

**GOVA REGION 3
EXECUTIVE COMMITTEE
MEETING PACKET**

March 20, 2024



GO Virginia Region 3 Executive Committee

Date and Time: March 20, 2024
10:00 am – 12:00 pm

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

Link: <https://tinyurl.com/yk8eudfm>

Dial-In: 507-473-4847

Meeting ID: 88069399580

Password: 644511

Purpose Statement

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

AGENDA

- | | |
|---|------------|
| I. Call to Order and Vice Chairman's Opening Comments | Tim Clark |
| II. Roll Call and Confirmation of Quorum | Deb 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 Approved Projects Update | Deb Gosney |
| VII. GO Virginia Region 3 Project Funding Matrix Report | Deb Gosney |

Special Appearances and Presentations (none)

Old Business

- | | |
|------------------------|-----------|
| VIII. Project Pipeline | Tim Clark |
|------------------------|-----------|

New Business

Tim Clark

- | | |
|--|-------------|
| IX. Committee Reports | |
| a. Project Review Committee | |
| i. Southern Virginia Regional Alliance Public-Private Partnership Sustainability Study | Bryan David |
| b. Nominating Committee | Tim Clark |
| X. Southern Virginia Partnership for Health Science Careers_Modify Contract for Subgrantee Change and Project Update | Bryan David |



**AGENDA
(continued)**

XI. Enhanced Capacity Building Planning Grant_Amelia County
Regional Commerce Center

Bryan David

Program Director's Report

Bryan David

XII. GO Virginia Region 3 FY2023-2024 Operating Budget (draft)

XIII. Controlled Environment Agriculture_ Advancing Virginia's Controlled
Environment Agriculture Sector through Translational Research and
Economic and Workforce Development

XIV. 2024 All Hands Meeting Cancellation and Reprogramming to
Subregional Events

XV. GO Virginia Region 3 Council Leadership Advance

XVI. GO Virginia State Board (3.12.24) – Action on Region 3 Application

Adjourn

MINUTES

**GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE
MEETING MINUTES
Wednesday, November 15, 2023**

REGULAR BUSINESS

Call To Order

Chair Clark called the GO Virginia (GOVA) Region 3 Executive Committee virtual meeting to order on Wednesday, November 15, 2023, at 10:03 a.m.

Roll Call and Confirmation of Quorum

Chair Clark declared a quorum was present.

Region 3 Executive Committee Members

Members	In Person	Absent	Virtual
Clark Casteel			X
Timothy J. Clark			X
E. Randolph Lail			X
Rhonda Hodges			X
Lauren Willis			X

Region 3 Staff

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

Presenters & Guests

Name - Title	Organization	In Person	Virtual
Linda Green – Executive Director	Southern Virginia Regional Alliance		X

Public Comments

No written or 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)
Randolph Lail	Mid-Atlantic Broadband; SOVA IH; RISE Collaborative
Rhonda Hodges	GO TEC; Patrick Henry Community College; RISE Collaborative
Clark Casteel	Danville Regional Foundation

Approval of Minutes

Chair Clark noted that the minutes were received via email prior to the meeting and included in the meeting packet. **Randy Lail made a motion that the minutes from the September 20, 2023, Executive Committee meeting be approved as presented; the motion was seconded by Lauren Willis and approved unanimously by roll call vote.**

Financial Report & Project Update

Deborah Gosney reviewed the Financial Report and Funding Matrix that were included in the meeting packet for the period October 1, 2023 to October 31, 2023. Bryan David provided a status update on each active project. **Randy Lail made a motion that the Financial Report be approved as presented; the motion was seconded by Clark Casteel and approved unanimously by roll call vote.**

OLD BUSINESS

Project Pipeline Updates

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

- SOVA Innovation Labs (Per Capita)
- Region 3 Leadership Development Project
- Brunswick County Public Schools – GO TEC Lab Development
- IALR- Controlled Environment Agriculture (CEA) Strategy Roadmap

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

NEW BUSINESS

The Southern Virginia Regional Alliance (SVRA), through its Executive Director Linda Green, has requested a contract extension and approval to reprogram unexpended funds for Strengthening Southern

Virginia's Economy by Expanding the Inventory of Shovel Ready Sites, approved in May 2021. The contract will be extended from 9.30.23 to 3.31.24 and reprogram \$865,400. Additional details were provided in the meeting packet. **Clark Casteel made a motion to approve the reprogramming and extension of the SVRA Site Development Project as presented; the motion was seconded by Lauren Willis and 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 included the CEA Strategy Roadmap and next steps, the Growth & Diversification Plan update, and the FY23 Region 3 Annual Report. There were no questions, nor comments, from the Committee.

OTHER BUSINESS/ADJOURN

There being no additional business matters to go before the GOVA Region 3 Executive Committee, Chair Clark adjourned the meeting at 10:58 a.m.

Deborah Gosney, Southside PDC
Executive Director

Timothy Clark, Region 3
Council Chair

These minutes were approved by the Executive Committee on _____.

FINANCIAL REPORT & PROJECT UPDATE

FY22 GO VA OPERATING BUDGET

GO Virginia Region 3

Report Period: April 1, 2022 to February 28, 2023

Draw Period: February 1, 2023 to February 28, 2023

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	Budget Revision #2 (+/-) Change	Budget Revision #2	Previously Paid Expenses	DHCD Request Submitted in Remittance 10	Total Expenses To Date	FY22 Available Funds
Program Operations									
Audit	\$ 1,170.00	\$ -	\$ 1,170.00	\$ 130.00	\$ 1,300.00	\$ -	\$ 1,300.00	\$ 1,300.00	\$ -
Meetings & Facilitation									
All Hands Meeting	-	-	-	-	-	-	-	-	-
Council Meetings	1,500.00	-	1,500.00	(637.90)	862.10	862.10	-	862.10	-
Total Meetings & Facilitation	1,500.00	-	1,500.00	(637.90)	862.10	862.10	-	862.10	-
Supplies	500.00	-	500.00	(364.46)	135.54	135.54	-	135.54	-
Salaries - SPDC	80,000.00	(5,289.47)	74,710.53	5,172.73	79,883.26	72,138.92	7,744.34	79,883.26	-
Contract Services									
SPDC UVA MOU	101,200.00	-	101,200.00	(0.04)	101,199.96	101,199.96	-	101,199.96	-
SPDC Contract Staff - Riverlink	9,000.00	-	9,000.00	-	9,000.00	6,000.00	3,000.00	9,000.00	-
SPDC Contract Staff - Nancy Pool	7,200.00	-	7,200.00	(3,650.00)	3,550.00	3,150.00	400.00	3,550.00	-
Total Contract Services	117,400.00	-	117,400.00	(3,650.04)	113,749.96	110,349.96	3,400.00	113,749.96	-
Marketing - Letterpress	31,900.00	-	31,900.00	(175.33)	31,724.67	26,957.07	4,767.60	31,724.67	-
Rent - SOVA Innovation Hub	5,415.00	-	5,415.00	(475.00)	4,940.00	4,493.50	446.50	4,940.00	-
Total Program Operations	237,885.00	(5,289.47)	232,595.53	-	232,595.53	214,937.09	17,658.44	232,595.53	-
Planning									
Technical Assistance									
All Hands Meeting	12,115.00	5,289.47	17,404.47	-	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	\$ -	\$ 250,000.00	\$ 232,341.56	\$ 17,658.44	\$ 250,000.00	\$ -

The Checking Account is comprised of:

	\$47,039.72	Local Funds - Unexpended (Martinsville/Henry County)
	365.96	Interest
	\$47,405.68	
	(522.40)	Balance of Check 9930 to Letterpress Communications - To be submitted in FY23 Funding
	\$46,883.28	Checkbook Balance as of February 28, 2023

Checks Submitted in Remittance 10	Amount
9922 - SOVA Innovation Hub - Rent - February 2023	\$ 446.50
9923 - Dunham, Aukamp & Rhodes - FY22 Audit	1,300.00
9924 - Letterpress Communications - Marketing - Jan 2023	2,645.00
9925 - The Riverlink Group - Oct 2022 to Jan 2023	3,000.00
9926 - Nancy Pool - January 2023	400.00
9927 - SPDC - Salaries - January 2023	7,744.34
9930 - Letterpress Communications - Marketing - Feb 2023	2,122.60
Total Checks Submitted in Remittance 10	\$ 17,658.44

GO VIRGINIA REGION 3 OPERATING BUDGET

GO Virginia Remittance Activity	 
Budget Year: March 1, 2023 to February 29, 2024	
Report Period: March 1, 2023 to February 29, 2024	

FY23 Approved Budget Allocation

Budget Categories	Operating Budget	Operating Budget-Revision #1	Previous Remittances	Remittance #12	Total to Date Remittances	Balance Remaining
Program Operations						
Audit	1,170.00	1,170.00	-	-	-	1,170.00
Meetings & Facilitation			-		-	-
All Hands Meeting	8,000.00	5,681.59	5,681.59	-	5,681.59	-
R 3 Meetings & Trainings	1,500.00	1,500.00	851.50		851.50	648.50
Total Meetings & Facilitation	9,500.00	7,181.59	6,533.09	-	6,533.09	648.50
Supplies	500.00	118.74	118.74		118.74	(0.00)
Salaries - SPDC	80,000.00	88,323.31	77,594.46	5,486.35	83,080.81	5,242.50
Contract Services			-		-	-
SPDC UVA MOU	104,236.00	101,199.96	75,899.97	25,299.99	101,199.96	-
SPDC Contract Staff - Riverlink	9,000.00	7,500.00	6,750.00		6,750.00	750.00
SPDC Contract Staff - Nancy Pool	7,200.00	2,675.00	2,675.00	-	2,675.00	-
Total Contract Services	120,436.00	111,374.96	85,324.97	25,299.99	110,624.96	750.00
Marketing - Letterpress	31,900.00	36,287.40	30,997.40	2,645.00	33,642.40	2,645.00
Rent - SOVA Innovation Hub	5,415.00	4,465.00	4,465.00		4,465.00	-
Total Program Operations	248,921.00	248,921.00	205,033.66	33,431.34	238,465.00	10,456.00
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	250,000.00	205,033.66	33,431.34	238,465.00	11,535.00

The Checking Account is comprised of:		47,039.72	Local Funds (Martinsville-Henry Co EDC Match)
		431.73	Interest cumulative through January 2024
		47,471.45	Total
		(\$35,140.11)	February Payments
		12,331.34	Current Checkbook Balance

February Payments	
Southside PDC -January Salaries-pd 01/31/24	7,195.92
University of VA- 2nd Qtr Contract Services-pd 02/15/24	25,299.99
Letterpress-January Marketing pd 02/15/24	2,645.00
Total	35,140.91

SVRA SITE DEVELOPMENT

Grant Agreement Term: Oct. 1, 2021 - June 30, 2024

Report Period: February 1, 2024 to February 29, 2024

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	\$ -
Awarded Total	\$ 1,534,900.00	\$ 97,175.00	\$349,786.00	\$446,961.00	\$ 1,087,939.00

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	\$ 150,775.00	\$ 698,774.14	\$ 68,675.86
Match Total	\$ 767,450.00	\$ 547,999.14	\$ 150,775.00	\$ 698,774.14	\$ 68,675.86

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. Work continues at the Coleman and Halifax Fairgrounds sites. 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 through June 30, 2024 was included in the most recent contract amendment.

EXPERIENCE WORKS

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

Report Period: February 1, 2024 to February 29, 2024

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 #6 2/21/2024	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 15,018.00	\$ 7,271.38	\$ 522.50	\$ 7,793.88	\$ 7,224.12
Administration - IALR	\$ 37,082.00	\$ 6,915.89	\$ 4,311.43	\$ 11,227.32	\$ 25,854.68
Contract Services	\$ 25,000.00	\$ 8,480.00	\$ 3,000.00	\$ 11,480.00	\$ 13,520.00
Fringe Benefits	\$ 5,342.98	\$ 5,342.98		\$ 5,342.98	\$ -
Salaries	\$ 81,000.00	\$ 47,105.90	\$ 16,002.24	\$ 63,108.14	\$ 17,891.86
Training	\$ 75,528.00	\$ 5,803.01	\$ 7,579.85	\$ 13,382.86	\$ 62,145.14
Supplies	\$ 602.07	\$ 602.07		\$ 602.07	\$ -
Other: Stipends	\$ 276,054.95	\$ 19,085.00	\$ 28,033.74	\$ 47,118.74	\$ 228,936.21
Awarded Total	\$ 515,628.00	\$ 100,606.23	\$ 59,449.76	\$ 160,055.99	\$ 355,572.01

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 54,000.00	\$ 27,207.03		\$ 27,207.03	\$ 26,792.97
Training	\$ 39,164.00	\$ 75,028.11	\$ 1,170.36	\$ 76,198.47	\$ (37,034.47)
Other: Stipends	\$ 164,650.00	\$ 174,950.00	\$ 12,332.90	\$ 187,282.90	\$ (22,632.90)
Match Total	\$ 257,814.00	\$ 277,185.14	\$ 13,503.26	\$ 290,688.40	\$ (32,874.40)
					*Overmatched

Status: GOVA funds are 31% expended. 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. The sub-grantee expects to return approximately \$200,000 of this award to the Region 3 pool; local governments contributed more than what was initially anticipated to the program, decreasing the total amount needed.

SEED INNOVATION HUB

Grant Agreement Term: January 2, 2023 - January 1, 2025	
Report Period: February 1, 2024 to February 29, 2024	
Sub-Grantee: Longwood University Real Estate Foundation	

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.

MBC MIDDLE MILE CONSTRUCTION

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

Report Period: February 1, 2024 to February 29, 2024

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: 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.

CRC REDO: CLOSED

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

Report Period: February 1, 2024 to February 29, 2024

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 #3 1/23/2024	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting		\$ -	\$ -	\$ -	\$ -
Contract Services	\$ 65,000.00	\$ 50,036.66	\$ 14,242.79	\$ 64,279.45	\$ 720.55
Awarded Total	\$ 65,000.00	\$ 50,036.66	\$ 14,242.79	\$ 64,279.45	\$ 720.55

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Administration (CRC)	\$ 2,500.00	\$ 3,080.00		\$ 3,080.20	\$ (580.20)
Contract Services	\$ 30,000.00	\$ 25,000.00	\$ 4,419.80	\$ 29,419.80	\$ 580.20
Match Total	\$ 32,500.00	\$ 28,080.20	\$ 4,419.80	\$ 32,500.00	\$ -

Status: This project is complete and close out documents are in process. GOVA funds were 99% expended. Activities completed include: SWOT Analysis, Research, CRC REDO Infrastructure & Site Analysis, CRC REDO Organizational Development, CRC REDO Economic Profile, and CRC REDO Strategic Plan. The CRC staff worked with the CRC REDO Working Committee to gather contact information for potential private investors from the region and is now exploring fundraising feasibility.

GO TEC 2025

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

Report Period: February 1, 2024 to February 29, 2024

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
Awarded Total	\$ 3,474,821.00	\$ 213,905.21	\$ 426,689.63	\$ 640,594.84	\$ 2,834,226.16

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
Match Total	\$ 2,426,079.00	\$ 701,563.80	\$ 67,784.35	\$ 769,348.15	\$ 1,656,730.85

Status: GOVA funds are 18% expended. All three open positions have been filled. New employees will begin April 1. GO TEC team is now up to ten. Two new teachers for the new sites have been trained bringing the total to 12 new teachers trained for the new sites. Additionally, 10 new teachers have been trained at the existing middle school sites. Training lab upfit continues; the Region 1 lab is 100% complete, the Region 4 lab is 90% complete, and the Region 5 lab is 85% complete.

SVCC: Expansion of GO TEC: Mechatronics Instructor

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

Report Period: February 1, 2024 to February 29, 2024

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 #1 1/24/2024	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ -	\$ 229.95	\$ 229.95	\$ 1,770.05
Salaries & Fringe	\$ 137,732.00	\$ -	\$ 23,937.08	\$ 23,937.08	\$ 113,794.92
Awarded Total	\$ 139,732.00	\$ -	\$ 24,167.03	\$ 24,167.03	\$ 115,564.97

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	\$ 132,438.00	\$ -
Dual Enrollment Tuition	\$ 90,770.00	\$ -	\$ -	\$ -	\$ 90,770.00
Match Total	\$ 223,208.00	\$ -	\$ 132,438.00	\$ 132,438.00	\$ 90,770.00

Status: GOVA funds are 17% expended. The first cohort of dual enrollment students have began on the Keysville campus. Students from 5 counties (Charlotte, Buckingham, Lunenburg, Cumberland, and Prince Edward). To date, all students have passed their first two credential tests. They will now take their EPA refrigerant handling certification and be eligible for Southside Virginia Community College's HVAC Level I Career Studies Certificate.

P&HCC: Expansion of GO TEC: Welding Instructor

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

Report Period: February 1, 2024 to February 29, 2024

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. A total of twelve high school students participated in welding courses in Fall 2023. Spring welding courses began in January 2024 with a total of twelve students enrolled. First remittance is expected in March.

VIRGINIA'S GROWTH ALLIANCE (VGA) SITE DEVELOPMENT PROJECT

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

Report Period: February 1, 2024 to February 29, 2024

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 #	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 5,000.00				
A&E	\$ 326,225.00				
Outreach	\$ 3,825.00				
Awarded Total	\$ 335,050.00	\$ -	\$ -	\$ -	\$ -

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Total Paid to Date	Current Match	Total Match To Date	Match Balance
Site Work	\$ 42,500.00				
A&E	\$ 125,500.00				
Match Total	\$ 168,000.00	\$ -	\$ -	\$ -	\$ 168,000.00

Status: No remittance activity to date. Due diligence updates are nearing completion at the FASTA site. A&E work is in process at the Heartland and Lunenburg sites. Due to a recently identified issue with the CSX Railway easement, a rescope will be required for the I-85 Park; this process is currently underway.

TPI: HEALTH SCIENCES CAREERS PLANNING

Grant Agreement Term: January 1, 2024 - December 31, 2024

Report Period: February 1, 2024 to February 29, 2024

Sub-Grantee: Blue Ridge Partnership for Health Science Careers

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 #	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00				
Contract Services	\$ 131,000.00				
Awarded Total	\$ 133,000.00	\$ -	\$ -	\$ -	\$ -

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Total Paid to Date	Current Match	Total Match To Date	Match Balance
Contract Services	\$ 67,500.00				
Match Total	\$ 67,500.00	\$ -	\$ -	\$ -	\$ 67,500.00

Status: No remittance activity to date. The Southern Virginia (SOVA) Partnership for Health Science Careers held its kick-off meeting on January 18th at IALR in Danville with over 35 attendees. The SOVA Partnership convened committee organization meetings on March 4th. The committees impaneled are Talent Pathways, IT/Analytics, and Academic Planning. Each committee developed a work plan and schedule through September 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
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-Planning
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
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-Planning
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-Planning
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
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
MBC Middle Mile Construction	Broadband	Active	03/10/22			5,000,000.00		State Competitive
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
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
SOVA RISE Build to Scale	Startup Ecosystem	Active	09/12/23		600,000.00		350,000.00	Per Capita
SoVA Health Sciences Careers Planning	Workforce Dev	Active	09/12/23			133,000.00	67,500.00	Talent Pathways
Amelia County Regional Commerce Center	Site Development	Pending			100,000.00			Per Capita-Planning
GO TEC Region 3 Expansion	Workforce Dev	Pending			489,381.00			Per Capita
TOTAL PROJECT FUNDING					6,262,212.67	14,347,167.64	8,087,735.60	
FY 24 PER CAPITA PROJECT BALANCE					627,689.94			
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		
*Fiscal Close Out Report date.								

OLD BUSINESS

PROJECT PIPELINE



DATE: March 12, 2024

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to read 'RBD', is written 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. **Institute for Advanced Learning and Research (IALR) – Controlled Environment Agriculture_ Advancing Virginia’s Controlled Environment Agriculture Sector through Translational Research and Economic and Workforce Development**

-implementation project for Region 3 CEA Strategy and Roadmap

-project summary prepared and being distributed to staff at first-level funders, viz.: GO Virginia, Tobacco Commission Region Revitalization Commission, and US Economic Development Administration/West Piedmont Planning District Commission

-IALR has engaged the Virginia Tech Center for Economic and Community Engagement (authors of the CEA Strategy and Roadmap) to prepare the GO Virginia application

-application for the Tobacco Commission Region Revitalization Commission to be completed by IALR; application for US EDA to be completed by West Piedmont Planning District Commission and IALR

-budget development is being initiated and will proceed in detail after the upcoming collaboration meeting held with first-level funders and the CEA project team

-tentative submission for consideration by the Region 3 Council at its meeting on 7.17.24; preview of application presented to Region 3 Executive Committee tentatively scheduled for 6.19.24

II. **SOVA Innovation Labs (no change)**

-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 adaptively 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.



Region 3 Executive Committee
March 12, 2024
Page 2

- 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.

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

-project development will continue.

III. **Region 3 Leadership Development Project (no change)**

-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 Executive Committee’s information. No action is needed.

NEW BUSINESS



DATE: March 12, 2024

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to read 'RBD', is positioned to the right of the 'FROM:' line.

RE: Southern Virginia Regional Alliance Public-Private Partnership Sustainability Study

The Project Review Committee reviewed the above application during the week of March 10-15. It was emailed to each committee member for review and agreement on the recommendation to the Executive Committee.

This approach was used because of the other public-private partnership sustainability studies funded by the Region 3 Council over the last two years. These studies supported the work of Virginia's Growth Alliance in the eastern subregion and the formation of a new regional economic development organization through the work of the Commonwealth Regional Council in the northern subregion.

A summary of the project and the complete application are attached.

PROJECT REVIEW COMMITTEE (PRC) RECOMMENDATION:

The PRC recommends approval of the application as proposed because of its alignment with the goals of the 2023 Growth & Diversification Plan to promote and support sustainable regional economic development organizations in all three (3) subregions. The PRC further found that the application is similar to the prior applications approved for Virginia's Growth Alliance and the Commonwealth Regional Council.



EXECUTIVE COMMITTEE SUMMARY

Project Name: Southern Virginia Regional Alliance Public-Private Partnership Sustainability Study

Applicant: Institute for Advanced Learning and Research

Participating Localities: City of Danville and the Counties of Halifax, Pittsylvania, and Patrick

Status of the Project:

- The application was reviewed by the Project Review Committee during the week of March 11-15.
- If the Region 3 Executive Committee approves, the application will be submitted to the Department of Housing Community and Development GO Virginia staff for administrative approval by March 22nd.

Funding Category:

- The project would be funded from GO Virginia Region 3's Per Capita allocation as an Enhanced Capacity Building (ECB) planning project. The current unobligated balance for the FY2023-2024 is approximately \$600k.

Funding and Match:

\$37,800.00	GO Virginia Region 3 Per Capita ECB Request
<u>37,984.98</u>	Match of 1:1 met through in-kind goods and services_no match waiver requested) Source_SVRA and member localities participation
\$75.784.98	Total Project Budget

Background Information

- Since 2010, the SVRA has marketed the Southern Virginia region along the western portion of GO Virginia Region 3 with the support of the localities of Patrick, Pittsylvania, and Halifax Counties and the City of Danville. In 2013, IALR joined forces with SVRA, combining their economic development and IALR administrative resources to support the localities' collaborative efforts for economic growth. IALR serves as the fiscal agent, provides administrative support, and hosts the SVRA.

Project Description:

- SVRA will initiate a sustainability study by a third-party contractor to ascertain the capacity to launch a successful investor campaign and the regional private sector partners' ability to support the effort to enhance resources for a robust public-private partnership.



- The contracted sustainability study will include the following preparation steps:
 - Develop a prospectus based on materials provided by the Client to include a detailed overview of the proposed plan and implementation budget.
 - Research and analyze donor history to advise in prioritizing a list of potential business, community, and foundation leaders to be interviewed.
 - Draft the introductory letter to area leaders requesting their participation.
 - Draft a questionnaire to be utilized during the interviews.
 - Develop an investment table to be utilized during the interviews.
 - Provide an online scheduling structure, scheduling guidelines, and training for the Client's interview scheduler.
- This will be followed by 40-60 interviews, analysis and goal assessment, opportunity analysis, and communication, including:
 - three weeks of interviews with potential investors
 - evaluation of the research derived from all interviews
 - a summary of the findings in a written report, and
 - presentation of the report to the SVRA Board.
- The SVRA administration will provide all information and content for developing the required study documents, inclusive of:
 - organizational background,
 - strategies, initiatives, and programs to be funded,
 - marketing materials,
 - a detailed test budget aligned to initiatives/areas of work,
 - a list of prospective interviewees in consultation with localities,
 - template for interview background completion for appropriate identified contacts, donor and investor history,
 - key leaders for introductory letters in consultation with localities,
 - printing and mailing investor letters, and
 - managing overall milestones and timelines.

Alignment with the Region 3 Growth & Diversification Plan (2023):

- The Region 3 Growth & Diversification Plan Update for 2023 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.
- The 2023 update retained the 2021 Growth and Diversification goals concerning regional economic development organizations:

Site Development (p. 9) and Leadership (p. 12)

Goal: Support Sustainable Regional Economic Development Systems in the Eastern and Northern Subregion

Strategy: Support the development of strategies and plans to sustain a regional approach for economic development in the in the subregions.



Region 3 Considerations

- This project complements identical public-private partnership sustainability studies funded by the Region 3 Council for the regional economic development organization work undertaken by Virginia's Growth Alliance in the eastern subregion and the Commonwealth Regional Council in the northern subregion.
- The project aligns with the 2023 Growth & Diversification Plan goal of having three sustainable and productive regional economic development organizations in Region 3.

Attachments:

- Region 3 Per Capita ECB Application (Attachment 1)
- Project Sources and Uses Budget (Attachment 2)
- Match Commitment (Attachment 3)
- Letters of Support (in process)



Attachment 1

Region 3 Per Capita ECB Application



Virginia Growth and Opportunity Fund (GO Virginia)

Planning Grant Application

REGION: GO Virginia Region 3

SUPPORT ORGANIZATION: Institute for Advanced Learning and Research (IALR)

APPLICANT: Institute for Advanced Learning and Research (IALR)

PROJECT NAME: Southern Virginia Regional Alliance Public-Private Partnership Sustainability Study

Please limit your responses to 500 words.

1. Targeted industry impact.

The SVRA targeted sectors that will be impacted include high-performance manufacturing; advanced materials; environmental and life sciences, including wood products and ag bio; and information technology and professional services that align with the GO Virginia Region 3 Core Sectors.

2. Participating localities.

Participating localities include the City of Danville and the Counties of Halifax, Pittsylvania, and Patrick, and all will be involved in actively engaging their private sector businesses in economic development efforts.

3. Opportunity and challenges addressed by the project.

Since 2010, the SVRA has marketed the Southern Virginia region along the western portion of GO Virginia Region 3 with the support of the localities of Patrick, Pittsylvania, and Halifax Counties and the City of Danville. In 2013, IALR joined forces with SVRA, combining their economic development and IALR administrative resources to support the localities' collaborative efforts for economic growth. IALR serves as fiscal agent, provides administrative support, and hosts the SVRA.

The SVRA and supporting localities have delivered a strong return on investment to the region in recruitment and retention efforts. From the original formation, funders at the Virginia Economic Development Partnership and Virginia Tobacco Commission encouraged them to make the alliance a public-private partnership and extend opportunities to industry-led solutions to support talent attraction and retention efforts within the regional market. With the well-established structure for support of local and regional economic industry recruitment and retention, SVRA has a solid foundational structure and plan for supporting

capacity building to sustain efforts to enhance the region's gross domestic product by adding private sector participation and guidance.

4. **Scope of work.**

SVRA will initiate a sustainability study by a third-party contractor to ascertain the capacity to launch a successful investor campaign and the regional private sector partners' ability to support the effort to enhance resources for a robust public-private partnership.

The contracted sustainability study will include the following preparation steps:

- Develop a prospectus based on materials provided by the Client to include a detailed overview of the proposed plan and implementation budget.
- Research and analyze donor history to advise in the prioritization of a list of potential business, community, and foundation leaders to be interviewed.
- Draft the introductory letter to area leaders requesting their participation.
- Draft a questionnaire to be utilized during the interviews.
- Develop an investment table to be utilized during the interviews.
- Provide an online scheduling structure, scheduling guidelines, and training for the Client's interview scheduler.

This will be followed by 40-60 interviews, analysis and goal assessment, opportunity analysis, and communication, including:

- three weeks of interviews with potential investors,
- evaluation of the research derived from all interviews,
- a summary of the findings in a written report, and
- presentation of the report to the SVRA Board.

The SVRA administration will provide all information and content for developing the required study documents inclusive of:

- organizational background,
- strategies, initiatives, and programs to be funded,
- marketing materials,
- a detailed test budget aligned to initiatives/areas of work,
- a list of prospective interviewees in consultation with localities,
- template for interview background completion for appropriate identified contacts,
- donor and investor history,
- key leaders for introductory letters in consultation with localities,
- printing and mailing investor letters, and
- management of overall milestones and timelines.

5. Project budget and sources of matching funds.

The budget of \$75,784.98 would provide \$32,500 for the feasibility study and \$2,500 for their associated travel by the contracted staff. \$2,800 would be provided for an 8% support organization management of the grant. Matching funds will be provided by \$24,250.20 cash contribution for salary for 135 hours from the Executive Director to assist with the planning and implementation of the study, to identify companies for participation, along with the SVRA administrative staff support of 300 hours to book calls, meetings, and provide marketing and operational support for the contract team. Cash for the associated SVRA staff benefits would include \$6,634.78. In addition, SVRA would provide \$1000 cash for marketing supplies and \$2,500 SVRA staff travel to support the project. Localities are also committing strategic guidance to identify private sector experts and the progression of the study with 4 hours per month for three months from 3 economic developers/SVRA Board Members at an average of \$75 per hour for \$3,600 in local in-kind support. They also participate in the strategic and operational guidance for SVRA as members of the Board of Directors.

Requested funding from GO Virginia

Feasibility by third-party consultant	\$32,500.00
Travel Expenses by the consultant	\$ 2,500.00
Administration of grant to IALR	<u>\$ 2,800.00</u>
Total	\$37,800.00

Matching Support

Administrative and Regional Management	\$24,250.20
Fringes	\$ 6,634.78
Marketing Supplies	\$ 1,000.00
Travel for Administrative Staff	<u>\$ 2,500.00</u>
Sub-total from SVRA	\$34,384.98
Local In-kind Contributions	<u>\$ 3,600.00</u>
Total	\$37,984.98

Total GO VA and In-kind Budget	\$75,784.98
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6. Alignment with the Region 3's Growth and Diversification Plan.

To strengthen the sustainability and long-term survival of a regional economic development organization, stakeholders must have buy-in to the plan and purpose. The natural evolution is to incorporate a public-private partnership model to increase leadership and support for not just industrial development but also talent development and retention to sustain these efforts.

This proved more difficult in the GO Virginia Region 3 due to limited resources and economy of scale. Significant work in demonstrating the benefits of collaborative effort by governmental bodies of the localities in the western portion of the region has increased success with local site development and regional workforce initiatives. This has enhanced the opportunity to join forces with the private sector to improve future community and economic development initiatives. It also promises to encourage similar efforts across the entire region.

This aligns with the GO Virginia Region 3 Council's goal **to develop an approach to talent attraction and retention by identifying barriers, including childcare and housing**. While this project focuses on expansion to the private sector in the western region of GO Virginia Region 3, it will continue to sustain a model that can be utilized across the entire region. Working with the private sector, SVRA will work to find additional support for community development that includes linking public and private support for greater resources and results.

It also addresses **support for developing strategies and plans to sustain regional approaches to support sustainable regional economic development systems**. The western portion of GO Virginia Region 3 has had great ROI for collaborative work in economic development. Involving the private sector is the next evolution of these efforts, and it promises to complement the efforts in the remainder of the region. Long-term sustainability will depend on the buy-in of community development in conjunction with economic development, and this will require the united support and leadership of the private sector as well as the existing support provided by the public sector.

7. **Describe the line of sight from this planning work to an eligible GO Virginia implementation project. Describe the project outcome(s) you hope to gain from this implementation project.**

This feasibility study draws from 14 years of successful economic development efforts by coordinating local economic development teams into a regional SVRA collaborative team. The existing SVRA strategic plan and sector analysis are aligned with the GO Virginia Region 3 Growth and Diversification Plan. Localities and regional administration align and support efforts but lack private sector leadership, support, and participation.

This study aligns plans to draw in private sector participation and support and strengthen monetary and leadership support for the long-term survival and success of the SVRA plan. Based on the study's outcomes, SVRA is prepared to launch a private-sector investor campaign immediately. This will include direct support from project management, administrative, and locality support. Without this partnership, SVRA operates at a fraction of the capacity of other regional partnerships across the state. This is a needed next step in the evolution of SVRA.

The Region 3 Council's long-term strategy is to have three sustainable regional economic development organizations in GO Virginia Region 3. These would be SVRA, Virginia's Growth Alliance, and the new one to serve the Commonwealth Regional Council's localities. It is entirely conceivable that these regional economic development organizations could collaborate and pursue a large-scale implementation project. However, each organization must become financially sustainable through public-private partnerships, and this is a critical first step before identifying a specific implementation project or project.

Required Attachments

- Match Verification Form(s)
- Sources & Uses Budget ([DHCD Template](#)- please submit EXCEL version, not PDF)
- Letters demonstrating [meaningful local participation](#)

Issued / last updated July 2023



Attachment 2

Project Sources and Uses Budget

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)	Description of Uses of Additional Leverage	Amount (\$)	Type of Leverage (Dropdown)	Source of Leverage	Documentation Submitted (Dropdown)
		\$	- Total Leveraged Funds		

Directions: Please list all sources and uses associated with additional leverage beyond the required match. **Additional leverage SHOULD NOT be included in the CAMS application budget.** **NOTE:** State funds may only be used as additional leverage and may not contribute to the required \$2:1 match.

Type of Funds	Totals	
GO Virginia	\$	37,800.00
Matching Funds	\$	37,984.98
Total CAMS Budget	\$	75,784.98
Additional Leverage	\$	-
Total Project Budget	\$	75,784.98

**These answers will autofill from previous tabs.*

Type of Match	Totals	
Matching Funds	\$	37,984.98
	At least \$1:1	YES
Local Match	\$	3,600.00



Attachment 3

Match Commitment

**Southern Virginia Regional Alliance
Investor Campaign Sustainability Study**

SVRA Management In-Kind Contributions

SVRA Executive Director Management of Project (45 hours per month for 3 months @ \$72.79 per hour * 45 * 3 months)	\$ 9,827.11
Fringes for SVRA Ex Dir	\$ 2,567.18
SVRA Administrative Support (100 hours per month for 3 months @ \$48.08 per hour * 100 * 3 months)	\$14,423.09
Fringes for Administrative Support	\$ 4,067.59
Marketing Supplies	\$ 1,000.00
Travel by SVRA Staff	\$ 2,500.00

SVRA Board Participation – Inkind Contributions **\$ 3,600.00**

4 SVRA Board Members @ estimated average wage of \$75/hour,
for 3 monthly – 2 one-hour meetings and 2 one-hour reviews
monthly for 3 months * 4 hours * 4 Board Members * \$75

- Halifax County - 1
- Patrick County - 1
- Pittsylvania County - 1
- City of Danville - 1

Total In-kind Contributions **\$37,984.97**





DATE: March 12, 2024

TO: Region 3 Executive Committee

FROM: Tim Clark, Chair, Nominating Committee
Bryan David, Program Director

RE: Reappointments_Appointment for 2024-2025

The following is an update concerning membership of the Region 3 Council and its standing committees:

- A vacancy remains on the Region 3 Council for a private-sector representative from the Northern Subregion. A candidate has been identified for appointment and should be presented to the Region 3 Council at its meeting on April 17th.
- Jordan Miles recently advised that he will be relocating to Alexandria and, consequently, must step off as Chair of the Project Review Committee. He wants to share with the Executive Committee that he enjoyed serving, which leaves knowing the GO Virginia Region 3 Council will continue its good work. Jordan served as one of the two citizen members of the Project Review Committee.
- Charley Majors, a long-tenured private sector member of the Region 3 Council since the beginning, agreed to serve through the end of 2023-2024. A replacement candidate is being identified and recruited. If this is successful, his replacement to fill an unexpired term can be appointed at the July 17th meeting.
- Charley Majors has expressed great interest in continuing to serve and add value to the Region 3 Council. Given his interest, the Region 3 Council could appoint him as a non-voting advisor to the Executive Committee.

The bylaws provide that the Region 3 Council "...may appoint committees as deemed necessary to meet the Council requirements... the Virginia Growth and Opportunity Act and to fulfill the duties of the Council." Towards this end, the Project Review Committee is comprised of two (2) Region 3 Council members and two (2) citizen [non-council members] representatives.

An additional consideration is that the Region 3 Council will undergo a transition in membership during the next two (2) reappointment_appointment cycles. The bylaws limit members to two (2) consecutive four-year terms. There are five (5) members whose term will end on 6.30.25 and who are not eligible for reappointment.

In light of this situation, it would be helpful to the Executive Committee to have a limited number of past members willing to serve as advisors, providing institutional memory and experience during this transition period.



GO Virginia Region 3
Executive Committee
March 12, 2024
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Accordingly, it would be appropriate for the Nominating Committee, with support from the Executive Committee, to recommend to the Region 3 Council at its April 20th meeting that a non-voting advisor to the Executive Committee be added effective July 1st and that Charley Majors be appointed.

Attached is a current copy of the Region 3 Council roster for the 2023-2024 cycle. No members' terms will expire on June 30th.

RECOMMENDATION:

Per the Region 3 Executive Committee's discussion.



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
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			
VACANT			7/1/2023 - 6/30/2027	New Appointment (1st Term)	1								
Subtotal					11	2	1	1	1	1	1	1	
Total Membership Per Bylaws	19	Membership Total			19								
Private Sector as Percentage of Total Membership	58%												





DATE: March 12, 2024

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Southern Virginia Partnership for Health Science Careers (SOVA Partnership)_Modify Contract for Subgrantee Change and Project Update

- I. **Modify Contract for Subgrantee Change** – The GO Virginia subgrantee for the SOVA Partnership was initially designated as the West Piedmont Planning District Commission (WPPDC) in Martinsville. This organization is eligible to serve as a subgrantee. In this role, it will process and disburse grant draws and coordinate preparing and submitting reports and close-out documents with DHCD GO Virginia staff. Additionally, WPPDC agreed to receive and disburse a matching grant from the Claude Moore Foundation (CMF) to support the work of the SOVA Partnership.

The WPPDC was also going to employ a contract Executive Director for the SOVA Partnership. GO Virginia and CMF would fund this position. An individual had been engaged in this role last Fall solely with CMF funding and before the GO Virginia planning grant award. The project principals agreed that the position would transition to funding from GO Virginia and CMF at the beginning of 2024. Unfortunately, the individual resigned because of a spouse's job relocation.

In light of this situation, the President of the Blue Ridge Partnership for Health Science Careers (Blue Ridge Partnership), Cynthia Lawrence, agreed to serve as the staff support for the SOVA Partnership. The Blue Partnership had been identified as an organization directly supporting the work of the SOVA Partnership in the GO Virginia grant application.

The Blue Ridge Partnership is an eligible non-profit that can receive and administer GO Virginia grant funds and has administered a similar GO Virginia grant from Region 2. Further, it is eligible to receive and administer the CMF matching grant. Based on discussion among all parties, it is agreed that transferring the GO Virginia and CMF grants from the WPPDC to the Blue Ridge Partnership would be more efficient and effective.

This transfer was presented to DHCD GO Virginia staff, who agreed that, given the circumstances, the contract could be reworked to remove the WPPDC as the Subgrantee and designate the Blue Ridge Partnership as the Subgrantee going forward. To effect this modification, letters from WPPDC, the Blue Ridge Partnership, and a letter from the Region 3 Council requesting this modification should be submitted to DHCD GO Virginia. Once received, the Region 3 Council, the Southside Planning District Commission, and the Blue Ridge Partnership will prepare and execute a revised contract.



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Executive Committee
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RECOMMENDATION:

Authorize the Program Director to coordinate with the West Piedmont Planning District Commission principals, the Blue Partnership for Health Science Careers, and the Region 3 Council Chair to have the contract revised to designate the Blue Ridge Partnership as the SOVA Partnership's Subgrantee.

- II. **Project Update** - The Institute for Advanced Learning and Research in Danville hosted a kick-off meeting for the SOVA Partnership on January 18th. Over 35 representatives from the region's healthcare employers, educators, and allied stakeholders convened to begin this first-of-its-kind effort in Region 3. During the meeting, Cynthia Lawrence with the Blue Ridge Partnership for Health Science Careers and former Secretary of Health Dr. William Hazel with the Claude Moore Foundation gave an overview of the SOVA Partnership's upcoming work and emerging state-wide policies addressing healthcare workforce development.

The SOVA Partnership held its second meeting on March 4th to formulate a work plan and organize several committees. These committees are Talent Pathways, Academic Planning, and IT/Analytics. They will develop an implementation plan targeted for completion this coming fall.

As stated earlier, Ms. Lawrence, who leads the Blue Ridge Partnership, will directly support the SOVA Partnership and its committees. She is receiving additional staffing support from Carilion Clinic.

Attached is a roster of those who attended the kick-off meeting and are populating the committees.

RECOMMENDATION:

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

**Southern Virginia Partnership for Health Science Careers
Leadership Meeting Roster_1.18.24 (v1.17.24)**

Name	Organization	Position
Susan Burnette	Centra Health	Human Resources Business Partner
Jenny Carter	Sentara	Director, Strategic Workforce Planning
Nicole Dockery	Sentara Halifax Regional Hospital	Vice President and Chief Nursing Officer
Steve Heatherly	Sovah Health	Market President
Sheldon Barr	VCU Health Community Memorial Hospital	President
David Tucker	Commonwealth Care	President & COO
Blair Swim	Medical Facilities of America	Director of Human Resource Services
Jessica Fowlkes	Medical Facilities of America_Piney Forest Health & Rehabilitation	Director of Human Resources
Dr. Mark Funkey	Danville Community College	Vice President of Workforce Services
Dr. Greg Hodges	Patrick & Henry Community College	President
Rhonda Hodges	Patrick & Henry Community College	Vice President Workforce Development
Dr. Quentin Johnson	Southside Virginia Community College	President
Dr. Keith Harkins	Southside Virginia Community College	Vice President of Academic & Workforce Development Programs
Dr. Betty Adams	Southern Virginia Higher Education Center	Executive Director
Dr. Tiffany Franks	Averett University	President
Dr. Sally Shannon	Longwood University	Associate Dean, College of Education, Health, and Human Services
Sheri McGuire	Longwood University	Associate Vice President for Economic and Community Development
Dr. Chip Jones	Cumberland County Public Schools	Superintendent
Dr. Mark Jones	Pittsylvania County Public Schools	Superintendent
Telly Tucker	Institute for Advance Learning and Research	President
Dr. Julie Brown	Institute for Advance Learning and Research	Vice President, Advanced Learning/GO TEC
Terra Napier	South Central Workforce Investment Board	Executive Director
Robbie Knight	West Piedmont Workforce Development Board	Business Services Manager
Linda Green	Southern Virginia Regional Alliance Institute for Advanced Learning and Research	Vice President, Economic Development
David Denny	Virginia's Growth Alliance	Executive Director
Melody Foster	Commonwealth Regional Council (PDC)	Executive Director
Deborah Gosney	Southside Planning District Commission	Executive Director
Susanne Belle	Danville Regional Foundation	Senior Program Officer
Kate Keller	Harvest Foundation	President
Dr. Sandy Strayer	Harvest Foundation	Program Officer
Project Team		
Cynthia Lawrence	Blue Ridge Partnership for Health Science Careers	President
Dr. Caroline Sutter	George Mason University	Co-Director, Center for Health Workforce at Mason
Dr. William Hazel	The Claude Moore Charitable Trust	Senior Deputy Executive Director
Shirley Bazdar	The Claude Moore Charitable Trust	Claude Moore Scholars/Healthcare Education Program Manager
Kristy Eberly	West Piedmont Planning District Commission	Executive Director
Bryan David	GO Virginia Region 3/UVA Cooper Center	Program Director
Liz Povar	GO Virginia Region 3	Program Support Staff





DATE: March 12, 2024

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Enhanced Capacity Building Planning Grant_Amelia County Regional Commerce Center

At its October 18, 2023 meeting, the Region 3 Council approved a business site planning grant for the Amelia County Economic Development Authority to complete "due diligence" elements to secure the Virginia Economic Development Partnership's Tier 3 ranking for a 100+ acre property on US Route 360.

Following this action, the application was submitted to DHCD GO Virginia staff for administrative approval in late October 2023. Because of the GO Virginia grant application deadlines in November DHCD staff would not complete its review until after the GO Virginia State Board meeting in early December. The applicant understood the delay in the submission to the review period.

In early December, DHCD GO Virginia staff advised that a qualified engineering firm must complete a "site suitability" assessment before the planning grant would be approved. The purpose of this study was to determine whether the site was suitable for the business sectors cited in the application as aligned with the Region 3 Growth & Diversification Plan. The Amelia County EDA engaged Timmons, a consulting engineering firm familiar with these matters, and the GO Virginia program at its own cost. A copy of the assessment is attached.

A copy of the assessment was submitted to DHCD GO Virginia staff in late January. The staff advised that the assessment did not meet their expectations of what a "site suitability" assessment should address. An example of a "site suitability" assessment was requested so the Amelia County EDA could direct Timmons to produce the requested information. DHCD staff contacted the Virginia Economic Development Partnership for an example, but VEDP declined to share one as it is proprietary information.

The next step was a meeting with the Amelia County EDA representatives, DHCD GO Virginia staff, Timmons representatives, and the Region 3 Program Director, which was held on March 5th. The purpose of this meeting was to understand better what information the DHCD staff wanted in the "site suitability" assessment. DHCD GO Virginia staff gave some guidance on what the assessment should include.

Timmons is preparing this document's scope, budget, schedule, and deliverables. It will likely be completed after the agenda package is distributed to the Executive Committee for the March 20th meeting. Consequently, an update on this matter will be presented at the meeting.



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It should be noted that DHCD GO Virginia stated that the GO Virginia funding could be increased to cover the cost of the "site suitability" assessment. Essentially, funding this document is pre-work before the full planning grant would be funded. There is no issue with the eligible match, as the Amelia County EDA purchased the site for approximately \$750k.

Once the Timmons proposal arrives, a second GO Virginia planning grant application will be prepared and submitted to DHCD GO Virginia staff for review and approval. The Timmons representatives estimate the additional work is in the range of \$20-25k.

To keep this project moving forward, the Executive Committee could approve a second application as outlined above, authorize the Program Director to do the necessary things to prepare the second application and submit it to DHCD GO Virginia staff. Based on this scenario, the Region 3 per capita funding would increase from \$100k to \$120-125k.

RECOMMENDATION:

Per Executive Committee discussion.



January 25, 2024

Mr. Taylor Harvie, County Administrator
Mr. Neal Barber, Consultant
Amelia County Economic Development Authority
16360 Dunn Street
Amelia Court House, VA 23002

Via email: taylor.harvie@ameliacova.com and nealbarber1944@gmail.com

**Re: Amelia Richardson Road Site
Site Review in relation to proposed NAICS Codes**

Dear Messrs. Harvie and Barber:

Amelia County Economic Development Authority (EDA) requested that Timmons Group provide an independent review of the above referenced site in conjunction with our market knowledge of prospective industries and economic development sites throughout the Southeast United States, in particular Virginia, in conjunction with the proposed NAICS Codes.

Amelia County EDA provided the following information for review by Timmons Group:

- Site Certification Report for Amelia County Richardson Road Site dated August 2022
- Richardson Road Boundary Survey dated October 2022
- Phase II ESA dated January 2023
- Conceptual Master Plan dated June 2023
- Regional Site Development Planning Grant Application dated September 2023

Site Overview:

The site is approximately 132 acres located on the north side of, and adjacent to, US 360 and approximately 5 miles west of Amelia Court House. The site is approximately 40 miles west of downtown Richmond and within a 30-45 min drive time of a significant potential workforce. According to 2022 VDOT traffic counts, there are approximately 13,800 vehicles per day that pass by the site.

Based upon the Conceptual Master Plan, the site can accommodate buildings ranging in size from 20,000 SF to 250,000 SF with a total potential of 1,018,000 SF at full build-out. The site currently does not have public water and sewer serving the site, however, public water and sewer facilities are located approximately 4 miles due east of the site towards Amelia Court House.

Potential Markets Served:

In the grant application, Amelia County EDA noted that the following GO Virginia Region 3 Target Industries and NAICS codes could apply to the site (594 total):

- Selected Agriculture and Food Processing - 311411 thru 311423, 311710 thru 311812, 311999, and 312120 thru 312140

Amelia Richardson Road Site - Site Review / NAICS Codes

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- 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

A review of the NAICS Codes in conjunction with the site assets and development potential indicates that the site could potentially work for all the NAICS codes listed above, with the following general exceptions:

- Mixed Mode Transit Systems and Commuter Rail Systems (485111, 485112)
- Pipeline Transport (486110 through 486990)
- Scenic and Sightseeing Transportation, Water (487210)
- Air Traffic Control or Other Airport Operations (488111, 488119)
- Port and Harbor Operations or Other Support Activities for Water Transportation (488310, 488390)
- Pulp Mills, Paper Mills & Paperboard Mills (322110, 322120, 322130)
- Petroleum Refineries (324110)

Please note these general exceptions represent only 16 of the potential 594 NAICS codes identified, or 2.7%.

It's important to note that the lack of public water and sewer facilities will limit the user base to domestic water and sewer users only and not industries that might need to rely on higher volumes of water usage.

Given the location of the site within Amelia County along the US 360 corridor and the fact it's located in Dominion Energy service territory, we would recommend Amelia County look at the potential costs to deliver public water and sewer utilities to the site. Delivery of these utilities to the site would create an opportunity for additional industries that might not otherwise consider the site.

Limitations of this review:

Please note that Timmons Group review was limited to the information provided by the Amelia County EDA and noted in this letter. No additional site studies, industry analysis or target market studies were completed to support this evaluation.

Timmons Group Relevant Experience:

Timmons Group is a Richmond, Virginia based 1,000+ person consulting engineering, site selection and technology firm that has significant experience and expertise in site and infrastructure analysis and development as well as site selection experience throughout the Southeastern United States. To date, Timmons Group has evaluated over 1,000 economic development sites and performed site selection

Amelia Richardson Road Site - Site Review / NAICS Codes

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studies in over 200 localities throughout the Southeastern US. Timmons Group routinely works with site selectors, local governments, regional groups and states evaluating sites for prospective industries.

Thank you for the opportunity to provide this review. Should you have any questions, please don't hesitate to reach out at your earliest convenience.

Respectfully submitted,

A handwritten signature in blue ink that reads "Joseph C. Hines". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Joseph C. Hines, PE, MBA

Sr. Principal

Director of Economic Development / Site Selection

Cc:

Robert Smith, Chairman of the Amelia County EDA, robert.smith@ameliacova.com

R. Bryan David, AICP Program Director - Southern Virginia/GO Virginia Region 3, rbd7g@virginia.edu

Mac McKenzie, PE, MS, Timmons Group Economic Development, mac.mckenzie@timmons.com

PROGRAM DIRECTOR'S REPORT



DATE: March 12, 2024

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

Handwritten initials 'RD' in blue ink.

RE: FY2023-2024 GO Virginia Region 3 Council Operating Budget (draft)

A draft FY2024-2025 GO Virginia 3 Council operating budget has been prepared for Executive Committee review and guidance. This budget reflects the anticipated revenue from the Department of Housing and Community Development and expected operational expenditures for the coming fiscal year. It should be noted that several expenses have increased while others have decreased for the next fiscal year.


Attached is a copy of the draft budget for your review and the adopted FY2023-2034 GO Virginia Region 3 operating budget.

A final draft of the FY2024-2025 operating budget will be prepared for the Region 3 Council's consideration at its meeting on April 17th.

Deborah Gosney and I will be prepared to represent this matter at the Region 3 Executive Committee meeting.

RECOMMENDATION:

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

Date:	04/19/23	Region:	3	
Agency Name:	Department of Housing & Community Development			
Agency Address:	600 East Main Street Suite 300 Richmond, VA 23219			
Budget Period:	From: 07/01/23	Through:	6/30/2024	
Budget Item			Amount	
A Administration				
Salaries (Fringe if applicable)		\$80,000.00		Southside PDC serves as the Region 3 Support Organization/Fiscal Agent and is responsible for managing the daily operational activities. An MOU is executed each year between Southside PDC and GO VA Region 3 Council that details the various administrative responsibilities needed to effectively manage GO VA Region 3.
Contract Services		\$104,236.00		Program Director - A contract is in place with UVA Weldon Cooper Center which directs the duties and responsibilities of the Region 3 Program Director. An average of 35 hours per week are dedicated to Region 3 duties which include building the project pipeline, overall strategic visioning, developing new partnerships, and a plan for sustainability.
Contract Services		\$9,000.00		Staff Support - A contract is in place with Riverlink Group to provide support services in 1) Entrepreneurship & Innovation Strategy, 2) Project Pipeline Developments, and 3) Special Projects and Technical Services. The contract terms are \$750 per month for an average of 15 hours per month.
Contract Services		\$4,000.00		Staff Support - A contract is in place with Nancy Pool that defines the various support services provided to PDC Staff and the Program Director on an as needed basis. It is projected that \$600 per month will expended for these services.
Marketing, Outreach, and Websites		\$44,799.00		Contract Services - The contract with Letterpress specifics that communication services will be billed at \$2,500 per month, and an additional \$1,900 for routine website updates, total of \$31,900; All Hands Outreach Event-\$12,899
Rent		\$5,415.00		The SOVA Innovation Hub leases office space to house the Program Director. The current lease arrangement is \$451.25 per month.
Meetings and Workshops		\$1,100.00		Council Meetings, Executive Committee Meetings, and GO VA Workshops/Retreats.
Supplies & Equipment		\$150.00		Projected costs to be incurred for the purchase of needed supplies and equipment.
Audit		\$1,300.00		Southside PDC as Region 3 Fiscal Agent is responsible for contracting an auditor to perform an audit of the GO VA financials. Last year's audit fee was \$1,300
Total Administration Budget:		\$250,000.00		
B Planning Services:				
Total Planning Services Budget:		\$0.00		
TOTAL Expense Budget:		\$ 250,000.00		





DATE: March 13, 2024

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

Handwritten initials in blue ink, possibly 'RD'.

RE: Controlled Environment Agriculture_ Advancing Virginia's Controlled Environment Agriculture Sector through Translational Research and Economic and Workforce Development

As presented in the Project Pipeline Report, I have been working closely with Dr. Scott Lowman (VP of Applied Research) at the Institute for Advanced Learning and Research (IALR) to bring this project to a point where combined implementation funding can be sought from GO Virginia, the Tobacco Region Revitalization Commission, and the US Economic Development Administration. The intent is to maximize each funder's grant programs and to maximize the use of leveraged match for the project's priorities. This implementation project is used as a guide to the [GO Virginia Region 3 CEA Strategy and Roadmap](#).

A project summary has been prepared, which provides background information, goals, and project elements (priorities) to be implemented. This will be a comprehensive economic and workforce development initiative for the Region 3 Council in the coming years. The overarching goal is to use the Virginia Tech/Institute for Advanced Learning and Research's Controlled Environment Innovation Center as a hub to "...unlock the economic potential of CEA in Virginia by scaling up this emerging business sector statewide, supporting entrepreneurs, fostering talent pathways, and expanding industry support through translational research and development." Attached is a copy of the summary for your reference.

Because this project will likely deplete the remaining FY2023-2024 Per Capita balance (~\$600k) and, to a yet-to-be-determined degree, the FY2024-2025 Per Capita allocation (\$1MM), it will be essential to access the Statewide Competitive funding pool through a new procedure. Adopted by the GO Virginia State Board in December 2023, this new procedure allows single GO Virginia regions to submit transformative economic and workforce development for funding from the Statewide Competitive Pool. Before this new procedure, two (2) or more regions had to submit a joint implementation project. DHCD GO Virginia staff has been engaged and will assist the applicant and Region 3 Council to access this funding pool. There is no ceiling imposed for single-region projects.

It should be noted that the development of the project budget has been started, but an upcoming meeting with the project funders will better inform that work. A Region 3 Per Capita application is tentatively planned for review by the Region 3 Council at its meeting on July 17th. The Executive Committee will preview the project at its meeting on June 19th.

IALR has retained Virginia Tech's Center for Economic and Community Engagement staff to prepare the GO Virginia application. These staff members authored the Region 3 CEA Strategy and Roadmap. The IALR will prepare the Tobacco Region Revitalization Commission application, and the West Piedmont Planning District Commission will prepare the US Economic Development Administration on behalf of the IALR.



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The CEA project team who collaborated on the summary and will contribute to the preparation of the grant applications are:

- [Dr. Scott Lowman \(IALR/CEA Innovation Center\)](#)
- [Dr. Mike Evans \(VT/CEA Innovation Center\)](#)
- [Dr. Kaylee South \(VT/CEA Innovation Center\)](#)
- [Dr. Scott Tate \(VT CECE\)](#)
- [Elli Travis \(VT CECE\)](#)
- Bryan David and Liz Povar (GO Virginia Region 3)

RECOMMENDATION:

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



[Virginia Tech/Institute for Advanced Learning and Research CEA Innovation Center](#)

Advancing Virginia’s Controlled Environment Agriculture Sector through Translational Research and Economic and Workforce Development

Introduction

Controlled Environment Agriculture (CEA) has been designated an “industry of the future” by many sources, including the [Virginia Economic Review](#) (p.43) in late 2021. While not a novel concept, CEA has been transformed by integrating cutting-edge technologies like robotics, data science, and highly efficient lighting. This transformation will reshape the landscape of food production, impacting local, regional, and state economies and influencing community health and workforce development. Beyond indoor vegetable cultivation alone, CEA encompasses diverse fields such as protein production through fermentation, aquaculture, mushroom cultivation, and cell culture.

In the Fall of 2023, Governor Youngkin spotlighted these emerging opportunities at [The Great Indoors Symposium](#) in Northern Virginia. The event underscored Virginia’s pioneering national status as an economic development driver within the CEA sector, and it highlighted the strategic role played by the VT/IALR CEA Innovation Center in Danville, Virginia.

Goals

This proposed project aims to unlock the economic potential of CEA in Virginia by scaling up this emerging business sector statewide, supporting entrepreneurs, fostering talent pathways, and expanding industry support through translational research and development. Aligned with the [CEA Strategy and Roadmap in GO Virginia Region 3](#), the initiative focuses on four (4) key goals:

- Increase the number, success rate, and profitability of Virginia’s CEA-related entrepreneurs, small businesses, and on-farm revenue-generating enterprises.
- Enhance the growth and job creation within Virginia’s existing CEA firms, making the state a prime location for CEA business investment.
- Cultivate a pipeline of skilled individuals in CEA through comprehensive talent development programs that would include CEA-relevant credentials and increase enrollment in K-12, community college, undergraduate, and graduate-level students in CEA-related programs supplemented by internships, curricular instruction, career awareness, and relevant work-based learning experiences.
- Position the translational research capabilities and reputation of the VT/IALR CEA Innovation Center to enhance and increase its support of existing and emerging CEA businesses and reach a complementary portfolio of companies across their supply chains.



Strategic Activities

An expanded VT/IALR CEA Innovation Center will execute strategic activities including:

- Providing tailored entrepreneurship support to small agricultural businesses and budding entrepreneurs in partnership with the [SOVA Rise Collaborative](#).
- Offering expanded translational research and technical assistance to CEA companies and their supply chain.
- Developing and implementing a comprehensive CEA talent pathway model in partnership with the [GO TEC](#) program.
- Developing and conducting awareness campaigns to educate potential stakeholders in the private and public sectors.
- Implementing a strategic economic development initiative to include:
 - developing and implementing a CEA marketing plan for the VT/IALR CEA Innovation Center to support CEA business recruitment and retention for use by local and regional economic development organizations, the Virginia Economic Development Partnership, the Virginia Department of Agriculture and Consumer Services, and other aligned organizations;
 - developing an inventory and assessment of Southern Virginia’s CEA-competitive business sites and existing buildings suitable for CEA production with a focus on the central business districts of Region 3’s incorporated towns and cities and on-farm structures; and
 - developing and distributing model CEA-business site development and building reuse standards.

These goals will be achieved through multi-partner collaboration and will lead to the growth of the CEA sector in GO Virginia Region 3 and throughout Virginia.

The Foundation

Since its start in 2020, the VT/IALR CEA Innovation Center has emerged as a pioneering model for collaborative innovation in the CEA sector. Using the IALR’s unique platform as a state-affiliated entity, the Center bridges business, academic, economic development, and workforce development interests.

The Center’s strategic partnership with Virginia Tech, particularly with the School of Plant and Environmental Sciences and the Department of Mechanical Engineering, provides CEA businesses unparalleled access to a diverse array of globally recognized subject matter experts and leading-edge translational research capabilities. Spanning over 46,000 square feet, the VT/IALR CEA Innovation Center houses facilities encompassing laboratories, offices, and greenhouse spaces devoted to biology, chemistry, robotics, data science, and hydroponic research in plant science. Partnering companies benefit from a comprehensive suite of services, including IP-friendly and low-cost contract research, ISO chemistry testing, access to bench and greenhouse spaces, and experts for guidance.



While the above capabilities and partnerships highlight a competitive industry-focused research capacity, current small-scale internship programs, and entrepreneurship support are presently pilot-scaled and have tremendous room for growth. The Virginia Tech Center for Economic and Community Engagement helped develop the CEA Strategy and Roadmap in GO Virginia Region 3, which identified a number of strategic growth needs and opportunities.

Partnerships to Drive Growth and Ensure Success

Diverse partners from various sectors, including government agencies, educational institutions, and industry leaders, will be engaged to achieve the outlined goals and strategies. Potential partners include the Virginia Department of Agriculture and Consumer Services, Virginia Economic Development Partnership, CEA industry leaders, Virginia Tech, Virginia Cooperative Extension, Virginia State University, Virginia Innovation Partnership Corp., Virginia Bio, CvilleBioHub, The Verge Alliance, SOVA Rise Collaborative, the Virginia Community College System, the K-12 education system, federal agencies, and many more.

Through the active participation of these partners and others who will be enlisted, resources and support will be aligned to realize the first-mover potential of the VT/IALR CEA Innovation Center for translational research and economic development.

Leadership and Organization

IALR's Vice President of Applied Research, [Dr. Scott Lowman](#), will implement and manage this multifaceted project. A successful CEA entrepreneur himself, Dr. Lowman, in 2003, co-founded and led the development of one of the longest-standing and most successful private not-for-profit urban farms and job training centers in the United States, [Lynchburg Grows](#). Aside from Lynchburg Grows, Dr. Lowman also led the development and launch of the [Plant Endophyte Research Center at IALR](#), the [SPARK Innovation Center and Co-working Space](#) in Altavista, Virginia, and co-founded the [Virginia Tech/Institute for Advanced Learning and Research CEA Innovation Center](#).

With the Center's other co-founder, [Dr. Mike Evans](#), who serves as the Founding Director of Virginia Tech's School of Plant and Environmental Sciences and joined by Assistant Professor of Controlled Environment Agriculture, [Dr. Kaylee South](#), a strong foundation of leadership is already in place.

A *CEA Advisory Board* will be empaneled with thought leaders from CEA businesses, economic development, entrepreneurship, research and development, workforce development, public sector leadership, and other aligned sectors to leverage industry, academia, and government expertise.

Standing workgroups focused on technical support, economic development, entrepreneurship, and workforce development will be organized to support the CEA Advisory Board in putting ideas into action. Principals from public, private, academic, and non-profit organizations in GO Virginia Region 3 and elsewhere in Virginia will be identified and invited to join these standing workgroups, supplemented by other subject matter experts from elsewhere in Virginia.

The Virginia Tech Center for Community Engagement will provide technical support and assistance to Dr. Lowman and his IALR team, establishing and coordinating the CEA Advisory Board and its workgroups.



Funding Priorities

- Entrepreneurship Support Program to promote entrepreneurship across the CEA sector, including production, controls, structures, sensors, data management, business principals, marketing, access to capital, etc. Access to research space will be available for testing, and expertise in plant science will be available from various IALR and VT faculty. The SOVA Rise Collaborative as GO Virginia Region 3's entrepreneur ecosystem and other Virginia entrepreneur ecosystems will be engaged for expertise and support.
- Workforce Development Program to support coordination between K-12 school divisions, higher education institutions, and CEA businesses using a talent pathway approach for curriculum, career exploration, and skill and credential acquisition.
- CEA Residency Program for post-graduate students to obtain knowledge and experience at the VT/IALR CEA Innovation Center. Accepted students will learn business principles and practices, interact with large and small CEA companies, and gain technical expertise. Upon program completion, these students will provide CEA companies with knowledgeable and skill-ready employees. Additionally, these students would be positioned to launch CEA start-up businesses based on the practical knowledge and industry contacts made during their residency. The overarching purpose of this program is to attract and retain highly skilled graduate-level CEA talent to support CEA business investment in Virginia.
- CEA Business Recruitment and Retention Marketing Plan to increase CEA business investment and leverage VT/IALR CEA Innovation Center as an industry-aligned asset.
- CEA Business Ready Sites and Buildings Inventory and Prototype Strategy to inventory and assess existing business sites and buildings in Region 3 suitable to support CEA business investments and develop a model site and existing structure prototype. Once completed, this study will help broaden the portfolio of targeted business sectors to include CEA for local, regional, and state economic developers.
- VT/IALR CEA Innovation Center Measurement, Assessment, and Continuous Improvement Framework to ensure that impacts are measured and assessed to achieve optimal program performance.
- VT/IALR Innovation Center Expansion of the existing labs, offices, and greenhouses, including equipment, to better position translational research and development services to meet industry growth and the evolving needs of the marketplace.
- Enterprise Sustainability Plan will be developed to create and maintain financial sustainability, which supports the annual operation and capital needs of the VT/IALR CEA Innovation Center.

In addition to these priorities, complimentary funding from public, non-profit, academic, and private sector sources will be sought to identify and recruit additional skilled experts in technical areas not currently covered by the VT/IALR CEA Innovation Center.

Conclusion

With a strategic foundation in place through the recently published *CEA Strategy and Roadmap in Go Virginia Region 3* and with the support of CEA business interests, governmental entities, academic institutions, and non-profit organizations, increasing the programming and research capabilities of the VT/IALR CEA Innovation Center will demonstrate Virginia's strong commitment to grow its the CEA sector for sustained growth and prosperity.







DATE: March 13, 2024

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: 2024 All Hands Meeting Cancellation and Reprogramming to Subregional Events

As previously shared with the Executive Committee, the challenges with organizing, financing, and delivering an All Hands meeting this year have caused a rethinking of this event. The development of the draft FY2024-2025 Region 3 Council operating budget has given the financial challenges better clarity and the talent and leadership needed to organize such an event left when Nancy Pool stepped down from Region 3 Council work.

An alternative with some potential to attract interest from Region 3's stakeholder communities would be to convene a smaller interactive/learning/networking event in each of the subregions yearly. The topics presented could be related to economic and workforce development but are not necessarily limited to these topics. Also, smaller events could use donated space, incur fewer costs, and enlist smaller dollar sponsorships by interests from each subregion.

There has been no planning beyond this high-level thinking. The Region 3 Council would be a ready source of ideas on the scope and scale of these events.

In light of the situation, I would like the Executive Committee's agreement for me to do the following:

- Advise the Region 3 Council that the 2024 All Hands scheduled for May 9th will not be held this year and that a new initiative will be launched to convene smaller interactive/learning/networking events in the Northern, Eastern, and Western Subregions.
- Advise the Region 3 Council that it will have an opportunity at the April or July meetings to discuss and brainstorm these events' topics, scope, and scale. This input will be used to develop an event plan.
- Communicate this decision to not hold the All Hands meeting to those individuals on the event distribution list, emphasizing that the GO Virginia Region 3 Council will be transitioning to smaller-scale events in each subregion.

RECOMMENDATION:

Per Executive Committee discussion.





DATE: March 13, 2024

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region 3 Council 2024 Leadership Advance

The GO Virginia Region 3 Executive Committee and Council discussed its interest in convening a leadership meeting in 2024. This would be similar to one in 2018 when the Region 3 Council was organizing. It should be noted that the Growth & Diversification Plan provides strategic direction to the Region 3 Council.

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.

Liz Povar has contacted Dr. Scott Tate with Virginia Tech's Center for Economic and Community Engagement to ask for his help preparing and facilitating such a meeting.

We are developing meeting outcomes and would like the Executive Committee to discuss potential leadership meeting outcomes at its March 20th meeting.

The GO Virginia program's strategic goals and program delivery at the state and regional council levels have been given reasonable thought and development since 2017. So, this next meeting may not necessarily be focused on GO Virginia programmatic issues.

It should be noted that the Region 3 Council will be undergoing a turnover next year with the departure of some founding members. This turnover will occur again in 2027. Perhaps a program around navigating the Council's transition from long-tenured members to those new to the Council and just starting their tenure.

Also, we have tentatively identified the following dates:

- Wednesday_May 15
- Wednesday_May 29
- Thursday_May 30

If the Executive Committee agrees these dates are viable, a Doodle poll will be quickly prepared and sent to the Region 3 Council members. A venue has not been identified.

RECOMMENDATION:

Per the Region 3 Executive Committee's discussion.





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 to the right of the 'FROM:' field.

RE: GO Virginia State Board (3.12.24) – Action on Region 3 Application

The GO Virginia State Board met on March 12th. Because there was no quorum among the members, the State Board could only discuss Region 3's pending projects: Region 3 GO TEC Expansion, Pathway Pilot, and Welding Hub Development.

The project will be acted upon when the GO Virginia State Board meets next, which should be in April.

The DHCD GO VA staff and State Board work group recommended reducing the award from \$489,381 to \$302,689.55. The reduction was for the following reasons:

- GO Virginia funds are intended as catalytic investments, which are then sustained by the project team; investment for new equipment for existing modules in existing labs raises concerns about sustainability.
- There is no cost-share proposed for the additional equipment.
- The welding packs included in the request do not create enduring new or expanded training capacity after the 88 students progress through the program and are not directly related to the primary project activity of the new Career Connection Labs.

The cut was not known until Friday, March 8th. A letter was prepared by the project principal, Dr. Julie Brown, which shared information that the welding packs had been mislabeled as "consumables" when Patrick & Henry Community College verified these items were "supplies" and thereby eligible for GO Virginia funding.

Attached is a copy of the GO State Board report and the letter from Dr. Brown for your reference.

I will be prepared to discuss this matter at the Executive Committee's meeting on March 20th.

RECOMMENDATION:

For the Region 3 Executive Committee's information.

Per Capita Application

GO TEC Region 3 Expansion

Region: 3

Applicant(s): The Institute for Advanced Learning and Research

Participating Localities: Brunswick County (Cash and In-Kind) and Henry County (Cash and In-Kind)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing, Business Services and IT Data

Type of Project: Per Capita Implementation

Project Goal(s): To increase the pool of qualified candidates in targeted industries for GO Virginia Region 3

Project Description:

The project will add two new Career Connections labs, one in Henry County and one in Brunswick County. These new Career Connections labs will focus on advanced manufacturing and IT modules. This portion of the project comprises \$276,808 of the GO Virginia request for equipment, with \$240,278 of the matching funds proposed to go towards teacher salaries, classroom space, computer, and additional equipment and supplies.

The project will also add a 9th and 10th grade bridge pilot program in Henry County. This would attempt to bridge the gap between the current middle school GO TEC® programming and CTE education which occurs in 11th and 12th grade. This portion of the project is proposed to make up \$225,850 of the matching funds, with costs going towards equipment and supplies.

The project also proposes adding equipment used for currently taught modules in 16 middle schools with existing GO TEC career exploration labs. This would involve adding augmented reality welding equipment to the current curriculum and adding Arduino Uno units for the IT programming and coding curriculum to scaffold learning to the current Raspberry Pi units. This portion of the project comprises \$121,008 of the GO Virginia request.

In addition, the project proposes adding welding tools and supplies for up students at Patrick and Henry Community College. This work would build upon the College's recent expansion of their Manufacturing Engineering and Technology Complex, establishing P&HCC as

GO TEC Region 3 Expansion

the region’s welding hub. This portion of the project requests \$49,720 of GO Virginia funding to pay for welding packs consisting of PPE and welding supplies for 88 individual welding students. This portion of the project also proposes \$51,109 in matching funds (\$39,609 for equipment, \$11,500 for welding scholarships for tuition).

On the whole, GO Virginia funds will be used for grant administration, indirect costs, equipment, supplies, and outreach. Matching funds will be used for teacher salaries, supplies and equipment for the career connections labs, in-kind value of GO TEC classroom spaces, supplies and equipment for a 9th and 10th grade GO TEC pilot program in Henry County, and for welding equipment and scholarships for the Community College.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 489,381
Matching Funds	\$ 517,237
Local Match	\$ 204,524
Additional Leverage	\$ 42,270
Total Project Budget	\$ 1,048,888

Outcomes:

- 488 students trained (300 in middle school Career Connections labs, 100 trained in 9th and 10th grade pilots, 88 as part of the community college welding component)
- 56 credentials award as part of the community college welding component
- 2 new GOTEK middle school labs

Workgroup Discussion:

- Opportunity to expand program to two new middle schools
- The 9th and 10th grade pilot is an exciting opportunity to bridge the gap between current GO TEC offerings and CTE opportunities in 11th and 12th grades
- Additional equipment for existing modules in existing GO TEC Career Connections labs has not been supported before with GO Virginia funds
 - GO Virginia funds are intended as catalytic investments which are then sustained by the project team; investment for new equipment for existing modules in existing labs raises concerns about sustainability
 - There is no cost-share proposed for the additional equipment
- The welding packs included in the request do not create enduring new or expanded training capacity after the 88 students progress through the program, and are not directly related to the primary project activity of the new Career Connection Labs

GO TEC Region 3 Expansion

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project for approval for \$302,689.55; this would be inclusive of the new career connections labs, the scope of work with establishing the 9th and 10th grade pilot programs, and indirect/administrative rates for the grantee and subgrantee.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	NO ¹
1:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	YES
Local Match Waiver Requested	N/A
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

¹ The numbers used in the ROI calculations are generated by the welding program component at Patrick and Henry Community College, which is not recommended for funding.



March 11, 2024

Nancy Howell Agee, Chair
GO Virginia State Board
c/o The Virginia Dept. of Housing & Community Development

Dear Ms. Agee,

On behalf of the Institute for Advanced Learning and Research (IALR), I would like to thank you and the GO Virginia Board for your unwavering support of GO TEC® Virginia over the last several years. With your investment, matched through our partners including K12, higher education, local government and philanthropy, we have been able to expand GO TEC to four GO Virginia regions, providing career exposure in targeted industry sectors across 44 middle schools and developing a talent pipeline that has helped attract new businesses to the Commonwealth.

IALR's current Region 3 per capita request allows us to add two additional GO TEC middle school Career Connection labs and is focused on developing a welding hub in partnership with Patrick & Henry Community College (P&HCC), aligning to the GO TEC hub and spoke vision. Our understanding is that the requested 88 welding packs were cut from the funding recommendation since they were deemed as consumables. In our application, the items were incorrectly labeled. The welding packs requested for P&HCC welding students represent long lasting supplies, to be reused by future welding students. Welding packs will be loaned to welding students while they are enrolled in the program. With the exception of gloves, which will need to be replaced for new students, all items within the welding pack can be used for multiple semesters of students. Upon program completion, students will return the packs to the college. They will be individually inspected for any wear or missing items, new gloves will be added, and the packs will be loaned out to a new cohort of welding students. P&HCC anticipates that the welding packs can be used for at least three years before needing to be fully replaced.

On behalf of our GO TEC partners, IALR would like to request that the 88 welding packs be re-labelled as supplies, adding \$54,368.82 to the approved Region 3 per capita request for a total GO Virginia grant award of \$357,058.37. This investment will maintain the anticipated ROI with 56 individuals earning credentials with potential to enter the workforce upon completion.

On behalf of IALR and our Region 3 Partners, thank you for considering this request. Availability of the required supplies helps students in our economically distressed region enroll in the short-term training program whereby graduates can access employment in the Commonwealth.

Telly Tucker | President

150 Slayton Avenue | Danville, VA 24540 | 434.766.6725 | telly.tucker@ialr.org

www.ialr.org



Sincerely,

Telly Tucker
President, IALR

Cc: Telly Tucker, President, IALR
Tim Clark, GO Virginia Region 3 Chair
Sara Dunnigan, Deputy Director GO Virginia & Economic Development, DHCD
Dr. Greg Hodges, President, Patrick & Henry Community College
Bryan David, Program Director - GO Virginia Region 3, Weldon Cooper Center for Public Service

Telly Tucker | President

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