

**GOVA REGION 3  
FULL COUNCIL  
MEETING PACKET**

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**January 17, 2024**



## GO Virginia Region 3 Council Meeting

**Date and Time:** January 17, 2024  
1:00 pm – 3:00 pm  
**Location:** Virtual

Virtual Link: <http://tinyurl.com/yckcjxtx>  
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   | Deborah Gosney         |
| 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  | Deborah Gosney         |
| VII. GO Virginia Region 3 Project Funding Matrix Report                          | Deborah Gosney         |
| VIII. GO Virginia Growth & Diversification Plan Status Report                    | Liz Povar              |
| <b>Special Appearances and Presentations</b>                                     | Tim Clark              |
| IX. GO Virginia Region 3 Controlled Environment Agriculture Strategy and Roadmap | Dr. Scott Lowman et al |
| X. GO TEC Virginia 2025 Update   | Dr. Julie Brown        |
| <b>Old Business</b>  |                        |
| XI. Project Pipeline (closed meeting if needed)                                  | Tim Clark              |



## **AGENDA (continued)**

### **New Business**

- XII. Committee Reports Tim Clark
  - a. Project Review Committee
    - i. GO Virginia Region 3 GO TEC Expansion, Pathway Pilot, and Welding Hub Development Bryan David
  - b. Nominating Committee Update Bryan David

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

Bryan David

XIII. Joint Legislative Audit and Review Commission Report on GO Virginia

XIV. GO Virginia State Board Action on Region 3 Applications – 12.12.23 Meeting

XV. GO Virginia Cybersecurity Job Creation System (GO Virginia Region 5)

### **Adjourn**

# MINUTES

**GO VIRGINIA REGION 3 FULL COUNCIL  
MEETING MINUTES**

Wednesday, October 18, 2023

**REGULAR BUSINESS**

Call To Order

Chair Clark called the GO Virginia (GOVA) Region 3 Full Council in-person meeting to order on Wednesday, October 18, 2023, at 1:00 p.m.

Roll Call and Confirmation of Quorum

Ann Taylor Wright 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		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	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

<b>Name - Title</b>	<b>Organization</b>	<b>In Person</b>	<b>Virtual</b>
Billy Gammel- GOVA Senior Program Administrator	Department of Housing & Community Development		x
Annie Conte- GOVA Program Administrator	Department of Housing & Community Development		x
Cassidy Pruitt- Research & Communications Analyst	Southern Virginia Regional Alliance	x	
Toni Clark-Special Projects Manager	Commonwealth Alliance for Rural Colleges	x	
Sara Dunnigan- GOVA Deputy Director	Department of Housing & Community Development		x
Cartin Currin- Executive Director	Commonwealth Alliance for Rural Colleges	x	
Jamie Gillespie- Business Investment Manager	Southern Virginia Regional Alliance	x	
Jenn Cox- Director of Community Engagement	Longwood University Office of Economic Development	x	
Neal Barber- Consultant	Virginia Community Capital		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:

<b>Name</b>	<b>Organization(s)</b>
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; RISE Collaborative
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 July 19, 2023 Full Council meeting were received via email prior to the meeting and included in the meeting packet. **Randy Lail made a motion that the minutes from the July 19, 2023 Full Council meeting be approved as presented; the motion was seconded by Clark Casteel and approved unanimously.**

## Financial Reports & Project Update

Ann Taylor Wright reviewed the Financial Reports and Funding Matrix that were included in the meeting packet for the period September 1, 2023 to September 30, 2023. She also provided a status update on each active project. **Melody Foster made a motion that the Financial Reports be approved as presented; the motion was seconded by Lauren Willis and approved unanimously.**

## **SPECIAL APPEARANCES & PRESENTATIONS**

- Liz Povar with The Riverlink Group presented the Region 3 Growth & Diversification Plan current project dashboard.
- Cassidy Pruitt from the Southern Virginia Regional Alliance presented the Bridge to Recovery project's accomplishments and outcomes to the Council.
- Toni Clark from the Commonwealth Alliance for Rural Colleges presented a summary of the Gupton Initiative Planning Project.

## **OLD BUSINESS**

### 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

Bryan David, on behalf of the Project Review Committee, presented the Amelia County Regional Commerce Center per capita project and recommended the approval of the project. The Council discussed the project. **Melody Foster made a motion to approve the project; the motion was seconded by Alfreda Reynolds and approved unanimously.**

Bryan David discussed the Growth & Diversification Plan update. Jen Cox with Longwood University presented the demographic and economic data that was updated for Region 3 in the G&D Plan. There was discussion on how to retain commuting workers, the development of a regional marketing campaign, and anecdotal evidence that is not reflected in the most recent demographic data. **Melody Foster made a motion to approve the project subject to a minor grammatical correction; the motion was seconded by Sherry Swinson and approved unanimously.**

#### **PROGRAM DIRECTOR'S REPORT**

Bryan David presented the Program Director's Report as detailed in the meeting packet. Topics discussed were the Region 3 2024 Council Advance (Retreat) and the 9.12.2023 GOVA State Board meeting actions on Region 3 applications. There were no questions nor comments from the Council.

#### **ADJOURN**

There being no additional business matters to go before the GOVA Region 3 Council, Chair Clark adjourned the meeting at 3:00 p.m. **Clark Casteel made a motion to adjourn the meeting; the motion was seconded by Alfreda Reynolds and approved unanimously.**

These minutes were approved on \_\_\_\_\_.


Bryan David, Region 3  
Executive Director

Tim Clark, GOVA Region 3  
Council Chair



# FINANCIAL REPORT & PROJECT UPDATE

# GO VIRGINIA REGION 3 OPERATING BUDGET

GO Virginia Remittance Activity		 <small>VIRGINIA INITIATIVE FOR <b>GROWTH &amp; OPPORTUNITY</b> IN EACH REGION</small>														
Budget Year: March 1, 2023 to February 29, 2024																
Report Period: March 1, 2023 to December 31, 2023																
FY23 Approved Budget Allocation																
Budget Categories	Operating Budget	Previous Remittances	Remittance #11	Total to Date Remittances	Balance Remaining											
<b>Program Operations</b>																
Audit	1,170.00	-	-	-	1,170.00											
Meetings & Facilitation																
All Hands Meeting	8,000.00	5,681.59	-	5,681.59	2,318.41											
R 3 Meetings & Trainings	1,500.00	851.50		851.50	648.50											
Total Meetings & Facilitation	9,500.00	6,533.09	-	6,533.09	2,966.91											
Supplies	500.00	106.98		106.98	393.02											
Salaries - SPDC	80,000.00	70,481.15	-	70,481.15	9,518.85											
Contract Services																
SPDC UVA MOU	104,236.00	75,899.97		75,899.97	28,336.03											
SPDC Contract Staff - Riverlink	9,000.00	6,000.00		6,000.00	3,000.00											
SPDC Contract Staff - Nancy Pool	7,200.00	2,675.00	-	2,675.00	4,525.00											
Total Contract Services	120,436.00	84,574.97	-	84,574.97	35,861.03											
Marketing - Letterpress	31,900.00	24,327.40		24,327.40	7,572.60											
Rent - SOVA Innovation Hub	5,415.00	4,018.50		4,018.50	1,396.50											
<b>Total Program Operations</b>	<b>248,921.00</b>	<b>190,042.09</b>	<b>-</b>	<b>190,042.09</b>	<b>58,878.91</b>											
<b>Planning</b>																
Technical Assistance	1,079.00	-	-	-	1,079.00											
<b>Total Planning</b>	<b>1,079.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,079.00</b>											
<b>TOTAL</b>	<b>250,000.00</b>	<b>190,042.09</b>	<b>-</b>	<b>190,042.09</b>	<b>59,957.91</b>											
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td rowspan="5" style="width: 30%;"><b>The Checking Account is comprised of:</b></td> <td style="width: 15%; text-align: right;">\$47,039.72</td> <td>Local Funds (Martinsville-Henry Co EDC Match)</td> </tr> <tr> <td style="text-align: right;">421.31</td> <td>Cumulative Interest</td> </tr> <tr> <td style="text-align: right;">\$47,461.03</td> <td>Total</td> </tr> <tr> <td style="text-align: right;">(\$3,841.50)</td> <td>Monthly Expenses</td> </tr> <tr> <td style="text-align: right;"><b>\$43,619.53</b></td> <td><b>December Checkbook Balance</b></td> </tr> </table>						<b>The Checking Account is comprised of:</b>	\$47,039.72	Local Funds (Martinsville-Henry Co EDC Match)	421.31	Cumulative Interest	\$47,461.03	Total	(\$3,841.50)	Monthly Expenses	<b>\$43,619.53</b>	<b>December Checkbook Balance</b>
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<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="2" style="background-color: #e6f2ff;"><b>December Payments</b></td> </tr> <tr> <td style="width: 70%;">SOVA - December Rent - pd 12/21/23</td> <td style="text-align: right;">446.50</td> </tr> <tr> <td>Letterpress - December Marketing - pd 12/21/23</td> <td style="text-align: right;">2,645.00</td> </tr> <tr> <td>Riverlink Group -November Contract - pd 12/21/23</td> <td style="text-align: right;">750.00</td> </tr> <tr> <td style="text-align: right;"><b>Total</b></td> <td style="text-align: right;"><b>\$3,841.50</b></td> </tr> </table>						<b>December Payments</b>		SOVA - December Rent - pd 12/21/23	446.50	Letterpress - December Marketing - pd 12/21/23	2,645.00	Riverlink Group -November Contract - pd 12/21/23	750.00	<b>Total</b>	<b>\$3,841.50</b>	
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<b>Total</b>	<b>\$3,841.50</b>															

## FY22 GO VA OPERATING BUDGET

**GO Virginia Region 3**

**Report Period: April 1, 2022 to December 31, 2022**

**Draw Period: December 1, 2022 to December 31, 2022**

GO VIRGINIA



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

### FY 22 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Budget Revision #1 (+/-) Change	Budget Revision #1	Previously Paid Expenses	DHCD Request Submitted in Remittance 8	Total Expenses To Date	FY22 Available Funds
<b>Program Operations</b>							
Audit	\$ 1,170.00	\$ -	\$ 1,170.00	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation							
All Hands Meeting	-	-	-	-	-	-	-
Council Meetings	1,500.00	-	1,500.00	862.10	-	862.10	637.90
Total Meetings & Facilitation	1,500.00	-	1,500.00	862.10	-	862.10	637.90
Supplies	500.00	-	500.00	135.54	-	135.54	364.46
Salaries - SPDC	80,000.00	(5,289.47)	74,710.53	49,263.53	10,988.82	60,252.35	14,458.18
Contract Services							
SPDC UVA MOU	101,200.00	-	101,200.00	75,899.97	-	75,899.97	25,300.03
SPDC Contract Staff - Riverlink	9,000.00	-	9,000.00	6,000.00	-	6,000.00	3,000.00
SPDC Contract Staff - Nancy Pool	7,200.00	-	7,200.00	2,575.00	250.00	2,825.00	4,375.00
Total Contract Services	117,400.00	-	117,400.00	84,474.97	250.00	84,724.97	32,675.03
Marketing - Letterpress	31,900.00	-	31,900.00	24,312.07	-	24,312.07	7,587.93
Rent - SOVA Innovation Hub	5,415.00	-	5,415.00	3,600.50	446.50	4,047.00	1,368.00
<b>Total Program Operations</b>	<b>237,885.00</b>	<b>(5,289.47)</b>	<b>232,595.53</b>	<b>162,648.71</b>	<b>11,685.32</b>	<b>174,334.03</b>	<b>58,261.50</b>
<b>Planning</b>							
Technical Assistance							
All Hands Meeting	12,115.00	5,289.47	17,404.47	17,404.47	-	17,404.47	-
<b>Total Planning</b>	<b>12,115.00</b>	<b>5,289.47</b>	<b>17,404.47</b>	<b>17,404.47</b>	<b>-</b>	<b>17,404.47</b>	<b>-</b>
<b>TOTAL</b>	<b>\$ 250,000.00</b>	<b>\$ -</b>	<b>\$ 250,000.00</b>	<b>\$ 180,053.18</b>	<b>\$ 11,685.32</b>	<b>\$ 191,738.50</b>	<b>\$ 58,261.50</b>

**The Checking Account is comprised of:**  
   \$47,039.72 Local Funds - Unexpended (Martinsville/Henry County)  
   328.34 Interest  
   **\$47,368.06 Checkbook Balance**

Checks Submitted in Remittance 8	
9904 - SOVA Innovation Hub - Rent - December 2022	\$ 446.50
9905 - Nancy Pool - September and October 2022 Hours	250.00
9906 - SPDC - Salaries - November 2022	10,988.82
<b>Total Checks Submitted in Remittance 8</b>	<b>\$ 11,685.32</b>

## SVRA SITE DEVELOPMENT

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

Report Period: December 1, 2023 to December 31, 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 #2 10/11/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 35,000.00		\$ 836.00	\$ 836.00	\$ 34,164.00
Architectural and Engineering Fees	\$ 1,478,100.00	\$ 83,550.00	\$ 340,775.00	\$ 424,325.00	\$ 1,053,775.00
Administration - IALR	\$ 21,800.00	\$ 13,625.00	\$ 8,175.00	\$ 21,800.00	\$ -
<b>Awarded Total</b>	<b>\$ 1,534,900.00</b>	<b>\$ 97,175.00</b>	<b>\$349,786.00</b>	<b>\$446,961.00</b>	<b>\$ 1,087,939.00</b>

### 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	\$ 150,775.00	\$ 698,774.14	\$ 68,675.86
<b>Match Total</b>	<b>\$ 767,450.00</b>	<b>\$ 547,999.14</b>	<b>\$ 150,775.00</b>	<b>\$ 698,774.14</b>	<b>\$ 68,675.86</b>

Status: GOVA funds are 30% expended. To date, 1,561 acres have been raised in tier level. This includes 4 parks and 16 sites raised to Tier 4 as well as 1 park and 8 sites raised to Tier 5. SVRA meetings continue with local economic development partners to evaluate work accomplished to date and remaining needs for site development and characterization across the region. An extension was issued to support the work at the Coleman site for the longer term studies in Water and Transportation and for two other sites - Halifax Fairgrounds site and recertification needs at the Southern Virginia Mega site. The extension and budget amendment request took three months which delayed remittances.

## EXPERIENCE WORKS

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

Report Period: December 1, 2023 to December 31, 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
<b>SPDC Project Monitoring/Reporting</b>	\$ 15,018.00	\$ 4,227.38	\$ 280.00	\$ 4,507.38	\$ 10,510.62
<b>Administration - IALR</b>	\$ 37,082.00	\$ 1,885.44	\$ 3,212.90	\$ 5,098.34	\$ 31,983.66
<b>Contract Services</b>	\$ 25,000.00	\$ 4,280.00	\$ 4,200.00	\$ 8,480.00	\$ 16,520.00
<b>Fringe Benefits</b>	\$ 5,342.98	\$ 5,342.98		\$ 5,342.98	\$ -
<b>Salaries</b>	\$ 81,000.00	\$ 18,224.94	\$ 10,939.68	\$ 29,164.62	\$ 51,835.38
<b>Training</b>	\$ 75,528.00		\$ 3,205.51	\$ 3,205.51	\$ 72,322.49
<b>Supplies</b>	\$ 602.07	\$ 602.07		\$ 602.07	\$ -
<b>Other: Stipends</b>	\$ 276,054.95		\$ 8,000.00	\$ 8,000.00	\$ 268,054.95
<b>Awarded Total</b>	<b>\$ 515,628.00</b>	<b>\$ 34,562.81</b>	<b>\$ 29,838.09</b>	<b>\$ 64,400.90</b>	<b>\$ 451,227.10</b>

### REQUIRED MATCHING FUNDS

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

Status: GOVA funds are 13% expended. A sizable remittance request to cover the summer camp stipends is expected soon. To date, 9,413 students have participated in Career Choice events, 141 completed work-ready bootcamps, and 159 attended sector-focused camps. Major Clarity is now in all Region 3 school divisions.

## SEED INNOVATION HUB

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

Report Period: December 1, 2023 to December 31, 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
		\$ -	\$ -	\$ -	\$ -
<b>Awarded Total</b>	<b>\$ 674,304.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 674,304.00</b>

## 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
				\$ -	\$ -
<b>Match Total</b>	<b>\$ 2,368,222.00</b>			<b>\$ -</b>	<b>\$ 2,368,222.00</b>

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: December 1, 2023 to December 31, 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 #7 12/22/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 1,821.05	\$ 1,000.00	\$ 821.05	\$ 1,821.05	\$ -
Studies	\$ 98,178.95	\$ 83,000.00	\$ 15,178.95	\$ 98,178.95	\$ -
<b>Awarded Total</b>	<b>\$ 100,000.00</b>	<b>\$ 84,000.00</b>	<b>\$ 16,000.00</b>	<b>\$ 100,000.00</b>	<b>\$ -</b>

### 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	\$ 30,783.00	\$ 7,423.55	\$ 38,206.55	\$ (2,206.55)
Other: Advisory Committee	\$ 15,000.00	\$ 11,560.11	\$ 5,743.21	\$ 17,303.32	\$ (2,303.32)
<b>Match Total</b>	<b>\$ 51,000.00</b>	<b>\$ 42,343.11</b>	<b>\$ 13,166.76</b>	<b>\$ 55,509.87</b>	<b>\$ (4,509.87)</b>
					*over matched

Status: GOVA funds were 100% expended. DD#7 was the final remittance. The Strategic Economic Development Action Plan (SEDAP), Target Sector Analysis, Regional Incentive Review, and Workforce Analysis were all completed. Project close out documents are in process.

## MBC MIDDLE MILE CONSTRUCTION

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

Report Period: December 1, 2023 to December 31, 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
<b>Awarded Total</b>	<b>\$ 5,000,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 5,000,000.00</b>

### REQUIRED MATCHING FUNDS

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

Status: No draw activity to date. RFP for Engineering and Design was published 12/18/23. MBC is working with Timmons Group to update/complete the Environmental Assessment required by NTIA. MBC submitted and received approval for a 6-month budget, current letter of credit, and current opinion letter from their attorney as requested by NTIA. NTIA is conducting bi-weekly progress meetings with MBC. MBC advertised a Request for Proposals on 12/18/23 for Engineering and Design Services. Four (4) segments require full route engineering, design and permitting. Four segments have already been designed and need to be submitted for permitting.



## GUPTON INITIATIVE

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

Report Period: December 1, 2023 to December 31, 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 #7 12/11/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,700.00	\$ 2,090.00	\$ 587.65	\$ 2,677.65	\$ 22.35
Market & Feasibility Study	\$ 96,500.00	\$ 88,260.92	\$ 8,239.08	\$ 96,500.00	\$ -
<b>Awarded Total</b>	<b>\$ 99,200.00</b>	<b>\$ 90,350.92</b>	<b>\$ 8,826.73</b>	<b>\$ 99,177.65</b>	<b>\$ 22.35</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 55,000.00	\$ 49,500.00	\$ 273.42	\$ 49,773.42	\$ 5,226.58
<b>Match Total</b>	<b>\$ 55,000.00</b>	<b>\$ 49,500.00</b>	<b>\$ 273.42</b>	<b>\$ 49,773.42</b>	<b>\$ 5,226.58</b>

Status: GOVA funds were 99.9% expended. DD#7 was the final remittance; \$22.35 was unexpended. The Implementation Strategy & Roadmap was completed. The first students will enroll in Fall of 2024. Project close out documents are in process.

## CRC REDO

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

Report Period: December 1, 2023 to December 31, 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 #2 12/19/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting		\$ -	\$ -	\$ -	\$ -
Contract Services	\$ 65,000.00	\$ 14,449.73	\$ 35,586.93	\$ 50,036.66	\$ 14,963.34
<b>Awarded Total</b>	<b>\$ 65,000.00</b>	<b>\$ 14,449.73</b>	<b>\$ 35,586.93</b>	<b>\$ 50,036.66</b>	<b>\$ 14,963.34</b>

### 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	\$ 15,000.00	\$ 25,000.00	\$ 5,000.00
<b>Match Total</b>	<b>\$ 32,500.00</b>	<b>\$ 13,080.20</b>	<b>\$ 15,000.00</b>	<b>\$ 28,080.20</b>	<b>\$ 4,419.80</b>

Status: GOVA funds are 77% expended. Activities completed so far include: SWOT Analysis, Research, CRC REDO Infrastructure & Site Analysis, CRC REDO Organizational Development, CRC REDO Economic Profile, and CRC REDO Strategic Plan. The project is now transitioning from the data and product assessment phase into the fundraising feasibility phase. The CRC staff worked with the CRC REDO Working Committee to gather contact information for potential private investors from the region.

## GO TEC 2025

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

Report Period: December 1, 2023 to December 31, 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 #3 12/22/2023	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 17,288.00	\$ 940.50	\$ 2,631.65	\$ 3,572.15	\$ 13,715.85
Salaries & Fringe	\$ 1,966,228.00	\$ 76,791.59	\$ 95,871.92	\$ 172,663.51	\$ 1,793,564.49
Supplies	\$ 426,294.00	\$ 29,278.48	\$ 78,452.17	\$ 107,730.65	\$ 318,563.35
Contract Services	\$ 385,000.00	\$ 6,868.69	\$ 6,675.00	\$ 13,543.69	\$ 371,456.31
Equipment (Freight, Inflationary)	\$ 296,397.00	\$ 83,441.24	\$ 208,705.72	\$ 292,146.96	\$ 4,250.04
Marketing (Outreach)	\$ 94,000.00	\$ 752.34	\$ 2,900.00	\$ 3,652.34	\$ 90,347.66
Travel	\$ 33,500.00	\$ 57.20	\$ 42.93	\$ 100.13	\$ 33,399.87
Indirect Costs	\$ 256,114.00	\$ 15,775.17	\$ 31,410.24	\$ 47,185.41	\$ 208,928.59
<b>Awarded Total</b>	<b>\$ 3,474,821.00</b>	<b>\$ 213,905.21</b>	<b>\$ 426,689.63</b>	<b>\$ 640,594.84</b>	<b>\$ 2,834,226.16</b>

### MATCHING FUNDS

Budget Categories (FROM CAMS)	Committed Match	Previous Match	Current Match	Total Match to Date	Match Balance
Salaries & Fringe	\$ 570,907.00	\$ 103,278.26	\$ 61,974.46	\$ 165,252.72	\$ 405,654.28
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	\$ 504,959.30		\$ 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	\$ 4,309.89	\$ 6,691.20	\$ 3,308.80
Rent/Lease	\$ 1,049,100.00	\$ 1,500.00	\$ 1,500.00	\$ 3,000.00	\$ 1,046,100.00
<b>Match Total</b>	<b>\$ 2,426,079.00</b>	<b>\$ 701,563.80</b>	<b>\$ 67,784.35</b>	<b>\$ 769,348.15</b>	<b>\$ 1,656,730.85</b>

Status: GOVA funds are 18% expended. DHCD approved the realignment of positions to provide for a GO TEC Director who will supervise all of the regional Training Coordinators. Henry County is adding a middle school and Brunswick County will be adding their first school. The Navy has provided additional funding for energy training.

## SVCC: Expansion of GO TEC: Mechatronics Instructor

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

Report Period: December 1, 2023 to December 31, 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
<b>Awarded Total</b>	<b>\$ 139,732.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 139,732.00</b>

### 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
<b>Match Total</b>	<b>\$ 223,208.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 223,208.00</b>

**Status:** No remittance requests to date. The mechatronics instructor has been hired and classes have begun with 17 students enrolled in the Fall 2023 semester. First remittance is expected Q1 of 2024.

## P&HCC: Expansion of GO TEC: Welding Instructor

Grant Agreement Term: June 1, 2023 - May 31, 2025	
Report Period: December 1, 2023 to December 31, 2023	
Sub-Grantee: Patrick & Henry Community College	

### 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
<b>Awarded Total</b>	<b>\$ 118,545.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 118,545.00</b>

### 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	\$ -
<b>Match Total</b>	<b>\$ 129,261.00</b>	<b>\$ -</b>	<b>\$ 129,261.00</b>	<b>\$ 129,261.00</b>	<b>\$ -</b>

**Status:** Match has been met. No remittance requests to date. The welding instructor has been hired and classes have begun with 12 students enrolled in the Fall 2023 semester. First remittance is expected Q1 of 2024.

# PROJECT FUNDING MATRIX

## GO VIRGINIA REGION 3 PROJECT FUNDING MATRIX

Project Name	G & D Plan Investment Strategy	Project Status	Date of Award by State Bd	Date Closed*	Region 3 Per Capita Funded Amount	Region 3 State Funded Amount	Project Match	Funding Pool
<b>GO VA TOTAL ALLOCATIONS (2018-2024)</b>					<b>6,889,902.61</b>			
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-Planning
<b>GO TEC Phase 2A</b>	<b>Workforce Dev</b>	<b>Closed</b>	<b>03/12/19</b>	<b>6/30/2021</b>		<b>1,320,787.00</b>		<b>State Competitive</b>
E&I Strategic Initiative	Startup Ecosystem	Closed	10/09/19	1/13/2021	77,662.12		90,641.32	Per Capita
<b>Operation Last Mile Drone</b>	<b>Cluster Scale Up</b>	<b>Closed</b>	<b>04/15/20</b>	<b>10/15/2020</b>		<b>75,000.00</b>		<b>COVID ERR Fund</b>
IALR Common Platform	Workforce Dev	Closed	04/15/20	12/15/2021	88,914.96		119,369.53	Per Capita-Planning
<b>GO TEC Phase 2B</b>	<b>Workforce Dev</b>	<b>Closed</b>	<b>06/23/20</b>	<b>9/30/2022</b>		<b>3,575,741.00</b>		<b>State Competitive</b>
MBC Middle Mile Planning	Broadband	Closed	08/04/20	12/31/2022	100,000.00		891,159.12	Per Capita-Planning
<b>Bridge to Recovery</b>	<b>Cluster Scale Up</b>	<b>Closed</b>	<b>06/23/20</b>	<b>9/27/2023</b>		<b>767,818.64</b>		<b>COVID ERR Fund</b>
E&I Implementation	Startup Ecosystem	Closed	03/16/21	9/29/2023	449,000.00		418,229.59	Per Capita
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-Planning
SEED Innovation Hub	Startup Ecosystem	Active	12/15/21		674,304.00		2,368,222.00	Per Capita
VGA Refresh Planning	Site Development	Active	01/19/22		100,000.00		51,000.00	Per Capita-Planning
<b>MBC Middle Mile Construction</b>	<b>Broadband</b>	<b>Active</b>	<b>03/10/22</b>			<b>5,000,000.00</b>		<b>State Competitive</b>
Gupton Initiative Planning	Workforce Dev	Active	06/23/22		99,200.00		55,000.00	Per Capita-Planning
CRC REDO Planning	Startup Ecosystem	Active	08/18/22		65,000.00		44,500.00	Per Capita-Planning
<b>GO TEC Virginia 2025</b>	<b>Workforce Dev</b>	<b>Active</b>	<b>12/13/22</b>			<b>3,474,821.00</b>		<b>State Competitive</b>
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
SOVA RISE Build to Scale	Startup Ecosystem	Active	09/12/23		600,000.00		350,000.00	Per Capita
<b>SoVA Health Sciences Careers Planning</b>	<b>Workforce Dev</b>	<b>Active</b>	<b>09/12/23</b>			<b>133,000.00</b>	<b>67,500.00</b>	<b>Talent Pathways</b>
<b>Amelia County Regional Commerce Center</b>	<b>Site Development</b>	<b>Pending</b>			<b>100,000.00</b>			<b>Per Capita-Planning</b>
<b>GO TEC Region 3 Expansion</b>	<b>Workforce Dev</b>	<b>Pending</b>			<b>489,381.00</b>			<b>Per Capita</b>
<b>TOTAL PROJECT FUNDING</b>					<b>6,262,212.67</b>	<b>14,347,167.64</b>	<b>8,087,735.60</b>	
<b>FY 24 PER CAPITA PROJECT BALANCE</b>					<b>627,689.94</b>			
Of the \$1,000,000 that is awarded annually, no more than \$250,000 can be utilized for Planning Projects.						ERR-Economic Resilience & Recovery Fund		
Projects highlighted in green are not funded by the Region 3 Per Capita allocation.						ECB-Enhanced Capacity Building		

# G&D Plan Status Report



# Region 3 Growth and Diversification Plan Goals Status January 2024

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		<div style="background-color: #add8e6; padding: 2px; text-align: center;">Early Stage</div>
TALENT EVOLUTION	Monitor and advance the implementation of GO TEC		<div style="background-color: #f08080; padding: 2px; text-align: center;">At Risk</div>
	Support sector-based partnerships by identifying career paths for cross-walks incorporating new and emerging target sectors		<div style="background-color: #ffff00; padding: 2px; text-align: center;">Delayed</div>
	Support apprenticeship model implementation		
	Develop an approach to talent attraction and retention		
			<div style="background-color: #92d050; padding: 2px; text-align: center;">On Track</div> <div style="background-color: #00b0f0; padding: 2px; text-align: center;">Completed</div>

## Region 3 Growth and Diversification Plan Goals Status January 2024

Program Strategies	Goals	Status	Color Legend
<b>ENTREPRENEURIAL ECOSYSTEM</b>	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
			At Risk
	Sustain the designation of “significant” and increase the designation of “moderate” and “limited” in the entrepreneurial hubs within Region 3.		Delayed
			On Track
			Completed
<b>Organizational Strategies</b>	<b>Goals</b>		
<b>LEADERSHIP DEVELOPMENT</b>	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:** January 11, 2024

**TO:** Region 3 Council

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

Handwritten initials in blue ink, appearing to be 'RD'.

**RE: Institute for Advanced Learning and Research\_GO Virginia 3 Controlled Environment Agriculture Strategy and Roadmap**

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The project team from Virginia Tech's Center for Economic and Community Engagement presented the final report of the *Institute for Advanced Learning and Research\_GO Virginia 3 Controlled Environment Agriculture Strategy and Roadmap* on November 2, 2023. Over forty (40) economic and workforce development professionals from Region 3 and state and federal partners attended the event. Secretary of Agriculture and Forestry, The Honorable Matthew Lohr, provided opening remarks.

This project was undertaken by the Institute for Advanced Learning and Research through a Region 3 Enhanced Capacity Building (planning) grant.

The Virginia Tech authors of the report will make a presentation to the Region 3 Council at its meeting on January 17<sup>th</sup>.

A copy of the report can be found on the Region 3 website: [CEA Strategy and Roadmap](#).

**RECOMMENDATION:**

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





**DATE:** January 10, 2024

**TO:** Region 3 Council

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

Handwritten initials in blue ink, appearing to be 'RD'.

**RE: GO TEC Virginia 2025 Update**

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As the Region 3 Council may know, Great Opportunities in Technology and Engineering Careers ([GO TEC®](#)) is a strategic talent pipeline initiative designed to attract new companies and grow existing businesses in targeted traded sectors in GO Virginia Region 3 based on aligned economic development interests. The Region 3 Council provided the initial planning and implementation grant to the Institute for Advanced Learning and Research (IALR) to start the program.

GO TEC Virginia 2025 is a multi-region GO Virginia Statewide Competitive grant that expands and scales the program to Region 1 (Southwest Virginia), Region 4 (Petersburg area), and Region 5 (Hampton Roads). This expansion by IALR has been accomplished through coordinating entities in each of these regions.

Dr. Julie Brown, Vice President of Advanced Learning, IALR, will update the Region 3 Council at its meeting on January 17<sup>th</sup>.

**RECOMMENDATION:**

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

# OLD BUSINESS

# PROJECT PIPELINE





**DATE:** January 11, 2024

**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**

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

**New**

I. **Southern Virginia Regional Alliance – Fundraising Campaign Feasibility Study (new)**

-retain an experienced consultant to assess the potential for raising ongoing financial support from private, public, and non-profit stakeholders for the regional economic development organization

-this project is similar to the others funded by the Region 3 Council for the Virginia Growth Alliance and the Commonwealth Regional Council

-the working estimate for the Enhanced Capacity Building planning grant is approximately \$32,500

II. **Institute for Advanced Learning and Research (IALR) – Virginia Controlled Environment Agriculture Hub (new)**

-project principals from IALR, Virginia Tech, and GO Virginia Region 3 staff are developing a project to implement the CEA Strategy and Roadmap

-project application to be developed for IALR by the Virginia Tech Center for Economic and Community Engagement (authors of the CEA Strategy and Roadmap)

-tentative submission for consideration by the Region 3 Council at its meeting on 4.17.24 and estimated grant request underdevelopment

-project elements and grant funding request to be determined



Region 3 Council  
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**Prior**

III. **Brunswick County Public Schools and Henry County Public Schools GO TEC Lab Development**

- project pending approval by the Region 3 Council at the 1.17.24 meeting

IV. **SOVA Innovation Labs**

-no change\_timing and amount of the Region 3 Per Capita grant will be determined.

- 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 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 12<sup>th</sup> 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.

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

-project development will continue.



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V. **Region 3 Leadership Development Project**

- no change\_timing and amount of the Region 3 Enhanced Capacity Building grant is to be determined
- under development on how best to link to traded sector job creation

***Prior Information***

-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 Council's information. No action is needed.

# NEW BUSINESS



**DATE:** January 11, 2024

**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**

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The Project Review Committee met on Monday, July Tuesday, January 10<sup>th</sup>, to review the following project application:

**Region 3 GO TEC Expansion, Pathway Pilot, and Welding Hub Development**

- The Institute for Advanced Learning and Research (IALR) has proposed an expansion of the GO TEC talent pathway to include a classroom at its second middle school for Henry County Public Schools and one (1) new middle school classroom for Brunswick County Public Schools.
- Henry County Public Schools will launch a 9th and 10th-grade pathway pilot program, utilizing grant funds from the federal Defense Manufacturing Community Support Program.
- Patrick & Henry Community College will continue efforts to establish the Region 3 welding hub, aligned with the GO TEC hub and spoke vision.
- IALR and the project partners will use their respective student information systems databases to track outcomes to support the GO TEC Virginia 2025 data mapping and evaluation component.

The project budget from Region 3's 2023-2024 Per Capita allocation is:

\$489,381	GO Virginia Region 3 Per Capita Request
517,237	Match of 1:1 met through cash and in-kind_no match waiver requested) Sources_IALR, Brunswick County, Henry County, and Patrick & Henry Community College
<u>\$ 42,270</u>	Leveraged Match
<b>\$1,048,888</b>	<b>Total Project Budget</b>

The Project Review Committee met on January 10<sup>th</sup> and recommended approval of the project as proposed.

A summary of the project and the complete application will be provided under separate cover before the Region 3 Council meeting on January 17<sup>th</sup>.

**RECOMMENDATION:**

For the Region 3 Council's information.





**DATE:** January 10, 2024

**TO:** Region 3 Council

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

**RE: Election of Region 3 Council Chair and Vice Chair for 2024-2025**

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The April meeting represents the annual meeting of the GO Virginia Region 3 Council, and it is the meeting where the Council members elect the Chair and Vice-Chair for the coming year. Tim Clark currently serves as Chair, and Lauren Willis serves as Vice-Chair.

Also, staggered terms require no council member appointments/reappointments for the 2024-2025 cycle. Attached is a member roster for the 2023-2024 cycle.

**RECOMMENDATION:**

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



VIRGINIA INITIATIVE FOR  
**GROWTH &  
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IN EACH REGION

## COUNCIL CERTIFICATION FORM

Regional Council: **Region 3**

Certification Period: **7/1/2023** TO **6/30/2024**

Representing the following: (Please enter a "1" in the appropriate category; members may represent more than one category but please select ONE that represents their primary "voice".)

Name	Title	Organization	New or Unexpired Term	Reappointment or Appointment Status	Private Sector Business	Education	Civic/Community Leader	Local or Regional Economic Development	Workforce Development (private citizen member of the local workforce development board)	Local Government Representative	Regional Planning Entities	Non-Profits or Others	Optional/ Other
Timothy Clark	President	Blair Construction, Inc.	7/1/2021 - 6/30/2025	Reappointment	1								
Randolph Lail	Chairman of the Board	Benchmark Community Bank_Mid-Atlantic Broadband Communities Corporation	7/1/2021 - 6/30/2025	Reappointment	1								
James McClain	President/CEO	SW Virginia Energy Industries	7/1/2021 - 6/30/2025	Reappointment	1								
Clark Casteel	President/CEO	Danville Regional Foundation	7/1/2021 - 6/30/2025	New Appointment for unexpired term (7.1.22)								1	
Sherry Swinson	Executive Director, Baliles Center at Hull Springs, Longwood University	Longwood University	7/1/2021 - 6/30/2025	Reappointment		1							
Lauren Willis	Senior Administrative & Compliance Officer	Bank of Charlotte County	7/1/2021 - 6/30/2025	Reappointment	1								
Melody Foster	Executive Director	Commonwealth Regional Council	7/1/2021 - 6/30/2025	New Appointment							1		
Rhonda Hodges	Vice President, Workforce, Economic & Community Development	Patrick Henry Community College (West Piedmont Workforce Development Board0	7/1/2021 - 6/30/2025	New Appointment					1				
Alfreda Reynolds	Director of Economic Development	Brunswick County	7/1/2021 - 6/30/2025	New Appointment				1					
Sheldon Barr	President	VCU Health Community Memorial Hospital	7/1/2023 - 6/30/2027	New Appointment (1st Term)	1								
Robert Bates	Market Leader/Vice President	Benchmark Community Bank	7/1/2023 - 6/30/2027	Reappointment (1st Term)	1								
Kristin Gee	General Counsel & Corporate Secretary	Kyanite Mining Corporation	7/1/2023 - 6/30/2027	Reappointment (1st Term)	1								
Dr. Amy Griffin	Deputy Executive Director	Virginia Association of School Superintendents	7/1/2023 - 6/30/2027	Reappointment (2nd Term)			1						
Dr. Keith Harkins	Vice President - Academic & Workforce Programs	Southside Virginia Community College	7/1/2023 - 6/30/2027	Reappointment (1st Term)		1							
Charles Majors	Chairman of the Board	American National Bank	7/1/2023 - 6/30/2027	Reappointment (2nd Term)	1								
John Parkinson	CEO	Drake Extrusion, Inc.	7/1/2023 - 6/30/2027	Reappointment (2nd Term)	1								
Jeremy Satterfield	TechSpark Community Engagement Manager	Microsoft Corporation	7/1/2023 - 6/30/2027	Reappointment (1st Term)	1								
Dale Wagoner	County Administrator	Henry County	7/1/2023 - 6/30/2027	New Appointment (1st Term)						1			
<b>VACANT</b>			7/1/2023 - 6/30/2027	New Appointment (1st Term)	1								
<b>Subtotal</b>					<b>11</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	
<b>Total Membership Per Bylaws</b>	<b>19</b>	<b>Membership Total</b>			<b>19</b>								
<b>Private Sector as Percentage of Total Membership</b>	<b>58%</b>												



# PROGRAM DIRECTOR'S REPORT



**DATE:** January 10, 2024

**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: Joint Legislative Audit and Review Commission Report on GO Virginia**

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As you may recall, the GO Virginia program was under review by the General Assembly's Joint Audit and Review Commission (JLARC) staff in 2023. This review was directed by the Commission, which is comprised of members of the Virginia House of Delegates and Senate.

The purpose of the review was to determine the effectiveness of the GO Virginia program not because of any identified problems or concerns but because it was a relatively new State economic development program that had yet to be reviewed. A JLARC review was appropriate at this juncture.

The JALRC staff presented the report to the Commission on December 11, 2023. The report can be found at [GO Virginia Program Report](#).

In the main, JALRC staff finds the GO Virginia program has effectively promoted regional collaboration through its nine (9) regional councils and advanced economic and workforce development in the Commonwealth. However, processes and performance measures must be re-engineered and policies updated based on how the program has evolved since 2017.

The Region 3 Council should favorably that JLARC staff recommend that healthcare workforce development should be an eligible business sector for GO Virginia grants in the future. In my opinion, this recommendation validates the argument made by the Region 3 Council for the recent planning grant to start the Southern Virginia Partnership for Health Science Careers.

Attached is a copy of the slide deck used by JLARC staff to present the report to the Commission and a copy of the complete report.

The top-line findings and recommendations from the report for the GO Virginia State Board are:

- GO Virginia is likely improving regional collaboration and having positive economic impacts.
- Some eligibility and application requirements are unnecessarily restrictive.
- Program governance is appropriate, administration is effective, and GO VA is not duplicating other state programs.



- The 1:1 match requirement should be made 2:1 permanently via a Code of Virginia amendment, and the State Board should eliminate or reduce the local match requirement. [A Code of Virginia amendment to effect this recommendation has been filed for the 2024 General Assembly session.]
- The eligibility requirements for statewide competitive funds should be expanded.
- The job creation requirement should be replaced with a requirement that grant projects result in new or expanded workforce or economic development activities.
- The Department of Housing and Community Development should be delegated grant approval for grants that have been recommended for administrative approval by the State Board workgroups.
- The Return on Investment (ROI) measure board should be required for only large projects, and experienced professionals should perform such calculations instead of applicants.
- The Secretary of Labor should be eligible to be appointed to the State Board via a Code of Virginia amendment.

The GO Virginia State Board has formed several committees to undertake a detailed review of JLARC's recommendations and bring forward their recommended changes for policy and procedures over the following calendar year.

As previously communicated, a letter signed by all of the nine (9) regional council Chairs was prepared to request the GO Virginia State Board includes all nine (9) councils in the JLARC review and recommendation process it is undertaking. Attached is a copy of the letter.

**RECOMMENDATION:**

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

December 21, 2023

Nancy Howell Agee, Chair  
GO Virginia State Board  
c/o Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, VA 23219

Dear Chair Agee,

We join you in celebrating the release of the recent Joint Legislative Audit and Review Commission (JLARC) report on the GO Virginia program. The report's headline conclusions, that GO Virginia is improving regional collaboration and that projects have positive regional economic impacts, validate the choices we have made to volunteer our time to participate in the program at the regional level.

We also want to thank you and state staff for taking proactive steps to address issues covered in the report. The creation of new paths for access to the State Competitiveness Fund will be of great value in addressing one of JLARC's concerns with the full utilization of program funds. We also appreciate the creation of several state board committees to engage on issues of evaluation and process. We hope regional leadership will be purposely engaged in discussions with these committees and active contributors, moving the program forward together.

We also believe serious consideration is warranted for JLARC's recommendation to amend the Code of Virginia to return match requirements for GO Virginia projects to those utilized during the FY21–FY23 timeframe. The JLARC report provides very persuasive evidence that the 2:1 match requirement for all types of grants and waiver of local match enhanced the utilization of funds, increased the commitment of other matching funds, and still provided meaningful paths for local commitments.

Yours in partnership,

DocuSigned by:  
*Mark Eschle*  
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Mark Eschle  
Chair, GO Virginia Region 1 Council

DocuSigned by:  
*William Amos*  
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William Amos  
Chair, GO Virginia Region 2 Council

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*Timothy Clark*  
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Timothy Clark  
Chair, GO Virginia Region 3 Council

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*Mark Hourigan*  
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Mark Hourigan  
Chair, GO Virginia Region 4 Council

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*Thomas Frantz*  
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Thomas Frantz  
Chair, GO Virginia Region 5 Council

DocuSigned by:  
*John Anzivino*  
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John Anzivino  
Chair, GO Virginia Region 6 Council

DocuSigned by:  
*Raul "Danny" Vargas*  
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Daniel Vargas  
Chair, GO Virginia Region 7 Council

DocuSigned by:  
*Joanie Eiland*  
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Joanie Eiland  
Vice-Chair, GO Virginia Region 8 Council

DocuSigned by:  
*Ethan Dunstan*  
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Ethan Dunstan  
Chair, GO Virginia Region 9 Council

cc: Sara Dunnigan, DHCD Deputy Director





**DATE:** January 10, 2024

**TO:** Region 3 Council

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

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

**RE: GO Virginia State Board – Region 3 Per Capita Applications**

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The GO Virginia Region 3 Council had two (1) projects for approval by the GO Virginia State Board at its meeting on December 12<sup>th</sup>. The following are those projects and each's disposition:

**Southern Virginia Business Ready Sites**

- The project involved reprogramming unexpended up-tiering funds totaling \$865,400 for use at the Berry Hill Mega Site in Pittsylvania County and the Wilkins Site in Halifax County and a contract extension.
- The State Board approved the reprogramming as proposed.

**Virginia Growth Alliance Site Development Phase 2**

- The project involved up-tiering two (2) sites in Lunenburg County and one (1) site in Brunswick County with a GO Virginia grant award of \$183,385
- The Lunenburg County sites would be elevated to Tier 3, and the Brunswick County site would be elevated to Tier 5.
- DHCD GO Virginia staff and the State Board workgroup advised that they were recommending the application be denied based on certain factors, including:
  - VGA's recently developed Strategic Economic Development Action Plan does not provide details on how these sites will be marketed to end users;
  - What steps would VGA take to operationalize and sustain itself as a regional economic development organization; and,
  - There remained missing gaps for sites in the region without a clearly defined marketing strategy linked to the current inventory of the VGA's sites.
- After consulting with David Denny (VGA Executive Director) and after he communicated with VGA's Board of Directors, it was agreed that withdrawing the application was the best course of action given the subjective rationale used to recommend the State Board deny the application. This decision would allow VGA to revisit these sites for a GO Virginia Region 3 grant in the future.
- It should be noted that the DHCD GO Virginia staff and the State Board workgroup gave favorable guidance to separate these sites from earlier VGA's Phase I application and resubmit once the strategic plan is in place. This guidance was followed but ended with a denial recommendation.



GO Virginia Region 3 Council  
January 10, 2024  
Page 2

- There could be a path forward for one of the Lunenburg County sites, given the minimal work needed to increase it to a Tier 3 status. As such, this site may be pursued for a GO Virginia Region 3 grant in the near future.

**RECOMMENDATION:**

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







**DATE:** January 10, 2024

**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 Cybersecurity Job Creation System (GO Virginia Region 5)**

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In 2021, the GO Virginia Region 3 Council supported the above-referenced project undertaken by GO Virginia Region 5 under the Statewide Competitive grant program. This project was being managed by Old Dominion University (ODU) and the ODU Research Foundation (ODURF) to set up the education/training component to create a cybersecurity career pathway to support Department of Defense contractors. Attached is the Region 3 Council's letter of support for this project.

The GO Virginia Region 5 staff has advised that the Cybersecurity Maturity Model Certification (CMMC) element of the CJCS program that would support these contractors did not advance as anticipated since the updated federal standards are yet to be released. In addition to programmatic issues, there have been other challenges over the contract's life.

For this reason, DHCD Director Bryan Horn sent a letter to Region 5 Council Chair Tom Frantz advising the request to extend the grant agreement out another year (6.14.24) would not be supported by DHCD GO Virginia staff. GO Virginia Region 5 leaders and the project principals at ODU agreed not to move forward with the extension requested and to proceed with closing out the grant by the end of the year. Attached is the correspondence from DHCD and GO Virginia Region 5.

**RECOMMENDATION:**

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



May 7, 2021

Mr. James K. Spore  
President and CEO  
Reinvent Hampton Roads  
101 West Main Street, Suite 415  
Norfolk, Virginia 23510

**RE: GO Virginia Region 5\_Cybersecurity Job Creation System State Competitive Fund Application**

Dear Jim:

Please consider this a letter of support for the Cybersecurity Job Creation System State Competitive Fund application, which is being submitted to GO Virginia Region 5 by Old Dominion University. On July 15, 2020, the GO Virginia Region 3 Council endorsed this project. Our staff has been actively following the transition of the application to its sponsorship by Old Dominion University. On behalf of the Region 3 Council, we again express our support for the project.

We understand Department of Defense (DoD) contractors will be required to hold a new DoD cybersecurity accreditation (CMMC). We understand that DoD contractors and subcontractors not possessing this accreditation will be barred from participating in future DoD procurements. Old Dominion University's focus on developing a CMMC Compliance System and a cost-effective CMMC accreditation preparation system will help address this coming requirement.

Region 3 is home to over 170 DoD contractors representing over \$352 million in contract revenue. Region 3 is also home to the Foreign Affairs Security Training Center (FAST-C) in Nottoway County. In addition, our region is home to over 23,000 veterans, who are part of the training program's target audience. Business and talent retention is a priority for Region 3; for these reasons, the Council continues its endorsement of the project.

If the project is approved, Region 5 intends to establish a project advisory committee that includes representatives from each endorsing GO Virginia Region. We would welcome the opportunity to participate on that committee.

Thank you for letting us share our continuing support for the application.

Sincerely,

A handwritten signature in black ink that reads "E. Randolph Lail".

E. Randolph Lail  
Chairman

cc: GO Virginia Region 3 Council



Glenn Youngkin  
Governor

Caren Merrick  
Secretary of  
Commerce and Trade

# COMMONWEALTH of VIRGINIA

## DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

Bryan W. Horn  
Director

November 8, 2023

Thomas R. Frantz  
Chairman, GO Virginia Region 5 Council

Dear Chairman Frantz,

On June 14<sup>th</sup>, 2023, Virginia Department of Housing and Community Development (DHCD) received a request for a contract extension from Hampton Roads Executive Roundtable staff on behalf of the subgrantee for the Cybersecurity Job Creation System (CJCS) project, the Old Dominion University Research Foundation (ODURF). The project was set to have its contract period end on June 14<sup>th</sup>, 2023. DHCD staff have worked with Roundtable and ODURF staff in the ensuing months to gather additional information around the request, with a deadline of September 30<sup>th</sup>, 2023, for submission of information.

After careful consideration of the request, the Department of Housing and Community Development will not be moving forward with an extension of the project. However, DHCD wants to ensure that the subgrantee can submit a request(s) for reimbursement for the work completed on the project during the contract period. Attached to this message is a contract amendment which would allow for the subgrantee to submit these through December 31, 2023.

Thank you for your continued service on the GO Virginia Region 5 Council. Should you have any questions, please do not hesitate to contact our staff.

Respectfully,

Bryan Horn  
Director



November 28, 2023

Mr. Bryan Horn  
Director  
Virginia Department of Housing and Community Development (DHCD)  
Main Street Centre  
600 East Main St., Suite 300  
Richmond, VA 23219

SUBJ: GO VA Project: Cybersecurity Job Creation System (CJCS)

Dear Mr. Horn:

Thank you for considering our request for an extension of the Cybersecurity Job Creation System (CJCS) project on behalf of subgrantee, the Old Dominion University Research Foundation (ODURF). The CJCS project is an important one for cybersecurity training to support a key regional industry cluster, and there were several circumstances which underpinned the request for extension.

However, after further discussion with DHCD/GO Virginia staff Sara Dunnigan and the subgrantee team from ODU, we accept your decision to not move forward with an extension of the project. We will move ahead through December 31, 2023 with ODURF to submit request(s) for reimbursement for work completed during the contract period ending June 14, 2023.

We appreciate the GO Virginia Program, and your staff's leadership and ongoing support to the Region 5 Council.

Regards,



Thomas R. Frantz  
Chair, GO Virginia Region 5 Council

Cc: Ms. Sara Dunnigan  
Shannon Robinson, Ed.D.  
Nancy L. Grden