to rounding.
 1. Data based on a four-quarter moving average unless noted otherwise.
 2. Wage data represent the average for all Covered Employment.
 3. Data represent found online ads active within the last thirty days in the selected region. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list). Ad counts for ZCTA-based regions are estimates.

Summary Conclusions for GO Virginia Region 3 Growth & Diversification Plan Update 2023

- Region 3 sits in a position to capitalize off the growth of CEA and the continued concentration of talent in the other traded sectors highlighted in this report.
- The vast majority of economic growth is new business formation on a much smaller scale compared to VEDP announcements for traded sector businesses (though these announcements are exciting and bring media attention to Region 3 localities and the work being done to support businesses)
- Region 3 will need to pay attention to the total population. Overall, the region is anticipated to lose population (with Census 2020 beginning to show the impact of out-migration). Additionally, lower birth rates will contribute to a smaller pool of people in the workforce. Additionally, the population retained will continue to grow older putting pressures on the Healthcare industry. Additionally, there could be a small bump in Construction to retrofit homes for aging in place.

EXHIBIT 3

GO Virginia Region 3 Talent Pathway Model

An employer-driven system to empower and connect students to careers*

REGIONAL BUSINESSES_K12 SCHOOL DIVISIONS

Career AWARENESS
•GO TEC™

+

Career EXPOSURE & ENGAGEMENT
•Mock Interview Day
•Teacher Externships
•Sector-focused camps

+

Career EXPERIENCE
•Apprenticeships
•Internships
•Externships
•Job Shadowing
•Jobs (PT/FT)
•Next Generation of Work

POST-SECONDARY EDUCATION & TRAINING - COMMUNITY COLLEGES AND HIGHER EDUCATION CENTERS

=

EMPLOYMENT

Public-Private Collaboration Supports this Workforce Development System

SKILL READINESS
Certifications Clubs/ Extracurriculars CTE Coursework
OST Learning Dual Enrollment NCRC Work-readiness Bootcamps

* BY PERMISSION_Institute for Advanced Learning and Research

EXHIBIT 4

TARGETED INDUSTRIES	GOALS	STRATEGIES	OUTCOMES / IMPACT MEASURES (not exclusive)	STRATEGIC PARTNERS	CURRENT PROJECTS
Agriculture and Food Processing	<ul style="list-style-type: none"> • Site Development • Talent Evolution • Entrepreneurial Ecosystem 	<ul style="list-style-type: none"> • Support subregional efforts to prioritize, develop, and market business-ready sites • Support efforts to advance GO TEC, close training gaps, grow apprenticeship and occupation crosswalk opportunities, and talent retention and attraction • Support efforts to advance SOVA Rise Collaborative, grow emerging traded-sector start-up business sectors, and establish, operate, and maximize regional entrepreneur hubs 	<ul style="list-style-type: none"> • # of acres up tiered per VEDP business ready site criteria • # of students trained • # of jobs created or retained • # of credentials awarded • # of entrepreneurs engaged • # of new businesses created • # of entrepreneur programs operationalized region-wide 	<ul style="list-style-type: none"> • regional businesses • planning district commissions • local governments and allied institutions • regional economic development organizations and allied entities • community colleges • entrepreneur ecosystems • Institute for Advanced Learning and Research • higher educational degree-granting institutions • K12 school systems • chambers of commerce • TRRIC • state and federal economic development organizations • workforce investment boards • allied non-profit organizations 	<ul style="list-style-type: none"> • IALR/Region 3 Controlled Environment Agriculture Strategy and Roadmap • GO TEC 2025 • SOVA Rise Collaborative • Southern Virginia Regional Alliance_Business Ready Sites • Virginia Growth Alliance_Business Ready Sites • Amelia County Regional Commerce Center_Amelia County EDA & Heartland RIFA (pending)
Business Services	<ul style="list-style-type: none"> • Site Development • Talent Evolution • Entrepreneurial Ecosystem 	See above	See above	See above	<ul style="list-style-type: none"> • IALR/Region 3 Controlled Environment Agriculture Strategy and Roadmap • GO TEC 2025 • SOVA Rise Collaborative • Southern Virginia Regional Alliance_Business Ready Sites • Virginia Growth Alliance_Business Ready Sites • Amelia County Regional Commerce Center_Amelia County EDA & Heartland RIFA (pending)
Energy, Natural Resources, and Finished Products	<ul style="list-style-type: none"> • Site Development • Talent Evolution • Entrepreneurial Ecosystem 	See above	See above	See above	<ul style="list-style-type: none"> • SOVA Rise Collaborative • GO TEC 2025 • Southern Virginia Regional Alliance_Business Ready Sites • Virginia Growth Alliance_Business Ready Sites • Amelia County Regional Commerce Center_Amelia County EDA & Heartland RIFA (pending)
Health Care Services	<ul style="list-style-type: none"> • Site Development • Talent Evolution • Entrepreneurial Ecosystem 	See above	See above	See above	<ul style="list-style-type: none"> • Southern Virginia Partnership for Health Science Careers • GO TEC 2025 • Southern Virginia Regional Alliance_Business Ready Sites • Virginia Growth Alliance_Business Ready Sites • Amelia County Regional Commerce Center_Amelia County EDA & Heartland RIFA (pending)

TARGETED INDUSTRIES	GOALS	STRATEGIES	OUTCOMES / IMPACT MEASURES (not exclusive)	STRATEGIC PARTNERS	CURRENT PROJECTS
Information Technology and Communications Services	<ul style="list-style-type: none"> • Site Development • Talent Evolution • Entrepreneurial Ecosystem 	See above	See above	See above	<ul style="list-style-type: none"> • Mid-Atlantic Broadband Communities Corporation_Middle Mile Fiber Expansion Project • GO TEC 2025 • SOVA Rise Collaborative • GO TEC 2025 • Southern Virginia Regional Alliance_Business Ready Sites • Virginia Growth Alliance_Business Ready Sites • Amelia County Regional Commerce Center_Amelia County EDA & Heartland RIFA (pending)
Advanced Manufacturing and Advanced Materials	<ul style="list-style-type: none"> • Site Development • Talent Evolution • Entrepreneurial Ecosystem 	See above	See above	See above	<ul style="list-style-type: none"> • GO TEC 2025 • Gupton Initiative • P&HCC Welding Instructor • SVCC Mechatronics Instructor • Southern Virginia Regional Alliance_Business Ready Sites • Virginia Growth Alliance_Business Ready Sites • Amelia County Regional Commerce Center_Amelia County EDA & Heartland RIFA (pending)
Leadership	<ul style="list-style-type: none"> • Anticipate the Future • Sustain Strong Council and Regional Leadership • Support Sustainable REDOs • Build Regional Coalitions 	<ul style="list-style-type: none"> • Identify and adapt strategies for emerging trends • Create a sustainability model for leadership and funding • Support strategies and plans for regional approaches and solutions at the subregion level • Sustain regular and predictable dialogue with regional economic and workforce development stakeholders • Increase the diversity and number of audiences with Region 3 	To be determined	See above	<ul style="list-style-type: none"> • Virginia Growth Alliance (REDO)_Refresh • Commonwealth Regional Council_REDO Strategy and Business Plan • Southern Virginia Partnership for Health Science Careers • IALR/Region 3 Controlled Environment Agriculture Strategy and Roadmap

PROGRAM DIRECTOR'S REPORT



DATE: October 13, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region 3 2024 Council Advance

The GO Virginia Region 3 Council held a day-long advance in 2018 at the Virginia International Raceway. This retreat benefited the Region 3 Council from the standpoint of members getting to know each other better and setting an early-stage vision and strategy for the council.

At the Executive Committee meeting on September 20th, the committee members discussed the benefits of holding another advance. This day-long event would allow members to get to know each other better and reflect on the Region 3 Council's work and role in Southern Virginia. It would be held at a location reasonably central in Region 3 drive-timewise.

It should be noted that the Growth & Diversification Plan provides sound strategic direction to the Region 3 Council, and a meeting as contemplated by the Executive Committee could focus on other higher-level topics.

Liz Povar and I have prepared a very preliminary agenda outline for the day, but we encourage Region 3 Council members to provide thoughts on substance and outcomes. The agenda outline is on the next page. The time allocations and agenda topics are not set.

While looking over the agenda outline, the following questions should be kept in mind:

- **Content:**
 - What topics or focus would be meaningful to you if a Council retreat is planned for Spring 2024?
- **Logistics:**
 - What month would you recommend? (February, March, April)
 - What day of the week works best for you?
 - What should the timeframe for the day be?
 - What type of venue should the Advance be held?
- **Outcome:**
 - What would success look like as a result of the time you spend in this Advance?

RECOMMENDATION:

Per the Region 3 Council's discussion.



October 13, 2023

Page 2

GO Virginia Region 3 2024 Council Advance

Spring 2024

SAMPLE AGENDA

- 9:30 AM Gather and Network
- 9:45 AM Objectives for the Day
- 10:00 AM 2016–2024: Outcomes (panel, showcase R3 investments, lessons learned?)
 - Talent
 - Sites
 - Entrepreneurship
 - Targeted Business Clusters
- 11:30 AM Break
- Noon Lunch – Future Trends or Leadership Development ([Dr. Greg Fairchild UVA?](#))
- 1:00 PM Looking Forward – Region 3's Future (facilitated breakout groups)
- 2:00 PM Report from breakout groups
- 2:30 PM Adjourn





DATE: October 13, 2023

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia State Board (9.12.23) – Region 3 Applications

The GO Virginia State Board met on September 12th and approved two (2) pending applications, which were previously approved by the Region 3 Council, as follows:

- **SOVA Partnership for Health Science Careers**

- \$133,000 with \$67,000 matching funds from the Claude Moore Charitable Foundation

- this project will develop a talent pathway plan to address the competitive disadvantage faced by Southern Virginia when recruiting and retaining traded sector business investment because of the region's low healthcare outcomes, diminishing access to healthcare providers, and the availability of healthcare workers.

- **Rise Collaborative Build-to-Scale Initiative**

- \$600,000 with \$350,000 matching funds and \$260,000 in additional leverage from Mid-Atlantic Broadband Communities Corporation/SOVA Innovation Hub, Microsoft, Longwood Small Business Development Center, and Hampden-Sydney College

- this is the next phase of the SOVA RISE Collaborative, which began with the Region 3 Entrepreneurship & Innovation Strategy in 2019 and will scale and expand the entrepreneurship ecosystem in Region 3

RECOMMENDATION:

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