

**GOVA REGION 3  
FULL COUNCIL  
MEETING PACKET**

---

**April 17, 2024**



Link: <https://tinyurl.com/32mp4nzd>

Meeting ID: 89325531372

Passcode: 467061

Phone: 301-715-8592

# GO Virginia Region 3 Full Council Meeting

**Date: April 17, 2024**

**Time: 1:00 pm - 3:00 pm**

**Location: SOVA Innovation Hub**

**Address: 715 Wilborn Ave, South Boston, VA**

## *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  | Tim Clark  |
| II.   | Roll Call  | Ann Wright |
| III.  | Public Comments                                      | Tim Clark  |
| IV.   | Declaration of Conflicts of Interest                 | Tim Clark  |
| V.    | Approval of Meeting Minutes                          | Tim Clark  |
| VI.   | Financial Report & Approved Projects Update          | Ann Wright |
| VII.  | Region 3 Project Funding Matrix                      | Ann Wright |
| VIII. | Region 3 Growth & Diversification Plan Status Report | Liz Povar  |

### **Special Appearances and Presentations**

- |     |   |             |
|-----|---|-------------|
| IX. | Controlled Environment Agriculture Presentation: Advancing Virginia's CEA Sector Through Translational Research and Economic and Workforce Development- Dr. Scott Lowman, Vice President-Applied Research, IALR | Bryan David |
|-----|---|-------------|

### **Old Business**

- |    |                  |             |
|----|------------------|-------------|
| X. | Project Pipeline | Bryan David |
|----|------------------|-------------|

### **New Business**

XI.	Recognition of Charles H. Majors	Tim Clark
XII.	Recognition of Jordan Miles	Tim Clark
XIII.	Committee Reports	
	i. Nominating Committee	Bryan David
	a. Election of Region 3 Council Chair and Vice Chair for 2024-2025	Bryan David
	b. Region 3 Council Member Appointment	Tim Clark
	c. Appointment of Non-voting Advisor to the Executive Committee	Tim Clark
	d. GO Virginia Region 3 Council Member Terms	Bryan David
XIV.	GO Virginia Region FY2024-2025 Operating Budget (proposed)	Bryan David
XV.	Enhanced Capacity Building Planning Grant: Amelia County Regional Commerce Center	Bryan David
	<b>Program Director's Report</b>	
XVI.	GO Virginia Region 3 Council Leadership Advance	Bryan David
XVII.	All Hands Meeting Cancellation and Reprogramming to Subregional Events	Bryan David
XVIII.	GO Virginia State Board and Department of Housing & Community Development GO Virginia Staff Actions on Region 3 Applications	Bryan David
	i. Region 3 GO TEC Expansion, Pathway Pilot, and Welding Hub Development	Bryan David
	ii. Enhanced Capacity Building Grant: Southern Virginia Regional Alliance Public-Private Partnership Sustainability Study	Bryan David

# MINUTES

**GO VIRGINIA REGION 3 FULL COUNCIL  
MEETING MINUTES  
Wednesday, January 17, 2024**

**REGULAR BUSINESS**

Call To Order

Chair Clark called the GO Virginia (GOVA) Region 3 Full Council all virtual meeting to order on Wednesday, January 17, 2024, at 1:00 p.m.

Roll Call and Confirmation of Quorum

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

Region 3 Council Members

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

Region 3 Staff in Attendance

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

Guests in Attendance

<b>Name - Title</b>	<b>Organization</b>	<b>In Person</b>	<b>Virtual</b>
Billy Gammel- GOVA Senior Program Administrator	Department of Housing & Community Development		x
Joseph Dennie- GOVA Program Administrator	Department of Housing & Community Development		x
Dr. Scott Tate- Associate Director for Community Innovation	Virginia Tech		x
Dr. Scott Lowman- VP of Advanced Research	Institute for Advanced Learning & Research (IALR)		x
Dr. Julie Brown- VP of Advanced Learning	Institute for Advanced Learning & Research (IALR)		x
Dr. Tammy Hurt- Work Based Learning Specialist	Virginia Department of Education		x
Jordan Miles- Chair	Region 3 Project Review Committee		x

Public Comments

No written, nor verbal, public comments were received.

Declaration of Conflicts of Interest

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

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

### Approval of Minutes

Chair Clark noted that the minutes of the October 18, 2023 Full Council meeting were received via email prior to the meeting and included in the meeting packet. **Melody Foster made a motion that the minutes from the October 18, 2023 Full Council meeting be approved as presented; the motion was seconded by Lauren Willis and approved unanimously by roll call vote.**

### Financial Reports & Project Update

Bryan David and Deborah Gosney presented the Financial Reports and Project Updates that were included in the meeting packet for the period December 1, 2023 to December 31, 2023. **Randy Lail made a motion that the Financial Reports be approved as presented; the motion was seconded by Melody Foster and approved unanimously by roll call vote.**

### **SPECIAL APPEARANCES & PRESENTATIONS**

- Liz Povar with The Riverlink Group presented the Region 3 Growth & Diversification Plan current project dashboard.
- Dr. Scott Lowman from IALR and Dr. Scott Tate from Virginia Tech presented the completed Controlled Environment Agriculture Strategy & Roadmap to the Council.
- Dr. Julie Brown from IALR provided the Council with an update on GO TEC 2025.

### **OLD BUSINESS**

#### Project Pipeline Updates

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

- Southern Virginia Regional Alliance: This project would provide funding for a consultant to assess the potential for raising ongoing financial support from private, public, and non-profit stakeholders for a regional economic development organization.
- Institute for Advance Learning & Research (IALR) – Virginia Controlled Environment Agriculture (CEA) Hub: This is an implementation project for the CEA Strategy & Roadmap.
- Brunswick County Public Schools and Henry County Public Schools GO TEC Lab Development: This project will expand the GO TEC program into these Counties.
- SOVA Innovation Labs: This is an expansion of the SOVA Innovation Hub and will offer a maker's space and co-working space in a campus style environment.
- Region 3 Leadership Development Project: This project would be in partnership with the UVA Sorenson Institute for Leadership and the Virginia Institute for Government to develop a community leadership program in Region 3.

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

## NEW BUSINESS

### Committee Reports

Jordan Miles, Chair of the Project Review Committee, presented the Region 3 GO TEC Expansion per capita project for workforce development and recommended the approval of the project. The Council discussed the project. **Melody Foster made a motion to approve the project; the motion was seconded by Clark Casteel; Rhonda Hodges, Charles Majors, and Alfreda Reynolds all abstained from the vote; the motion was approved unanimously by roll call vote.**

Bryan David discussed the upcoming election of the Region 3 Council Chair and Vice Chair for 2024-2025. There were no questions nor comments from the Council.

### PROGRAM DIRECTOR'S REPORT

Bryan David presented the Program Director's Report as detailed in the meeting packet. Topics discussed were the recent Joint Legislative Audit & Review Commission (JLARC) Report, Region 3's withdrawal of the VGA Site Development Phase II application for State Board approval, the State Board's approval of a reprogramming for the SVRA Site Development budget, and the close out of the Cybersecurity Job Creation System by Region 5 which was supported by Region 3. There were no questions nor comments from the Council.

### ADJOURN

There being no additional business matters to go before the GOVA Region 3 Council, Chair Clark adjourned the meeting at 2:52 p.m.

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

Deborah Gosney, Southside PDC  
Executive Director

Tim Clark, GOVA Region 3  
Council Chair



# FINANCIAL REPORT & PROJECT UPDATE

# GO VIRGINIA REGION 3 OPERATING BUDGET

<b>GO Virginia Remittance Activity</b>	 <small>VIRGINIA INITIATIVE FOR <b>GROWTH &amp; OPPORTUNITY</b> IN EACH REGION</small>
FY23 Budget Year: March 1, 2023 to March 31, 2024	
Report Date: March 2024	


## FY23 Approved Budget Allocation

Budget Categories	Operating Budget	Operating Budget-Revision #1	Previous Remittances	Remittance #13	Total to Date Remittances	Balance Remaining
<b>Program Operations</b>						
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	83,080.81	3,535.78	86,616.59	1,706.72
Contract Services			-		-	-
SPDC UVA MOU	104,236.00	101,199.96	101,199.96		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	110,624.96	-	110,624.96	750.00
Marketing - Letterpress	31,900.00	36,287.40	33,642.40	2,645.00	36,287.40	-
Rent - SOVA Innovation Hub	5,415.00	4,465.00	4,465.00		4,465.00	-
<b>Total Program Operations</b>	<b>248,921.00</b>	<b>248,921.00</b>	<b>238,465.00</b>	<b>6,180.78</b>	<b>244,645.78</b>	<b>4,275.22</b>
<b>Planning</b>						
Technical Assistance	1,079.00	1,079.00	-	-	-	1,079.00
<b>Total Planning</b>	<b>1,079.00</b>	<b>1,079.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,079.00</b>
<b>TOTAL</b>	<b>250,000.00</b>	<b>250,000.00</b>	<b>238,465.00</b>	<b>6,180.78</b>	<b>244,645.78</b>	<b>5,354.22</b>

<b>The Checking Account is comprised of</b>		\$47,039.72	Local Funds (Martinsville-Henry Co EDC Match)
		\$443.45	Interest cumulative through February 2024
		<b>\$47,483.17</b>	<b>Total</b>
		(\$6,180.78)	March Payments
		<b>\$41,302.39</b>	<b>Current Checkbook Balance</b>

<b>March Payments</b>	
Southside PDC-February Salaries-Pd 03/15/24	\$3,535.78
Letterpress-March Marketing-Pd 03/15/24	\$2,645.00
<b>Total</b>	<b>\$6,180.78</b>

## FY23 GO VA OPERATING BUDGET

<b>GO Virginia Region 3</b>	
<b>FY23 Budget Period: March 1, 2023 to February 29, 2024</b>	
<b>Report Period: March 2023</b>	

### FY 23 GO VIRGINIA FUNDS

Budget Categories	Operating Budget	Previously Paid Expenses	DHCD Request Submitted in Remittance 1	Total Expenses To Date	FY23 Available Funds
<b>Program Operations</b>					
Audit	\$ 1,170.00	\$ -	\$ -	\$ -	\$ 1,170.00
Meetings & Facilitation					
All Hands Meeting	8,000.00	-	3,635.00	3,635.00	4,365.00
Meetings & Trainings	1,500.00	-	-	-	1,500.00
Total Meetings & Facilitation	9,500.00	-	3,635.00	3,635.00	5,865.00
Supplies	500.00	-	-	-	500.00
Salaries - SPDC	80,000.00	-	6,760.25	6,760.25	73,239.75
Contract Services					
SPDC UVA MOU	104,236.00	-	-	-	104,236.00
SPDC Contract Staff - Riverlink	9,000.00	-	750.00	750.00	8,250.00
SPDC Contract Staff - Nancy Pool	7,200.00	-	200.00	200.00	7,000.00
Total Contract Services	120,436.00	-	950.00	950.00	119,486.00
Marketing - Letterpress	31,900.00	-	2,645.00	2,645.00	29,255.00
Rent - SOVA Innovation Hub	5,415.00	-	446.50	446.50	4,968.50
<b>Total Program Operations</b>	<b>248,921.00</b>	<b>-</b>	<b>14,436.75</b>	<b>14,436.75</b>	<b>234,484.25</b>
<b>Planning</b>					
Technical Assistance					
All Hands Meeting	1,079.00	-	-	-	1,079.00
<b>Total Planning</b>	<b>1,079.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,079.00</b>
<b>TOTAL</b>	<b>\$ 250,000.00</b>	<b>\$ -</b>	<b>\$ 14,436.75</b>	<b>\$ 14,436.75</b>	<b>\$ 235,563.25</b>

<b>The Checking Account is comprised of:</b>	\$47,039.72	Local Funds - Unexpended (Martinsville/Henry County)
	<u>384.81</u>	Interest
	<b>\$47,424.53</b>	
	(14,436.75)	Checks Submitted in Remittance 1
	<u>(522.40)</u>	Check to be Submitted in Remittance 2
	<b><u>\$32,465.38</u></b>	<b>Checkbook Balance at March 31, 2023</b>

Checks Submitted in Remittance 1	
9934 - The Prizery - All Hands Meeting - venue	\$ 2,635.00
9935 - Micah White - All Hands Meeting - speaker deposit	1,000.00
9936 - The Riverlink Group - February 2023	750.00
9937 - SOVA Innovation Hub - Rent - March 2023	446.50
9938 - Nancy Pool - February 2023	200.00
9939 - Letterpress Communications - Marketing - March 2023	2,645.00
9940 - SPDC - Salaries - February 2023	6,760.25
<b>Total Checks Submitted in Remittance 1</b>	<b>\$ 14,436.75</b>

Checks to be Submitted in Remittance 2	
9930 - Letterpress Communications - Marketing - Feb 2023	\$ 522.40
<b>Total Checks to be Submitted in Remittance 2</b>	<b>\$ 522.40</b>

## SVRA SITE DEVELOPMENT

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

Report Period: March 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	\$ -
<b>Awarded Total</b>	<b>\$ 1,534,900.00</b>	<b>\$ 97,175.00</b>	<b>\$349,786.00</b>	<b>\$446,961.00</b>	<b>\$ 1,087,939.00</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Architectural and Engineering Fees	\$ 767,450.00	\$ 547,999.14	\$ 150,775.00	\$ 698,774.14	\$ 68,675.86
<b>Match Total</b>	<b>\$ 767,450.00</b>	<b>\$ 547,999.14</b>	<b>\$ 150,775.00</b>	<b>\$ 698,774.14</b>	<b>\$ 68,675.86</b>

Status: GOVA funds are 30% expended. To date, 1,561 acres have been raised in tier level. This includes 4 parks and 16 sites raised to Tier 4 as well as, 1 park and 8 sites raised to Tier 5. 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 however, due to delays with VDOT studies, another extension through October 2024 has been requested.

## EXPERIENCE WORKS: CLOSED

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

Report Period: March 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 #7 3/19/2024	Total Paid After Remittance	Grant Balance
<b>SPDC Project Monitoring/Reporting</b>	\$ 15,018.00	\$ 7,793.88	\$ 2,090.00	\$ 9,883.88	\$ 5,134.12
<b>Administration - IALR</b>	\$ 37,082.00	\$ 11,227.32	\$ 11,799.30	\$ 23,026.62	\$ 14,055.38
<b>Contract Services</b>	\$ 25,000.00	\$ 11,480.00	\$ -	\$ 11,480.00	\$ 13,520.00
<b>Fringe Benefits</b>	\$ 5,342.98	\$ 5,342.98	\$ -	\$ 5,342.98	\$ -
<b>Salaries</b>	\$ 81,000.00	\$ 63,108.14	\$ -	\$ 63,108.14	\$ 17,891.86
<b>Training</b>	\$ 75,528.00	\$ 13,382.86	\$ 4,081.00	\$ 17,463.86	\$ 58,064.14
<b>Supplies</b>	\$ 602.07	\$ 602.07	\$ -	\$ 602.07	\$ -
<b>Other: Stipends</b>	\$ 276,054.95	\$ 47,118.74	\$ 143,410.35	\$ 190,529.09	\$ 85,525.86
<b>Awarded Total</b>	<b>\$ 515,628.00</b>	<b>\$ 160,055.99</b>	<b>\$ 161,380.65</b>	<b>\$ 321,436.64</b>	<b>\$ 194,191.36</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
<b>Salaries</b>	\$ 54,000.00	\$ 27,207.03	\$ -	\$ 27,207.03	\$ 26,792.97
<b>Training</b>	\$ 39,164.00	\$ 76,198.47	\$ -	\$ 76,198.47	\$ (37,034.47)
<b>Other: Stipends</b>	\$ 164,650.00	\$ 187,282.90	\$ 9,270.00	\$ 196,552.90	\$ (31,902.90)
<b>Match Total</b>	<b>\$ 257,814.00</b>	<b>\$ 290,688.40</b>	<b>\$ 9,270.00</b>	<b>\$ 299,958.40</b>	<b>\$ (42,144.40)</b>
					*Overmatched

Status: This project is now closed. GOVA funds were 62% expended, \$194,191.36 was unobligated. Unobligated funds will be returned to Region 3 Per Capita pool. Local governments contributed more than what was initially anticipated to the program, decreasing the total amount needed. A total of 9,413 students 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. Close out documents are in progress.

## SEED INNOVATION HUB

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

Report Period: March 2024

Sub-Grantee: Longwood University Real Estate Foundation

GO VIRGINIA



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

## GO VIRGINIA GRANT FUNDS

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

## REQUIRED MATCHING FUNDS

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

Status: No remittance activity is expected until mid to late 2024. GOVA funds will be utilized for furnishings, thus will be last dollars expended. Construction is projected to begin in the first quarter of 2025.

## MBC MIDDLE MILE CONSTRUCTION

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

Report Period: March 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
<b>Construction</b>	\$ 5,000,000.00	\$ -	\$ -	\$ -	\$ 5,000,000.00
<b>Awarded Total</b>	<b>\$ 5,000,000.00</b>	\$ -	\$ -	\$ -	<b>\$ 5,000,000.00</b>

### REQUIRED MATCHING FUNDS

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

Status: No draw activity to date. MBC is working with Timmons Group to update/complete the Environmental Assessment required by NTIA. Four segments require full route engineering, design, and permitting. Four segments have already been designed and need to be submitted for permitting. NTIA and MBC contract negotiations are ongoing; contract finalization is expected in the next 60-90 days.

## CRC REDO: CLOSED

Grant Agreement Term: October 24, 2022 - January 31, 2024	
Report Period: March 2024	
Sub-Grantee: Commonwealth Regional Council	

### 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
<b>Awarded Total</b>	<b>\$ 65,000.00</b>	<b>\$ 50,036.66</b>	<b>\$ 14,242.79</b>	<b>\$ 64,279.45</b>	<b>\$ 720.55</b>

### REQUIRED MATCHING FUNDS

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

Status: This project is now closed. Close out documents have been submitted. 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: March 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
<b>SPDC Project Monitoring/Reporting</b>	\$ 17,288.00	\$ 940.50	\$ 2,631.65	\$ 3,572.15	\$ 13,715.85
<b>Salaries &amp; Fringe</b>	\$ 1,966,228.00	\$ 76,791.59	\$ 95,871.92	\$ 172,663.51	\$ 1,793,564.49
<b>Supplies</b>	\$ 426,294.00	\$ 29,278.48	\$ 78,452.17	\$ 107,730.65	\$ 318,563.35
<b>Contract Services</b>	\$ 385,000.00	\$ 6,868.69	\$ 6,675.00	\$ 13,543.69	\$ 371,456.31
<b>Equipment (Freight, Inflationary)</b>	\$ 296,397.00	\$ 83,441.24	\$ 208,705.72	\$ 292,146.96	\$ 4,250.04
<b>Marketing (Outreach)</b>	\$ 94,000.00	\$ 752.34	\$ 2,900.00	\$ 3,652.34	\$ 90,347.66
<b>Travel</b>	\$ 33,500.00	\$ 57.20	\$ 42.93	\$ 100.13	\$ 33,399.87
<b>Indirect Costs</b>	\$ 256,114.00	\$ 15,775.17	\$ 31,410.24	\$ 47,185.41	\$ 208,928.59
<b>Awarded Total</b>	<b>\$ 3,474,821.00</b>	<b>\$ 213,905.21</b>	<b>\$ 426,689.63</b>	<b>\$ 640,594.84</b>	<b>\$ 2,834,226.16</b>

### MATCHING FUNDS

Budget Categories (FROM CAMS)	Committed Match	Previous Match	Current Match	Total Match to Date	Match Balance
<b>Salaries &amp; Fringe</b>	\$ 570,907.00	\$ 103,278.26	\$ 61,974.46	\$ 165,252.72	\$ 405,654.28
<b>Supplies</b>	\$ 97,000.00	\$ 53.52	\$ -	\$ 53.52	\$ 96,946.48
<b>Contract Services</b>	\$ 66,033.00	\$ 637.20	\$ -	\$ 637.20	\$ 65,395.80
<b>Equipment (Freight, Inflationary)</b>	\$ 505,191.00	\$ 504,959.30	\$ -	\$ 504,959.30	\$ 231.70
<b>Marketing (Outreach)</b>	\$ 127,848.00	\$ 88,754.21	\$ -	\$ 88,754.21	\$ 39,093.79
<b>Travel</b>	\$ 10,000.00	\$ 2,381.31	\$ 4,309.89	\$ 6,691.20	\$ 3,308.80
<b>Rent/Lease</b>	\$ 1,049,100.00	\$ 1,500.00	\$ 1,500.00	\$ 3,000.00	\$ 1,046,100.00
<b>Match Total</b>	<b>\$ 2,426,079.00</b>	<b>\$ 701,563.80</b>	<b>\$ 67,784.35</b>	<b>\$ 769,348.15</b>	<b>\$ 1,656,730.85</b>

Status: GOVA funds are 18% expended. All three open positions have been filled. New employees began April 1st. The 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: March 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
<b>Awarded Total</b>	<b>\$ 139,732.00</b>	<b>\$ -</b>	<b>\$ 24,167.03</b>	<b>\$ 24,167.03</b>	<b>\$ 115,564.97</b>

### REQUIRED MATCHING FUNDS

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

Status: GOVA funds are 17% expended. The first cohort of dual enrollment students has begun on the Keysville campus. Students from 5 counties (Charlotte, Buckingham, Lunenburg, Cumberland, and Prince Edward) are participating. 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: March 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 #2 3/5/2024	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ -	\$ 591.10	\$ 591.10	\$ 1,408.90
Salaries & Fringe	\$ 116,545.00	\$ -	\$ 39,801.16	\$ 39,801.16	\$ 76,743.84
<b>Awarded Total</b>	<b>\$ 118,545.00</b>	<b>\$ -</b>	<b>\$ 40,392.26</b>	<b>\$ 40,392.26</b>	<b>\$ 78,152.74</b>

### REQUIRED MATCHING FUNDS

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

Status: GOVA funds are 34% expended, match has been met. Twelve high school students are enrolled in the Spring 2024 welding course.

## VIRGINIA'S GROWTH ALLIANCE (VGA) SITE DEVELOPMENT PROJECT

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

Report Period: March 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	\$ -	\$ -	\$ -	\$ 5,000.00
A&E	\$ 326,225.00	\$ -	\$ -	\$ -	\$ 326,225.00
Outreach	\$ 3,825.00	\$ -	\$ -	\$ -	\$ 3,825.00
<b>Awarded Total</b>	<b>\$ 335,050.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 335,050.00</b>

### 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	\$ -	\$ -	\$ -	\$ 42,500.00
A&E	\$ 125,500.00	\$ -	\$ -	\$ -	\$ 125,500.00
<b>Match Total</b>	<b>\$ 168,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 168,000.00</b>

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: March 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	\$ -	\$ -	\$ -	\$ 2,000.00
Contract Services	\$ 131,000.00	\$ -	\$ -	\$ -	\$ 131,000.00
<b>Awarded Total</b>	<b>\$ 133,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 133,000.00</b>

### 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	\$ -	\$ -	\$ -	\$ 67,500.00
<b>Match Total</b>	<b>\$ 67,500.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 67,500.00</b>

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. A contract revision is needed to designate Blue Ridge Partnership as the new sub-grantee.

# PROJECT FUNDING MATRIX

## GO VIRGINIA REGION 3 PROJECT FUNDING MATRIX

Project Name	G & D Plan Investment Strategy	Project Status	Date of Award by State Bd	Date Closed*	Region 3 Per Capita Funded Amount	Region 3 State Funded Amount	Project Match	Funding Pool
<b>GO VA TOTAL ALLOCATIONS (2018-2024)</b>					<b>6,889,902.61</b>			
GO TEC Phase 1	Workforce Dev	Closed	02/13/18	3/12/2021	617,172.79		1,966,230.33	Per Capita
SOVA Innovation Hub	Startup Ecosystem	Closed	07/25/18	6/30/2020	79,919.80		79,919.81	Per Capita-Planning
<b>GO TEC Phase 2A</b>	<b>Workforce Dev</b>	<b>Closed</b>	<b>03/12/19</b>	<b>6/30/2021</b>		<b>1,320,787.00</b>		<b>State Competitive</b>
E&I Strategic Initiative	Startup Ecosystem	Closed	10/09/19	1/13/2021	77,662.12		90,641.32	Per Capita
<b>Operation Last Mile Drone</b>	<b>Cluster Scale Up</b>	<b>Closed</b>	<b>04/15/20</b>	<b>10/15/2020</b>		<b>75,000.00</b>		<b>COVID ERR Fund</b>
IALR Common Platform	Workforce Dev	Closed	04/15/20	12/15/2021	88,914.96		119,369.53	Per Capita-Planning
<b>GO TEC Phase 2B</b>	<b>Workforce Dev</b>	<b>Closed</b>	<b>06/23/20</b>	<b>9/30/2022</b>		<b>3,575,741.00</b>		<b>State Competitive</b>
MBC Middle Mile Planning	Broadband	Closed	08/04/20	12/31/2022	100,000.00		891,159.12	Per Capita-Planning
<b>Bridge to Recovery</b>	<b>Cluster Scale Up</b>	<b>Closed</b>	<b>06/23/20</b>	<b>9/27/2023</b>		<b>767,818.64</b>		<b>COVID ERR Fund</b>
E&I Implementation	Startup Ecosystem	Closed	03/16/21	9/29/2023	449,000.00		418,229.59	Per Capita
SVRA Site Development	Site Development	Active	09/23/21		1,534,900.00		767,450.00	Per Capita
ExperienceWorks	Workforce Dev	Active	09/23/21		515,628.00		257,814.00	Per Capita
Controlled Environment Ag (CEA) Planning	Cluster Scale Up	Closed	11/29/21	6/30/2023	77,803.00		40,230.90	Per Capita-Planning
SEED Innovation Hub	Startup Ecosystem	Active	12/15/21		674,304.00		2,368,222.00	Per Capita
VGA Refresh Planning	Site Development	Active	01/19/22		100,000.00		51,000.00	Per Capita-Planning
<b>MBC Middle Mile Construction</b>	<b>Broadband</b>	<b>Active</b>	<b>03/10/22</b>			<b>5,000,000.00</b>		<b>State Competitive</b>
Gupton Initiative Planning	Workforce Dev	Active	06/23/22		99,200.00		55,000.00	Per Capita-Planning
CRC REDO Planning	Startup Ecosystem	Active	08/18/22		65,000.00		44,500.00	Per Capita-Planning
<b>GO TEC Virginia 2025</b>	<b>Workforce Dev</b>	<b>Active</b>	<b>12/13/22</b>			<b>3,474,821.00</b>		<b>State Competitive</b>
PHCC GO TEC Welding Instructor	Workforce Dev	Active	03/14/23		118,545.00		129,261.00	Per Capita
SVCC GO TEC Mechatronics Instructor	Workforce Dev	Active	03/14/23		139,732.00		223,208.00	Per Capita
VGA Site Development	Site Development	Active	06/13/23		335,050.00		168,000.00	Per Capita
SOVA RISE Build to Scale	Startup Ecosystem	Active	09/12/23		600,000.00		350,000.00	Per Capita
<b>SoVA Health Sciences Careers Planning</b>	<b>Workforce Dev</b>	<b>Active</b>	<b>09/12/23</b>			<b>133,000.00</b>	<b>67,500.00</b>	<b>Talent Pathways</b>
<b>Amelia County Regional Commerce Center</b>	<b>Site Development</b>	<b>Pending</b>			<b>100,000.00</b>			<b>Per Capita-Planning</b>
<b>GO TEC Region 3 Expansion</b>	<b>Workforce Dev</b>	<b>Pending</b>			<b>489,381.00</b>			<b>Per Capita</b>
<b>TOTAL PROJECT FUNDING</b>					<b>6,262,212.67</b>	<b>14,347,167.64</b>	<b>8,087,735.60</b>	
<b>FY 24 PER CAPITA PROJECT BALANCE</b>					<b>627,689.94</b>			
Of the \$1,000,000 that is awarded annually, no more than \$250,000 can be utilized for Planning Projects.						ERR-Economic Resilience & Recovery Fund		
Projects highlighted in green are not funded by the Region 3 Per Capita allocation.						ECB-Enhanced Capacity Building		
*Fiscal Close Out Report date.								

# G&D Plan Status Report



## REGION 3 GOALS, STRATEGIES, AND IMPLEMENTATION MECHANISMS FOR TARGETED INDUSTRIES

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

## REGION 3 GOALS, STRATEGIES, AND IMPLEMENTATION MECHANISMS FOR TARGETED INDUSTRIES

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

## SPECIAL APPEARANCES & PRESENTATIONS



**DATE:** April 9, 2024

**TO:** Region 3 Council

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

200

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

---

As previously 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 uses the [GO Virginia Region 3 CEA Strategy and Roadmap](#) as a guide.

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.

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.

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)

Dr. Lowman will attend the Region 3 Council's meeting on April 17<sup>th</sup> to present an overview of the project and potential partners for the various grants.

**RECOMMENDATION:**

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



## 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.



**OLD BUSINESS**

# PROJECT PIPELINE



**DATE:** April 9, 2024

**TO:** Region 3 Council

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

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

**RE: Project Pipeline Report**

---

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

-meeting with first-level funders convened 4.8.24

-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 Council

April 9, 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 12<sup>th</sup> an award of \$1.3MM for the renovation and creation of a digital makers space, community gathering space, and co-working offices (attached is the media release)

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

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

- project development will continue.

### 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’s information. No action is needed.

**NEW BUSINESS**



**DATE:** April 9, 2024

**TO:** GO Virginia Region 3 Council

**FROM:** Tim Clark, Chair

**RE: Recognition of Charles H. Majors**

---

The Region 3 Council will recognize Charley Majors at the April 17<sup>th</sup> meeting. As a long-tenured private sector member of the Region 3 Council since the beginning, he agreed to serve through the end of 2023-2024.

A Resolution of Recognition has been prepared to recognize Charley Major's leadership since the Council was established in 2017. He has spent significant time and effort building GO Virginia Region 3 as a strategic economic development partner in Southern Virginia and the GO Virginia program statewide.

A replacement candidate has been identified and will be appointed to fill his unexpired term at the Region 3 Council's July 17<sup>th</sup> meeting. The unexpired term will be through June 30, 2027.

**RECOMMENDATION:**

Adopt the Resolution of Recognition as presented at the meeting.







**DATE:** April 9, 2024

**TO:** GO Virginia Region 3 Council

**FROM:** Tim Clark, Chair

**RE: Recognition of Thomas Jordan Milles III**

---

The Region 3 Council will recognize Jordan Miles at the April 17<sup>th</sup> meeting. He recently shared that he is moving to Alexandria and must resign as Chair of the Region 3 Council's Project Review Committee. In doing so, he wanted it to be known that he enjoyed serving and left, knowing the GO Virginia Region 3 Council would continue its excellent work.

Jordan served as one of the Project Review Committee's two citizen members. At the Region 3 Council's meeting on July 17<sup>th</sup>, the Nominating Committee will recommend an appointment to the Project Review Committee.

**RECOMMENDATION:**

Adopt the Resolution of Recognition as presented at the meeting.





**DATE:** April 9, 2024

**TO:** Region 3 Council

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

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

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

---

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

Each has expressed interest in continuing in these leadership positions, with Lauren Willis as Chair and Tim Clark as Vice Chair for 2024-2025.

**RECOMMENDATION:**

Nominate and elect a Chair and Vice Chair for 2024-202 starting on July 1, 2024.





**DATE:** April 9, 2024

**TO:** Region 3 Council

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

**RE: Region 3 Council Member Appointment**

---

The Nominating Committee has received interest from Ilsa Loeser to be appointed to the Region 3 Council. She lives in Farmville and is the Principal of [Letterpress Communications](#).

This appointment would serve an unexpired private-sector term through June 30, 2027. According to the Region 3 Council's bylaws, she is eligible to serve two (2) consecutive four (4) year terms after that. This council member position was formerly held by Roger Scott from Amelia County.

**RECOMMENDATION:**

Appoint Ilsa Loeser to serve the unexpired private sector term through June 30, 2027.





**DATE:** April 10, 2024

**TO:** Region 3 Executive Committee

**FROM:** Tim Clark, Chair

**RE: Appointment of Non-voting Advisor to the Executive Committee**

---

At its meeting on March 20<sup>th</sup>, the Region 3 Executive Committee considered Charley Majors's expressed interest in continuing to serve and add value to the Region 3 Council, given his insight and experience with the organization. Given his interest, the Executive Committee believed its work could benefit from his talents in the coming years.

The Executive Committee was advised that 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."

The Executive Committee noted as a parallel that the Project Review Committee is comprised of two (2) Region 3 Council members and two (2) citizen [non-council members] representatives.

The Executive Committee also recognized that the Region 3 Council would 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, the Executive Committee agreed it would be helpful to have a limited number of past members willing to serve as advisors, providing institutional memory and experience during this transition period.

Accordingly, with support from the Executive Committee, the Nominating Committee recommends that the Region 3 Council establish a non-voting advisor position for the Executive Committee, with Charley Majors being appointed effective at the next meeting of the Executive Committee. As with other committee appointments, the Region 3 Council Chair makes these appointments at the July meeting for the coming year.

**RECOMMENDATION:**

Per the Region 3 Council discussion.







**DATE:** April 10, 2024

**TO:** Region 3 Council

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

**RE: GO Virginia Region 3 Council Member Terms**

---

As noted under an earlier agenda item, the Region 3 Council will undergo a transition in membership during the next two (2) reappointment 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. Another two (2) members whose terms end on 6.30.27 are also not eligible for reappointment.

The GO Virginia Region 3 Council's bylaws limit membership to no more than nineteen (19) members. According to the state enabling legislation for the GO Virginia program, the majority of these members must represent the private sector with the balance of the members from education, local government, regional organizations, non-profits, and other identified regional leaders.

For the Region 3 Council's reference, attached is a current copy of the Region 3 Council roster for the 2023-2024 cycle. No members' terms will expire on June 30<sup>th</sup>.

**RECOMMENDATION:**

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



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			
<b>VACANT</b>			7/1/2023 - 6/30/2027	New Appointment (1st Term)	1								
<b>Subtotal</b>					<b>11</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	
<b>Total Membership Per Bylaws</b>	<b>19</b>	<b>Membership Total</b>			<b>19</b>								
<b>Private Sector as Percentage of Total Membership</b>	<b>58%</b>												





**DATE:** April 10, 2024

**TO:** Region 3 Council

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

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

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

---

The Executive Committee reviewed a draft FY2024-2025 GO Virginia 3 Council operating budget at its meeting on March 17<sup>th</sup>. The 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 for your review is a copy of the proposed budget and the adopted FY2023-2024 GO Virginia Region 3 Council Operating Budget.



The Executive Committee recommends approving the proposed FY2024-2025 GO Virginia Region 3 Council Operating Budget.

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




**RECOMMENDATION:**

Approve the FY2024-2025 GO Virginia Region 3 Council Operating Budget as proposed.

**FY24 Capacity Building Funds Budget (draft\_3.12.24)**

<b>Date:</b>		01/24/24	Region: 3
<b>Agency Name:</b>		 	
Department of Housing & Community Development <b>Agency Address:</b> 600 East Main Street Suite 300 Richmond, VA 23219			
<b>Budget Period:</b>			
From: 07/01/24		Through: 6/30/2025	
<b>Budget Item</b>		<b>Amount</b>	
<b>A Administration</b>			
	Salaries (Fringe if applicable) <sup>1</sup>	\$84,000.00	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 <sup>2</sup>	\$107,363.00	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 <sup>3</sup>	\$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.
	Marketing, Outreach, and Websites <sup>4</sup>	\$31,900.00	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
	Meetings and Workshops	\$6,350.00	Council Meetings & Executive Committee Meetings @\$1,100 and three Sub-Region Stakeholder Events @\$5,250
	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
<b>Total Administration Budget:</b>		<b>\$240,063.00</b>	
<b>B Planning Services:</b>	Technical Assistance <sup>4</sup>	\$9,937.00	
<b>Total Planning Services Budget:</b>		<b>\$9,937.00</b>	
<b>TOTAL Expense Budget:</b>		<b>\$ 250,000.00</b>	

- <sup>1</sup> Increase of 10% from FY23-24 (\$80k); not increased since program inception in 2017
- <sup>2</sup> Increase of 3% from FY23-24 (\$104,236); in keeping with MoU for annual increase shared between Region 3 Council and UVA Weldon Cooper Center for Public Service
- <sup>3</sup> Decrease of 7% from FY23-24 (\$4,000); reduction based on Nancy Pool no longer engaged with program
- <sup>4</sup> Reinstated from FY22-23 due to removal of rent expense (SOVA IH/\$5,415) and other above line-item decreases

<b>Date:</b>	04/19/23	<b>Region:</b> 3	  
<b>Agency Name:</b>	Department of Housing & Community Development		
<b>Agency Address:</b>	600 East Main Street Suite 300 Richmond, VA 23219		
<b>Budget Period:</b>	<b>From:</b> 07/01/23	<b>Through:</b> 6/30/2024	
<b>Budget Item</b>	<b>Amount</b>		
<b>A Administration</b>			
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	
<b>Total Administration Budget:</b>	<b>\$250,000.00</b>		
<b>B Planning Services:</b>			
<b>Total Planning Services Budget:</b>	<b>\$0.00</b>		
<b>TOTAL Expense Budget:</b>	<b>\$ 250,000.00</b>		





**DATE:** April 10, 2024

**TO:** Region 3 Council

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

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

**RE: 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. At its own cost, the Amelia County EDA engaged Timmons, a consulting engineering firm experienced in these matters, and the GO Virginia program. A copy of that 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 or template, but VEDP declined to share one as it is proprietary information.

The next step in this follow-up work was to convene a meeting on March 5<sup>th</sup> with the Amelia County EDA representatives, DHCD GO Virginia staff, Timmons representatives, and the Region 3 Program Director. The purpose of this meeting was to understand better what information the DHCD staff wanted in the "site suitability" assessment. After considerable discussion, DHCD GO Virginia staff and project principals resolved what the assessment should include.

Responsive to DHCD GO Virginia staff's guidance, Timmons was to prepare a proposed scope of work, budget, schedule, and deliverables.





GO Virginia Region 3 Council

April 10, 2024

Page 2

DHCD GO Virginia staff advised at the March 5<sup>th</sup> meeting the second scope of work could be funded as a second Enhanced Capacity Building grant application in advance of the work from the original Enhanced Capacity Building application. DHCD GO Virginia staff would approve each application administratively in a two-step process. There is no issue with the eligible match, as the Amelia County EDA purchased the site for approximately \$750k.

The Executive Committee took up this matter at its meeting on March 17<sup>th</sup>. However, Timmons did not prepare the second scope of work in time to be presented at that meeting. The Executive Committee requested that the second scope of work be sent to the committee members when received and that this matter be moved to the Region 3 Council meeting on April 17<sup>th</sup>.

The second scope of work and the site assessment obtained independently from Timmons are also attached. Also attached is the Project Review Committee's recommendation from the original application approved in October 2023.

A second application is in process, and it will reflect all of the same information from the original application except replaced with the second scope of work as appropriate. A draft copy of the second application is forthcoming.

**RECOMMENDATION:**

Per the Region 3 Council's discussion.



March 28, 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](mailto:taylor.harvie@ameliacova.com) and [nealbarber1944@gmail.com](mailto:nealbarber1944@gmail.com)

**Re: Amelia Richardson Road Site  
Site Suitability Study for GO Virginia Region 3 Target Markets**

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, particularly Virginia, while also considering the proposed target industries for GO Virginia Region 3.

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.

**Region 3 Target Markets:**

GO Virginia Region 3 has the following target markets:

2023 Priority Targeted Industry Sectors and respective NAICS Codes:

- Controlled Environment Agriculture: 111400, 112500, 115000
- Business Services: 541110 – 561422
- Agriculture and Food Processing: 311111 – 312140
- Energy, Natural Resources, and Finished Products: 212111 – 337910, 541360 – 541620
- Health Care Services: 621991 – 622310
- Information Technology and Communications Services: 511210 – 541519
- Advanced Manufacturing and Advanced Materials: 313110 – 399999

**Scope of Services:**

Timmons Group will provide the following scope of services as part of our evaluation of the site relative to the target markets:

1. Evaluate the site features, layouts and infrastructure to determine the potential industry sectors that can be served by site.
2. Review readily available information to determine public water and sewer capacities, current and future expandability, for the Amelia Courthouse Sanitary District system located at Amelia Courthouse and determine the approximate water and sewer capacities that can be provided for the site.
3. Investigate current electrical utility transmission corridors and potential capacities with Dominion Energy.
4. Investigate potential natural gas availability and capacities with Columbia Gas of Virginia.
5. Timmons Group will update and utilize our database of project announcements and RFI information relative to the target industries noted above to complete the evaluation.
6. Determine the appropriate target industries that can be accommodated with on-site utilities (well and small wastewater package plant).
7. Determine the appropriate target industries that can be accommodated with public utilities extended to the site.
8. We will prepare a concise report addressing the scope items noted above and submit to Amelia County EDA and GO Virginia for review and approval. We will provide one round of edits prior to the final report publication.

**Client Responsibilities:**

- VEDP to provide Conway Announcement data from the previous 5 years (2019 to 2024).
- VEDP to provide other relevant RFI data for the potential target industries.
- Amelia to provide any water and wastewater reports, preliminary engineering reports, treatment plant expansion plans, well permits, etc.
- General coordination with stakeholders as necessary

**Amelia Richardson Road Site – Site Suitability Study**

**March 2024**

**Page 3**

**Project Schedule:**

Timmons Group proposes to complete this study within 45-60 days. Long lead items are usually coordination with power companies and utility providers (Columbia Gas, Amelia, etc.) and obtaining updated information for analysis.

**Proposed Fee:**

Timmons Group will complete this work on a fixed-fee lump sum basis for \$20,000.

**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 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 to complete this study. Should you have any questions, please don't hesitate to reach out at your earliest convenience.

**Respectfully submitted,**



**Joseph C. Hines, PE, MBA**  
Sr. Principal  
Director of Economic Development / Site Selection



**Mac McKenzie, PE**  
Sr. Project Manager  
Economic Development / Site Selection

Cc:

Robert Smith, Chairman of the Amelia County EDA, [robert.smith@ameliacova.com](mailto:robert.smith@ameliacova.com)

R. Bryan David, AICP Program Director - Southern Virginia/GO Virginia Region 3, [rbd7g@virginia.edu](mailto:rbd7g@virginia.edu)

Accepted by: **Amelia County EDA**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

## **EXHIBIT A - STANDARD TERMS AND CONDITIONS**

- 1. SCOPE OF SERVICES:** The Scope of Services performed under this Agreement shall be as described above in the Letter of Agreement from TIMMONS GROUP to which these Terms and Conditions are attached. Separate Change Orders signed by authorized representatives of TIMMONS GROUP and the Client may, from time to time, describe additional or different services to be performed under this Agreement, such Change Orders are incorporated by reference herein. These Terms and Conditions shall apply to the Change Orders except to the extent expressly modified by such Change Order. TIMMONS GROUP services with regard to the specific properties covered by this Agreement and subsequent Change Orders, if any, shall hereinafter be referred to as the “Project” or “Projects.”
- 2. DEFINED TERMS:** Capitalized terms used in this Exhibit A but not defined shall share the meanings ascribed in the Letter of Agreement.
- 3. PROCUREMENT:** This proposal has been prepared under the Commonwealth Regional Council Term Contract dated August 2021.
- 4. STANDARD OF CARE:** In providing services under this Agreement, TIMMONS GROUP will endeavor to perform in a manner consistent with the degree of skill and care ordinarily exercised by members of the same profession currently practicing under similar circumstances. It is not the intention of TIMMONS GROUP to provide or offer to provide services inconsistent with or contrary to such practices, nor to make any warranty or guaranty, expressed or implied, nor to have any agreement or contract for services subject to provisions of any section of any Uniform Commercial Code. Moreover, it is not the intention of TIMMONS GROUP to accept any terms and conditions offered by the Client in its purchase order, requisition, or notice of authorization to proceed except as set forth herein or as expressly accepted in writing. Written acknowledgement or receipt of the actual performance of services subsequent to receipt of any such purchase order, requisition or notice of authorization to proceed is specifically deemed not to constitute acceptance of any terms or conditions contrary to those set forth herein.
- 5. CODE COMPLIANCE:** TIMMONS GROUP shall exercise usual and customary professional care in its efforts to comply with all applicable codes, laws, regulations and the policies of regulatory agencies in effect as of the date of the Agreement. Design changes made necessary by newly enacted codes, laws, regulations and the policies of regulatory agencies after the date of this Agreement shall be treated as an additional service subject to an executed Change Order and TIMMONS GROUP shall be entitled to appropriate additional compensation. The Client understands that different officials charged with the enforcement of such codes, laws, regulations and policies of regulatory agencies may have different or inconsistent interpretations of the requirements of such codes, laws, regulations and policies of regulatory agencies, and that TIMMONS GROUP shall not be liable for any damages arising from conflicting interpretations by different officials. In the event of a conflict between the codes, laws, regulations or policies of regulatory agencies which apply to the Project, TIMMONS GROUP shall notify the Client of the nature and impact of such conflict, and the Client agrees to cooperate and work with TIMMONS GROUP in an effort to resolve the conflict.
- 6. ELECTRONIC FILES:** Because of the possibility that information and data delivered in an electric file format may be altered, whether inadvertently or otherwise, TIMMONS GROUP reserves the right to retain the original tapes, disks and other forms of electronic data, and to remove from copies provided to the Client all identification reflecting the involvement of TIMMONS GROUP in their preparation. TIMMONS GROUP also reserves the right to retain hard copy originals of all Project documentation which is delivered to the Client in electronic file format, which originals shall govern in the event of any inconsistency between the two. It is also

understood that the automated conversion of information and data from the system and format used by TIMMONS GROUP to an alternate system or format may not be able to be accomplished without the introduction of inaccuracies, errors and anomalies. In the event any Project documentation provided to the Client in electronic file format is so converted by the Client, or someone acting on the Client's behalf, Client agrees to assume all risks associated therewith and, to the fullest extent permitted by law, to hold TIMMONS GROUP harmless and indemnify it from and against any claims, liabilities, damages, losses and costs, including but not limited to attorney's fees, arising therefrom or in connection therewith.

7. **GOVERNING LAW:** This Agreement shall be governed according to the laws of the Commonwealth of Virginia.
8. **THIRD PARTY RIGHTS:** This Agreement shall not create any rights or benefits to parties other than the Client and TIMMONS GROUP.
9. **ASSIGNMENT:** This Agreement may not be assigned without the prior written consent of the Client and TIMMONS GROUP, such consent not to be unreasonably withheld.
10. **PROJECT SITE SAFETY:** TIMMONS GROUP's Project site responsibilities are limited solely to the activities of TIMMONS GROUP and TIMMONS GROUP's employees on the Project site. These responsibilities shall not be inferred by any party to mean that TIMMONS GROUP has responsibility for Project site safety. The Client and TIMMONS GROUP agree that Project site safety is the sole and exclusive responsibility of the Project's owners or contractor(s). The parties likewise agree that the Project contractor(s) is solely responsible for Project means, methods, techniques, sequences of operation and procedures, and that TIMMONS GROUP shall have no obligations relating to these contractor(s) duties.
11. **LIMITATION OF LIABILITY:** To the fullest extent permitted by law, except as expressly stated in this Agreement, Timmons Group makes no representations or warranties, express or implied. Notwithstanding any other provision of this Agreement, the maximum liability, in the aggregate, to the Client and anyone claiming by or through the Client, of TIMMONS GROUP and its officers, directors, shareholders, partners, employees, agents and subconsultants, and any of them, for any and all claims, losses, or damages, including attorney's fees, in any way related to or arising from the Project or this Agreement, shall not exceed the total compensation received over the past six calendar months by TIMMONS GROUP under this Agreement, or \$50,000, whichever is greater.
12. **INDEMNIFICATION:** TIMMONS GROUP agrees, to the fullest extent permitted by law, to indemnify and hold harmless the Client, its officers, directors and employees, against all damages, liabilities or costs, including reasonable attorney's fees and defense costs, to the extent caused solely and directly by the negligent performance of professional services by TIMMONS GROUP or its agents under this Agreement. The Client agrees, to the fullest extent permitted by law, to indemnify and hold harmless TIMMONS GROUP, its officers, directors, employees and agents, against all damages, costs and liabilities, including reasonable attorney's fees, caused solely by the Client's negligent acts in connection with the Project or that of its Contractor(s), subcontractors or consultants or anyone for whom the Client is legally liable. Neither TIMMONS GROUP nor the Client shall be obligated to indemnify the other party in any manner whatsoever for the other party's own negligence.





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](mailto:taylor.harvie@ameliacova.com) and [nealbarber1944@gmail.com](mailto: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**

**January 2024**

**Page 2**

- 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**

**January 2024**

**Page 3**

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](mailto:robert.smith@ameliacova.com)

R. Bryan David, AICP Program Director - Southern Virginia/GO Virginia Region 3, [rbd7g@virginia.edu](mailto:rbd7g@virginia.edu)

Mac McKenzie, PE, MS, Timmons Group Economic Development, [mac.mckenzie@timmons.com](mailto:mac.mckenzie@timmons.com)

# PROGRAM DIRECTOR'S REPORT



**DATE:** April 10, 2024

**TO:** Region 3 Council

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

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

**RE: GO Virginia Region 3 Council 2024 Leadership Meeting**

---

As you know, plans are underway to convene a Region 3 Council Leadership Meeting on Wednesday, May 29<sup>th</sup>. The meeting will be from 10:00 am to 2:00 pm, and lunch will be provided. The venue and other related logistics are being processed at this time. Those details will be sent to council members as soon as they are available.

[Dr. Scott Tate](#) with [Virginia Tech's Center for Economic and Community Engagement](#) to help develop the meeting format, content, and outcomes for the meeting. He will also provide overall facilitation with the support of Liz Povar.

As shared earlier, 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. This transition from long-tenured members to those new to the Council and just starting their tenure presents a good opportunity to hold this meeting.

The Executive Committee asks each council member attending to contact a business person you know who may be interested in the Region 3 Council's work and invite them to join you at the meeting.

**RECOMMENDATION:**

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





**DATE:** April 9, 2024

**TO:** Region 3 Council

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

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

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

---

As previously shared in an earlier email, the challenges with organizing, financing, and delivering an All Hands meeting this year have caused a rethinking of this event. The Executive Committee considered this matter at its meeting on March 17<sup>th</sup>.

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.

Region 3 Council members will have an opportunity at the April 17<sup>th</sup> meeting to brainstorm these events' topics, scope, and scale. This input will be used to develop an event plan, which could be presented to the council at its July 17<sup>th</sup> meeting.

**RECOMMENDATION:**

Per Region 3 Council discussion





**DATE:** April 10, 2024

**TO:** Region 3 Council

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

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

**RE: GO Virginia State Board (3.12.24) – Region 3 GO TEC Expansion, Pathway Pilot, and Welding Hub Development**

---

The GO Virginia State Board met on March 12<sup>th</sup>. Because there was no quorum among the members, the State Board could only discuss the Region 3 Council's pending project, as referenced above.

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

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 8<sup>th</sup>. 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.

**RECOMMENDATION:**

For the Region 3 Council'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 9<sup>th</sup> and 10<sup>th</sup> grade GO TEC pilot program in Henry County, and for welding equipment and scholarships for the Community College.

### Project Budget:

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

### Outcomes:

- 488 students trained (300 in middle school Career Connections labs, 100 trained in 9<sup>th</sup> and 10<sup>th</sup> 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 9<sup>th</sup> and 10<sup>th</sup> grade pilot is an exciting opportunity to bridge the gap between current GO TEC offerings and CTE opportunities in 11<sup>th</sup> and 12<sup>th</sup> 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 9<sup>th</sup> and 10<sup>th</sup> 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 <sup>1</sup>
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

---

<sup>1</sup> 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](mailto:telly.tucker@ialr.org)

[www.ialr.org](http://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

150 Slayton Avenue | Danville, VA 24540 | 434.766.6725 | [telly.tucker@ialr.org](mailto:telly.tucker@ialr.org)

[www.ialr.org](http://www.ialr.org)





**DATE:** April 10, 2024

**TO:** Region 3 Council

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

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

**RE: GO Virginia DHCD GO Virginia Staff Action (4.5.24) – Enhanced Capacity Building Grant\_Southern Virginia Regional Alliance (SVRA) Public-Private Partnership Sustainability Study**

---

The Executive Committee reviewed and approved the above-referenced planning application at its meeting on March 20<sup>th</sup>, as the Project Review Committee recommended. The Executive Committee has the authority to approve applications between GO Virginia Region 3 Council meetings to meet the submission deadlines established by the DHCD GO Virginia staff. The completed application was submitted to DHCD GO Virginia staff by the deadline for submission on March 22<sup>nd</sup>.

The Region 3 grant for this planning project totaled \$37,800 in matching funds through the Southern Virginia Regional Alliance and its member localities, which provide in-kind goods and services. Like the other regional economic development organizations in Region 3 and elsewhere in the state, SVRA recognizes the need to diversify its financial support from relying solely on local governments to include partners from the business community.

The grant funds would be used to initiate a sustainability study by a third-party contractor to ascertain the capacity to launch a successful investor campaign in the business communities to support and enhance SVRA's regional economic development programs and services. It should be noted this is not a fundraising campaign but an assessment for SVRA of the level of interest in financial support by the business community.

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. Further, the project aligns with the 2023 Growth & Diversification Plan goal of having three sustainable and productive regional economic development organizations in Region 3.

Attached is the Executive Committee's summary for the project.

### **DHCD GO Virginia Staff Decision**

On April 5<sup>th</sup>, DHCD GO Virginia advised that it cannot recommend approval of the application. The following bullets present the underlying rationale for the adverse decision:

- Value is seen with the Southern Virginia Regional Alliance (SVRA) being able to execute a fundraising strategy; based on the planning grant administrative guidance, this does not appear to be a good fit for funding within the GO Virginia framework.
- The planning grant guidelines, near the bottom of page 1, under allowable activities, "planning work should determine whether a future GO Virginia investment is feasible or determine industry demand to validate any future GO Virginia implementation grants."



GO Virginia  
Region 3 Council  
April 10, 2024  
Page 2

- The application is requesting a grant to execute a fundraising campaign with only a vague line of sight to an eligible GO Virginia implementation project. Furthermore, this request does not fit within the four investment areas within GO Virginia's portfolio (site development & infrastructure, workforce, startup ecosystem, cluster scale-up).
- Using a GO Virginia grant for a fundraising campaign would set a precedent the program was not designed to support.
- The previously funded Commonwealth Region Council and Virginia's Growth Alliance's planning grants are different for many reasons. Both organizations are establishing themselves in their respective regions.
- Virginia Growth Alliances' project included an action plan, target business sector analysis, workforce study, a regional incentives analysis and recommendations on how to re-engage its member localities in a meaningful way, and a fundraising campaign feasibility study to address their sustainability.
- The Commonwealth Regional Council's project included many of these same elements but also looked at an inventory of sites as well as the governance structure.

The DHCD GO Virginia staff decision has been communicated to Linda Green, Executive Director of the Southern Virginia Regional Alliance.

**RECOMMENDATION:**

For the Region 3 Council's information.





## 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 22<sup>nd</sup>.

### 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
<b>\$75.784.98</b>	<b>Total Project Budget</b>

### 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>
<b>Total</b>	<b>\$37,800.00</b>

**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>
<b>Total</b>	<b>\$37,984.98</b>

<b>Total GO VA and In-kind Budget</b>	<b>\$75,784.98</b>
---------------------------------------	--------------------

**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**





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
<b>Total CAMS Budget</b>	<b>\$</b>	<b>75,784.98</b>
Additional Leverage	\$	-
<b>Total Project Budget</b>	<b>\$</b>	<b>75,784.98</b>

*\*These answers will autofill from previous tabs.*

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