



GO Virginia Region 3 Full Council

Date and Time: March 19, 2025
10:00 p.m. – 12:00 p.m.

Location: All Virtual

Link: <https://tinyurl.com/4bfu7ck6>

Dial-In: 929-205-6099

Meeting ID: 339 011 5898

Password: 202011

Purpose Statement

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

AGENDA

- I. Call to Order and Chair's Opening Comments.....Lauren Willis
- II. Roll Call and Confirmation of Quorum.....Deborah Gosney
- III. Public Comments.....Lauren Willis
- IV. Declaration of Conflicts of Interest.....Lauren Willis
- V. Approval of Meeting Minutes and Notes.....Lauren Willis
- VI. Financial Report and Approved Projects Update.....Deborah Gosney
- VII. GO Virginia Region 3 Project Funding Matrix Report.....Deborah Gosney

Old Business

- VIII. Project Pipeline.....Bryan David

New Business

- XI. Nominating Committee Update.....Bryan David
- XII. Proposed GO Virginia Region 3 FY2025-2026 Budget.....Bryan David

Program Director's Report.....Bryan David

- XIII. Pending Projects Report
- XIV. 2025 GO Virginia Region 3 Growth & Diversification Plan Update
- XV. GO Virginia Regional Council Committee Report

Adjourn

**GOVA REGION 3
EXECUTIVE COMMITTEE
MEETING PACKET**

March 19, 2025

MINUTES

**GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE
MEETING MINUTES
Wednesday, December 18, 2024**

REGULAR BUSINESS

Call To Order

Chair Willis called the GO Virginia (GOVA) Region 3 Executive Committee all-virtual meeting to order on Wednesday, December 18, 2024, at 10:00 a.m.

Roll Call and Confirmation of Quorum

Chair Willis declared a quorum was present.

Region 3 Executive Committee Members

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

Ex Officio Member

Name – Organization - Role	In Person	Virtual	Absent
Charley Majors – Region 3 Executive Committee - Advisor			X

Region 3 Staff

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

Guests in Attendance

Name – Organization - Role	In Person	Virtual
Emily Webb - Virginia Chamber of Commerce – Vice President of Education & Workforce Development		X
Billy Gammel - DHCD GO Virginia - Senior Program Administrator		X
John Provo – Virginia Tech Center for Economic & Community Engagement - GO Virginia Region 2 Program Director		X
Sara Dunnigan – DHCD GO Virginia & Economic Development – Deputy Director		X

Public Comments

No written or verbal public comments were received.

Declaration of Conflicts of Interest

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

Name	Organization(s)
Randolph Lail	Mid-Atlantic Broadband; SOVA IH; RISE Collaborative
Rhonda Hodges	GO TEC; Patrick Henry Community College; RISE Collaborative
Clark Casteel	Danville Regional Foundation
Lauren Willis	Charlotte County Public Schools

Approval of Minutes

Chair Willis noted that the minutes of the September 18, 2024 Executive Committee meeting were received via email prior to the meeting and included in the meeting packet. **Clark Casteel made a motion that the minutes from the September 18, 2024 Executive Committee meeting be approved as presented; the motion was seconded by Randy Lail 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 ending November 30, 2024. **Randy Lail made a motion that the Financial Reports be approved as presented; the motion was seconded by Tim Clark and approved unanimously by roll call vote.**

OLD BUSINESS

Project Pipeline

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

- Institute for Advance Learning & Research (IALR) – Virginia Controlled Environment Agriculture (CEA) Hub: This is an implementation project for the CEA Strategy & Roadmap.
- SOVA Innovation Labs- Digital Fabrication Lab: 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.
- Southside Virginia Community College Foundation: This project will fund the training equipment (tractor trailers), technology equipment, and classroom furniture for the spaces serving the Powerline and Truck Driver Training Programs.
- 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 Willis asked members for questions or comments; there being none, there was no discussion regarding the updates.

NEW BUSINESS

The Artificial Intelligence (AI) Statewide Assessment is a collaborative, multi-region planning project in partnership with the Virginia Chamber of Commerce and GOVA Region 2. GOVA funding will support a consultant to produce a comprehensive AI report to include a sector-specific analysis, current program catalog, along with strategic recommendations. This report will identify how AI will impact the workplace from a business perspective, which will be included in the Virginia Chamber of Commerce’s Blueprint 2035 update. **Randy Lail made a motion to approve the AI Statewide Assessment application as presented; the motion was seconded by Tim Clark and approved unanimously by roll call vote.**

PROGRAM DIRECTOR’S REPORT

Bryan David presented the Program Director’s Report as detailed in the meeting packet. The topics discussed were a proposed amendment to the G&D Plan to add Logistics as a target sector, the IALR Talent Pathway Initiative, the status of the G&D Plan update, GOVA Regional Council Committee report, JLARC’s report on data centers in Virginia, and the Tobacco Commission’s Strategic Plan. There were no questions nor comments from the Council.

ADJOURN

There being no additional business matters to be brought before the GOVA Region 3 Council, Chair Willis adjourned the meeting at 11:40 a.m.

These minutes were approved on ____.

Deborah Gosney, Southside PDC
Executive Director

Lauren Willis, GOVA Region 3
Council Chair

FINANCIAL REPORT & PROJECT UPDATE

GO VIRGINIA REGION 3 OPERATING BUDGET

GO Virginia Remittance Activity	 <small>VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION</small>
Budget Year: May 1, 2024 to April 30, 2025	
Report Date: February 2025	

FY24 Approved Budget Allocation

Budget Categories	Operating Budget	Budget Revision #1	Previous Remittances	Remittance #11	Total to Date Remittances	Balance Remaining
Program Operations						
Audit	1,300.00	1,300.00	-		-	1,300.00
Meetings & Facilitation			-		-	-
Special Events	5,250.00	7,500.00	7,250.03		7,250.03	249.97
R 3 Meetings & Trainings	1,100.00	2,500.00	1,219.48	-	1,219.48	1,280.52
Total Meetings & Facilitation	6,350.00	10,000.00	8,469.51	-	8,469.51	1,530.49
Supplies	150.00	300.00	114.20		114.20	185.80
Salaries - SPDC	84,000.00	84,000.00	74,359.61	5,561.52	79,921.13	4,078.87
Contract Services			-		-	-
SPDC UVA MOU	107,363.00	107,363.00	105,892.14	-	105,892.14	1,470.86
SPDC Contract Staff - Riverlink	9,000.00	9,000.00	7,500.00	-	7,500.00	1,500.00
Total Contract Services	116,363.00	116,363.00	113,392.14	-	113,392.14	2,970.86
Outreach/Marketing - Letterpress	31,900.00	31,900.00	26,944.01	2,625.00	29,569.01	2,330.99
Total Program Operations	240,063.00	243,863.00	223,279.47	8,186.52	231,465.99	12,397.01
Planning						
Technical Assistance	9,937.00	6,137.00	-	-	-	6,137.00
Total Planning	9,937.00	6,137.00	-	-	-	6,137.00
TOTAL	250,000.00	250,000.00	223,279.47	8,186.52	231,465.99	18,534.01

The Checking Account is comprised of	49,229.79	Local Funds (Martinsville-Henry Co EDC Match)
	511.15	Interest cumulative through February 2025
	49,740.94	Total Local Funds
	(8,186.52)	Payments
	41,554.42	Checkbook Register Balance
Payments included in Remittance # 11		
Letterpress February	2,625.00	
SPDC Salaries	5,561.52	
	-	
	-	
Total	8,186.52	

SEED INNOVATION HUB

Grant Agreement Term: January 2, 2023 - January 1, 2026

Report Period: February 2025

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 #3 2/12/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 12,000.00	\$ 4,522.11	\$ 1,154.12	\$ 5,676.23	\$ 6,323.77
Equipment	\$ 611,438.00	\$ 101,120.06	\$ 168,219.26	\$ 269,339.32	\$ 342,098.68
Contingencies	\$ 50,866.00	\$ -	\$ -	\$ -	\$ 50,866.00
Awarded Total	\$ 674,304.00	\$ 105,642.17	\$ 169,373.38	\$ 275,015.55	\$ 399,288.45

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Construction	\$ 2,218,222.00	\$ 2,282,475.29	\$ -	\$ 2,282,475.29	\$ (64,253.29)
A&E	\$ 150,000.00	\$ 115,794.01	\$ 10,271.19	\$ 126,065.20	\$ 23,934.80
Match Total	\$ 2,368,222.00	\$ 2,398,269.30	\$ 10,271.19	\$ 2,408,540.49	\$ (40,318.49)
					*Overmatched

Status: GOVA funds are 41% expended. The facility is in soft opening mode. Furniture and equipment are currently being delivered; construction finishing touches are in progress. Faculty engagement has begun in full force. Pre-opening workshops and presentations to all colleges and student affairs organizations on Longwood's campus are ongoing. A grand opening, with community access, is projected to be held in late March.

MBC MIDDLE MILE CONSTRUCTION

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

Report Period: February 2025

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 #3 11/12/2024	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 26,713.00	\$ 1,761.15		\$ 1,761.15	\$ 24,951.85
MBC Project Administration	\$ 48,083.00			\$ -	\$ 48,083.00
Legal Expenses	\$ 10,685.00	\$ 171.21		\$ 171.21	\$ 10,513.79
A&E Fees	\$ 397,144.00	\$ 29,397.17	\$ 4,508.54	\$ 33,905.71	\$ 363,238.29
Contract Services	\$ 4,517,375.00			\$ -	\$ 4,517,375.00
Awarded Total	\$ 5,000,000.00	\$ 31,329.53	\$ 4,508.54	\$ 35,838.07	\$ 4,964,161.93

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
SPDC Project Administration	\$ 26,713.00	\$ 11,038.85		\$ 11,038.85	\$ 15,674.15
MBC Project Administration	\$ 48,083.00	\$ -	\$ -	\$ -	\$ 48,083.00
Legal Expenses	\$ 10,685.00	\$ 10,630.79		\$ 10,630.79	\$ 54.21
A&E Fees	\$ 397,144.00	\$ 64,602.83	\$ 16,611.46	\$ 81,214.29	\$ 315,929.71
Contract Services	\$ 4,517,375.00	\$ -	\$ -	\$ -	\$ 4,517,375.00
Match Total	\$ 5,000,000.00	\$ 86,272.47	\$ 16,611.46	\$ 102,883.93	\$ 4,897,116.07

Status: GOVA funds are 1% expended. MBC received approval of the Environmental Review on 10/9/24. Engineering and Design Services agreement with Summit Engineering was executed (for the new route segments) 12/14/2024. An extension may still be required on the GOVA grant due to the delay in funding from NTIA, the environmental review process, and the route amendments. Construction will be done in rounds.

GO TEC 2025

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

Report Period: February 2025

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 #7 1/17/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 17,288.00	\$ 9,859.39	\$ 1,836.10	\$ 11,695.49	\$ 5,592.51
Contract Services	\$ 332,243.69	\$ 57,603.92	\$ 8,250.00	\$ 65,853.92	\$ 266,389.77
Equipment (Freight, Inflationary)	\$ 292,146.96	\$ 292,146.96	\$ -	\$ 292,146.96	\$ -
Indirect Costs	\$ 256,114.00	\$ 103,301.00	\$ 16,440.36	\$ 119,741.36	\$ 136,372.64
Marketing (Outreach)	\$ 94,000.00	\$ 4,294.34	\$ 702.00	\$ 4,996.34	\$ 89,003.66
Salaries & Fringe	\$ 1,961,228.00	\$ 597,450.20	\$ 188,083.73	\$ 785,533.93	\$ 1,175,694.07
Supplies	\$ 151,602.79	\$ 115,318.64	\$ 2,470.37	\$ 117,789.01	\$ 33,813.78
Training	\$ 336,697.56	\$ 218,303.18	\$ 5,173.76	\$ 223,476.94	\$ 113,220.62
Travel	\$ 33,500.00	\$ 6,164.70	\$ 824.73	\$ 6,989.43	\$ 26,510.57
Awarded Total	\$ 3,474,821.00	\$ 1,404,442.33	\$ 223,781.05	\$ 1,628,223.38	\$ 1,846,597.62

MATCHING FUNDS

Budget Categories (FROM CAMS)	Committed Match	Previous Match	Current Match	Total Match to Date	Match Balance
Contract Services	\$ 30,000.00	\$ 637.20	\$ -	\$ 637.20	\$ 29,362.80
Equipment (Freight, Inflationary)	\$ 505,191.00	\$ 504,959.30	\$ -	\$ 504,959.30	\$ 231.70
Marketing (Outreach)	\$ 127,848.00	\$ 162,325.61	\$ -	\$ 162,325.61	\$ (34,477.61)
Rent/Lease	\$ 400,500.00	\$ 90,945.00	\$ 500.00	\$ 91,445.00	\$ 309,055.00
Salaries & Fringe	\$ 1,232,540.00	\$ 694,462.63	\$ 48,132.81	\$ 742,595.44	\$ 489,944.56
Supplies	\$ 120,000.00	\$ 87.47	\$ -	\$ 87.47	\$ 119,912.53
Travel	\$ 10,000.00	\$ 9,306.66	\$ -	\$ 9,306.66	\$ 693.34
Match Total	\$ 2,426,079.00	\$ 1,462,723.87	\$ 48,632.81	\$ 1,511,356.68	\$ 914,722.32

Status: GOVA funds are 46% expended. Over 6,000 middle school students participated in GO TEC during the 2023-2024 school year. The project is proceeding on schedule. Region's 1, 2, and 4 are planning to add additional labs.

SVCC: Expansion of GO TEC: Mechatronics Instructor

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

Report Period: February 2025

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 #5 1/22/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ 847.23	\$ 314.76	\$ 1,161.99	\$ 838.01
Salaries & Fringe	\$ 137,732.00	\$ 118,599.68	\$ 19,132.32	\$ 137,732.00	\$ -
Awarded Total	\$ 139,732.00	\$ 119,446.91	\$ 19,447.08	\$ 138,893.99	\$ 838.01

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	\$ -	\$ 23,704.74	\$ 23,704.74	\$ 67,065.26
Match Total	\$ 223,208.00	\$ 132,438.00	\$ 23,704.74	\$ 156,142.74	\$ 67,065.26

Status: GOVA funds are 99% expended. The dual enrollment students have completed their year long program. Some graduated and entered the workforce, others will return for their senior year. To date, a total of 29 students have participated in the program earning a total of 135 credentials. Currently, 15 students are enrolled in the Spring 2025 semester.

P&HCC: Expansion of GO TEC: Welding Instructor

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

Report Period: February 2025

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 #6 1/23/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ 1,271.19	\$ 209.84	\$ 1,481.03	\$ 518.97
Salaries & Fringe	\$ 116,545.00	\$ 96,740.79	\$ 19,804.21	\$ 116,545.00	\$ -
Awarded Total	\$ 118,545.00	\$ 98,011.98	\$ 20,014.05	\$ 118,026.03	\$ 518.97

REQUIRED MATCHING FUNDS

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

Status: GOVA funds are 99% expended, match has been met. The dual enrollment students have completed their year long program. Some graduated and entered the workforce, others will return for their senior year. To date, a total of 24 students have participated in the program earning a total of 41 credentials. Currently, 12 students are enrolled in the Spring 2025 semester.

VIRGINIA'S GROWTH ALLIANCE (VGA) SITE DEVELOPMENT PROJECT

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

Report Period: February 2025

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	Previously Paid	DHCD Request Drawdown #3 2/28/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 8,825.00	\$ 5,481.30	\$ 1,259.04	\$ 6,740.34	\$ 2,084.66
A&E	\$ 326,225.00	\$ 242,814.75	\$ 22,352.25	\$ 265,167.00	\$ 61,058.00
Awarded Total	\$ 335,050.00	\$ 248,296.05	\$ 23,611.29	\$ 271,907.34	\$ 63,142.66

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Site Work	\$ 42,500.00	\$ 42,500.00	\$ -	\$ 42,500.00	\$ -
A&E	\$ 125,500.00	\$ 92,412.00	\$ 10,713.00	\$ 103,125.00	\$ 22,375.00
Match Total	\$ 168,000.00	\$ 134,912.00	\$ 10,713.00	\$ 145,625.00	\$ 22,375.00

Status: GOVA funds are 81% expended. Due diligence updates are nearing completion at the FASTA site. A&E work is complete at the Brunswick site. A&E work is in process at the Heartland and Lunenburg sites.

TPI: HEALTH SCIENCES CAREERS PLANNING

Grant Agreement Term: January 19, 2024 - March 31, 2025

Report Period: February 2025

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	Previously Paid	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
Awarded Total	\$ 133,000.00	\$ -	\$ -	\$ -	\$ 133,000.00

REQUIRED MATCHING FUNDS

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

Status: No remittance activity to date; only one invoice will be submitted upon the completion of the study. The three committees: Talent Pathways, Student Engagement, and IT/Analytics continue to meet monthly. The development of an Action Plan is underway. An extension through June 30th has been requested.

RISE Build-to-Scale

Grant Agreement Term: January 1, 2024 - December 31, 2025

Report Date: February 2025

Sub-Grantee: SoVa Innovation Hub

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #3 1/10/2025	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 40,000.00	\$ 4,304.64	\$ 3,252.52	\$ 7,557.16	\$ 32,442.84
Fiscal Management: MBC	\$ 20,000.00	\$ -	\$ -	\$ -	\$ 20,000.00
Marketing: MBC	\$ 30,000.00	\$ 6,713.09	\$ 371.88	\$ 7,084.97	\$ 22,915.03
Contract Services	\$ 510,000.00	\$ 15,772.85	\$ 18,086.43	\$ 33,859.28	\$ 476,140.72
Awarded Total	\$ 600,000.00	\$ 26,790.58	\$ 21,710.83	\$ 48,501.41	\$ 551,498.59

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Marketing: MBC	\$ 50,000.00	\$ 30,843.00	\$ 8,404.50	\$ 39,247.50	\$ 10,752.50
Administration: MBC	\$ 125,000.00	\$ 11,718.49	\$ -	\$ 11,718.49	\$ 113,281.51
Training	\$ 125,000.00	\$ -	\$ -	\$ -	\$ 125,000.00
Match Total	\$ 300,000.00	\$ 42,561.49	\$ 8,404.50	\$ 50,965.99	\$ 249,034.01

Status: GOVA funds are 8% expended. DD#4 for \$123,511 was submitted in March. Outreach events included the RISE Business Pitch Competition and its awards ceremony and the monthly RISE Grapevine Virtual Meetups. The CIC/RISE Navigator Project Manager attended and tabled resource fairs, showcases, and awards events, such as RevUp and Ignite. To date, a total of 281 entrepreneurs and 198 businesses have been served.

GO TEC REGION 3 EXPANSION

Grant Agreement Term: June 4, 2024 - June 3, 2026

Report Date: February 2025

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 #	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 5,690.00	\$ -	\$ -	\$ -	\$ 5,690.00
Indirect	\$ 22,000.00	\$ -	\$ -	\$ -	\$ 22,000.00
Training	\$ 275,000.00	\$ -	\$ -	\$ -	\$ 275,000.00
Awarded Total	\$ 302,690.00		\$ -	\$ -	\$ 302,690.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 110,000.00	\$ -	\$ -	\$ -	\$ 110,000.00
Rent/Lease	\$ 37,500.00	\$ -	\$ -	\$ -	\$ 37,500.00
Training	\$ 156,000.00	\$ -	\$ -	\$ -	\$ 156,000.00
Match Total	\$ 303,500.00	\$ -	\$ -	\$ -	\$ 303,500.00

Status: No remittance activity to date, but is expected soon. Teacher training is in process. All lab equipment has been ordered.

AMELIA COUNTY DUE DILIGENCE

Grant Agreement Term: October 23, 2024 - October 24, 2025

Report Date: February 2025

Sub-Grantee: Amelia County EDA

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	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,000.00	\$ -	\$ -	\$ -	\$ 3,000.00
Contract Services	\$ 97,000.00	\$ -	\$ -	\$ -	\$ 97,000.00
Awarded Total	\$ 100,000.00		\$ -	\$ -	\$ 100,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Acquisition	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00
Match Total	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00

Status: No remittance activity to date. Due diligence work is underway.

ADVANCED MANUFACTURING TPI

Grant Agreement Term: December 10, 2024 - December 9, 2025

Report Date: February 2025

Sub-Grantee: IALR

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	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,400.00	\$ -	\$ -	\$ -	\$ 3,400.00
Contract Services	\$ 81,000.00	\$ -	\$ -	\$ -	\$ -
Training	\$ 12,091.00	\$ -	\$ -	\$ -	\$ -
Travel	\$ 10,507.50	\$ -	\$ -	\$ -	\$ -
Indirect Costs	\$ 8,396.00	\$ -	\$ -	\$ -	\$ -
Other	\$ 1,350.00	\$ -	\$ -	\$ -	\$ 1,350.00
Awarded Total	\$ 116,744.50	\$ -	\$ -	\$ -	\$ 4,750.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Contract Services	\$ 40,000.00	\$ -	\$ -	\$ -	\$ 40,000.00
Training	\$ 1,948.00	\$ -	\$ -	\$ -	\$ -
Salaries	\$ 16,494.00	\$ -	\$ -	\$ -	\$ -
Other	\$ 1,400.00	\$ -	\$ -	\$ -	\$ -
Match Total	\$ 59,842.00	\$ -	\$ -	\$ -	\$ 59,842.00

Status: This is a new project. No remittance activity to date. Contract has been executed.

CO-LOCATION OF DATA CENTERS & CEA GREENHOUSES

Grant Agreement Term: December 17, 2024 - December 16, 2025

Report Date: February 2025

Sub-Grantee: IALR

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	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ -	\$ -	\$ -	\$ 2,000.00
Contract Services	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00
Awarded Total	\$ 52,000.00	\$ -	\$ -	\$ -	\$ 52,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Contract Services	\$ 23,500.00	\$ -	\$ -	\$ -	\$ 23,500.00
Salaries	\$ 2,520.00	\$ -	\$ -	\$ -	\$ -
Match Total	\$ 26,020.00	\$ -	\$ -	\$ -	\$ 26,020.00

Status: This is a new project. No remittance activity to date. Contract has been executed.

A.I. STATEWIDE LANDSCAPE ASSESSMENT

Grant Agreement Term: CONTRACT IN PROCESS

Report Date: February 2025

Sub-Grantee: Virginia Chamber

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	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 1,000.00	\$ -	\$ -	\$ -	\$ 1,000.00
Contract Services	\$ 99,000.00	\$ -	\$ -	\$ -	\$ 99,000.00
Awarded Total	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 45,000.00	\$ -	\$ -	\$ -	\$ 45,000.00
Outreach	\$ 5,000.00	\$ -	\$ -	\$ -	\$ 5,000.00
Match Total	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00

Status: This is a new project. No remittance activity to date. Contract negotiations in process.

PROJECT FUNDING MATRIX

OLD BUSINESS

PROJECT PIPELINE



DATE: March 12, 2025

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Project Pipeline Report

Below is information about projects that are in varying stages of development:

I. **SOVA Fab Lab**

-the SOVA Innovation Hub plans to expand its SOVA Innovation Campus in South Boston. This expansion involves adaptively reusing a structure adjacent to its existing building with funding from the Mid-Atlantic Broadband Community Corporation (MBC) and the Tobacco Commission. A US Economic Development grant for the redevelopment of the building is not being pursued because the bid cost for the grant design was over the amount awarded. The project was rescoped to align with the Tobacco Commission grant and supplemental resources being provided by MBC.

-a Region 3 Per Capita application is under development and tentatively scheduled to be submitted to the Region 3 Council for review and approval at its meeting on April 16, 2025. This will be followed by submission to DHCD GO Virginia staff and the GO Virginia State Board for review and approval at its June 10, 2025, meeting.

-the SOVA Fab Lab will foster innovation, entrepreneurship, and workforce development in Halifax County and surrounding localities within a one-hour drive. It will equip individuals, businesses, and communities with innovation tools, training, and resources in an approximately 2,000 sq. ft. space.

-a Fab Lab provides users access and training to use 3D printers and scanners, laser cutters, CNC machines, computers, software, and other related equipment.

-the SOVA Fab Lab is engaging the [Fab Lab Foundation](#) as an experienced consultant for equipment acquisition, space layout, training, operations, and other GO Virginia grant-related matters. The Fab Lab Foundation will continue its consulting engagement once the space is operating.

-the project will request \$500k from GO Virginia Region 3 Per Capita funds. The SOVA Fab Lab will use cash and in-kind matching funds from MBC and a Microsoft TechSpark grant to support the salary for a Fab Lab Manager, the upfit of the lab space, and other related operational expenses.

-the total working project budget is approximately \$750k.



Region 3 Executive Committee
March 12, 2025
Page 2

II. Southside Virginia Community College Foundation

-the Southside Virginia Community College Foundation, on behalf of SVCC, has secured a US EDA and Tobacco Region Revitalization Commission grants to construct a new building at its Blackstone/Fort Barfoot location to expand the successful Powerline Worker and Truck Driver Training programs due to increasing student and business demands. The design of the building is underway and should be completed in late Spring 2025.

-the EDA and Tobacco Commission funding will support the construction of a 6,000+ SF Power Line Worker Training School on an existing 4.82-acre lot at the Blackstone campus of Southside Virginia Community College (SVCC). In addition, the existing truck driver training range will be enlarged to facilitate an increase in the number of students to be served.

-GO Virginia Region 3 Per Capita funding will be used for technology needs for the newly constructed building and classroom and office furniture. Additionally, two (2) tractor/trailers will be acquired to allow for increased truck driver training. The total GO Virginia grant will be \$565,921.00. This equipment will serve the Powerline and Truck Driver Training Programs.

-the Region 3 Growth & Diversification plan was amended at the Region 3 Council meeting on January 15th to include Logistics and Transportation as a target business sector.

III. SOVA Partnership Health Science Careers

-the Talent Pathways Initiative planning project is being completed by project principals Blue Ridge Partnership for Health Science Careers (C. Lawrence) and George Mason University (Dr. C. Sutter). Dr. Julie Brown (IALR) has provided in-region leadership and staffing support to the SOVA Partnership.

-initial discussions with Dr. Brown focus on a GO Virginia Region 3 Per Capita grant application being submitted for consideration by the Region 3 Council at its January 2026 meeting. IALR would submit this application in partnership with the Region 3 healthcare systems (SOVA Health, Sentara, VCU Community Memorial Health, and Centra), the region's K-16 educational institutions, and other healthcare workforce development stakeholders.

-the grant would include funding for a minimum of one (1) staff position to support the SOVA Partnership's work, data collection and support, and other workforce



Region 3 Executive Committee
March 12, 2025
Page 3

development deliverables. The position would be managed and supported by Dr. Brown and IALR.

-an initial estimate for a Per Capita grant is \$500k-\$750k

IV. **Industrial Skilled Trades Training Program**

-each of the community colleges (Patrick & Henry CC, Danville CC, and Southside Virginia CC) in GO VA Region 3 established a collaborative partnership in October 2024 to advance training and credentials in skilled trades. This partnership is being supported by a \$1MM grant from Chancellor Dore at the Virginia Community College System

-after discussing how GO Virginia Region 3 could support the partnership with Patrick & Henry Community College leadership, the college has begun exploring the feasibility of creating a workforce development training program for "industrial skilled trades." These trades would focus on supporting Region 3 targeted sectors and may include electrical, HVAC, carpentry, plumbing/pipefitting, and other trades related to the target sectors.

-the development of a Per Capita application has not yet been initiated.

V. **Region 3 Leadership Development Project**

-report completed (8.24)

-GO Virginia funding strategy under development

RECOMMENDATION:

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

NEW BUSINESS



DATE: March 12, 2025

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region 3 Nominating Committee Report

As previously communicated to the Region 3 Council, the Nominating Committee will develop a recommendation on current members who are interested and eligible for reappointment and for new members to be appointed to replace those current members who are no longer eligible for reappointment. These member reappointments and appointments will be finalized at the Region 3 Council's meeting on July 16th.

The Region 3 Council meeting will hold the annual organizational meeting at its meeting on April 16th. At this meeting, the Region 3 Council approves the Chair and Vice Chair for 2025-2026.

The Region 3 Council bylaws specify that "...the council must be chaired by a citizen member from the region with significant private-sector business experience." It has been customary for the Vice Chair to have a similar experience. The Nominating Committee has under consideration a transition plan for the Chair and Vice Chair positions for 2025-2026 available to Region 3 Council in light of this requirement.

The current Chair (Lauren Willis) and Vice Chair (Randy Lail) will need to step down as Council members and from their Chair and Vice Chair roles effective July 1st because they are no longer eligible for reappointment. To ensure Region 3 Council leadership continuity, Lauren and Randy have expressed a willingness to remain as Chair and Vice Chair until June 30, 2026.

This extension would allow them time to assess current Region 3 Council members for private-sector individuals who may be interested and well-suited to move into leadership roles for the Region 3 Council. The bylaws allow members to serve until the council makes a replacement appointment.

It is my understanding that the other GO Virginia Region 3 Councils are undergoing similar transitions with founding members, and each has used appropriate and reasonable approaches to provide continuity for the organization during this time.

I have attached an updated roster for the Region 3 Council membership, which shows which members are eligible for reappointment and those who are no longer eligible for reappointment.

The Nominating Committee will be prepared to discuss this matter with the Executive Committee at the March 19th meeting.

RECOMMENDATION:

For the Region 3 Executive Committee's consideration.



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

COUNCIL CERTIFICATION FORM

Regional Council: Region 3

Certification Period: 7/1/2025 TO 6/30/2026

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	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 (term limited)	President	Blair Construction, Inc.	7/1/2021 - 6/30/2025	1								
Randolph Lail (term limited)	Chairman of the Board	Benchmark Community Bank_Mid-Atlantic Broadband Communities Corporation	7/1/2021 - 6/30/2025	1								
James McClain (term limited)	President/CEO	SW Virginia Energy Industries	7/1/2021 - 6/30/2025	1								
Clark Casteel (eligible reappt.)	President/CEO	Danville Regional Foundation	7/1/2021 - 6/30/2025								1	
Sherry Swinson (term limited)	Executive Director, Baliles Center at Hull Springs, Longwood University	Longwood University	7/1/2021 - 6/30/2025		1							
Lauren Willis (term limited)	Senior Administrative & Compliance Officer	Bank of Charlotte County	7/1/2021 - 6/30/2025	1								
Melody Foster (eligible reappt.)	Retired_Executive Director	Commonwealth Regional Council	7/1/2021 - 6/30/2025							1		
Rhonda Hodges (eligible reappt.)	Vice President, Workforce, Economic & Community Development	Patrick Henry Community College (West Piedmont Workforce Development Board0	7/1/2021 - 6/30/2025					1				
Alfreda Reynolds (eligible reappt.)	Director of Economic Development	Brunswick County	7/1/2025 - 6/30/2030				1					
Sheldon Barr	President	VCU Health Community Memorial Hospital	7/1/2023 - 6/30/2027	1								
Robert Bates	Area Manager	Benchmark Community Bank	7/1/2023 - 6/30/2027	1								
Kristin Gee	General Counsel & Corporate Secretary	Kyanite Mining Corporation	7/1/2023 - 6/30/2027	1								
Dr. Amy Griffin	Deputy Executive Director	Virginia Association of School Superintendents	7/1/2023 - 6/30/2027			1						
Dr. Keith Harkins	Vice President - Academic & Workforce Programs	Southside Virginia Community College	7/1/2023 - 6/30/2027		1							
Elizabeth Leggett	Vice President	Leggett Town and Country	7/1/2023 - 6/30/2027	1								
John Parkinson	CEO	Drake Extrusion, Inc.	7/1/2023 - 6/30/2027	1								
Kelly Lanier-Arnold	Senior Program Manager	Microsoft Corporation	7/1/2023 - 6/30/2027	1								
Dale Wagoner	County Administrator	Henry County	7/1/2023 - 6/30/2027						1			
Ilsa Leoser	Principal and Owner	Letterpress Communications	7/1/2023 - 6/30/2027	1								
Subtotal				11	2	1	1	1	1	1	1	
Total Membership Per Bylaws	19	Membership Total		19								
Private Sector as Percentage of Total Membership	58%											





DATE: March 12, 2025

TO: Region 3 Executive Committee

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: Proposed FY2025-2026 GO Virginia Region 3 Council Budget

A draft FY2025-2026 GO Virginia 3 Council operating budget is attached for the Executive Committee's review and guidance. This budget reflects the anticipated revenue from the Department of Housing and Community Development and expected operational expenditures for the coming fiscal year. It should be noted that several expenses have increased while others have decreased for the next fiscal year.

A final draft of the FY2025-2026 operating budget will be presented to the Region 3 Council for approval at its meeting on April 16th.

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

RECOMMENDATION:

For the Region 3 Executive Committee review and recommendation to the Region 3 Council.

PROGRAM DIRECTOR'S REPORT



DATE: March 12, 2025

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Pending Projects Report

The following pending project has received state GO Virginia approval:

- Virginia Chamber of Commerce – Artificial Intelligence Statewide Landscape Assessment

-the project explores how artificial intelligence (AI) will transform Virginia's business landscape and workforce, specifically GO Virginia's target sectors of statewide significance. It will be a distinct workforce development element under VACC's Blueprint Virginia 2035.

-it will be led by a qualified consultant retained by the Virginia Chamber of Commerce Foundation. The consultant will conduct a statewide assessment to determine AI's anticipated impacts on the workforce in specific high-priority business sectors present in each of GO Virginia's nine (9) regions to include Advanced Manufacturing, Information and Emerging Technologies, and Life and Health Sciences/Biotechnology.

-GO Virginia Region 3 and GO Virginia Region 2 jointly contribute \$50k from each's Per Capita funds. The total project budget is \$150k, with \$50k representing an in-kind match from the VACC for its development and distribution of Blueprint Virginia 2035 and the estimated time value of the 36 representatives serving on the Project Workgroup.

-the application was submitted to DHCD GO Virginia staff for administrative approval on 12.18.24. After considerable review and responding to staff questions, DHCD's Director approved the project on 3.3.25. VACC and GO Virginia Regions 3 and 2 staff are finalizing the contract with DHCD. Once signed, VACC has identified qualified consultants interested in undertaking the project.

-the project is targeted for completion by September 2025.

RECOMMENDATION:

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





DATE: March 12, 2025

TO: GO Virginia Region 3 Executive Committee

FROM: R. Bryan David, Program Director 

RE: 2025 GO Virginia Region 3 Growth & Diversification Plan Update

The 2025 Growth & Diversification Plan update is underway, and the Advisory Committee held its second meeting on February 3rd. At this meeting, members identified and discussed the subject matter experts who will be interviewed and the data sets to be analyzed as part of the update. The Advisory Committee is scheduled to meet again on April 7th.

An updated timeline for the project is attached for your reference.

The Advisory Committee members include:

- Elizabeth Leggett (Region 3 Council)
- Melody Foster (Region 3 Council)
- Lauren Willis (Region 3 Council)
- Randy Lail (Region 3 Council)
- Robert Bates (Region 3 Council)
- Dale Wagoner (Region 3 Council)
- Sheldon Barr (Region 3 Council)
- James Houchins (Director of Economic Development/Tourism_Patrick County)
- Jessica Dalton (Vice President of Workforce Services_Danville Community College)
- Dr. Chip Jones (Superintendent_Cumberland County Public Schools)
- Whitney Hawkins (Workforce Development Coordinator_VCU Memorial Health CMH)

RECOMMENDATION:

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

GO Virginia Region 3 2025 Growth & Diversification Plan Update Timeline

Start Date	Actions	End Date	Lead	Partners	Status
10/15/2024	Guidance received from DHCD/GV Staff	10/15/2024	DHCD/GV Staff	R3 staff	Completed
10/16/2024	Overview timeline with Region 3 Council	10/18/2024	R3 Chair		Completed
	GD 25 Advisory Committee assigned	10/18/2024	R3 Chair		Completed
	DHCD G&D Guidance Zoom session	10/16/2024	Liz		Completed
12/9/2024	Advisory Committee meeting; define goals, identify SME cohort members, set meeting schedule	12/15/2024	Lauren, Bryan	R3 staff	9-Dec-24
12/18/2024	Update to R3 Executive Committee	12/18/2024	Bryan	R3 staff	Completed
1/31/2025	Data packages received (to include VEDP prospects-by-sector analysis; may include VIPC entrepreneurial report)	1/31/2024	DHCD/GV Staff	R3 staff	Received 1-31-25
1/31/2025	Data package sent to Longwood	3/31/2025	Bryan	Longwood SBDC, R3 staff	Sent 2-17-25 and reviewed with Jen
2/3/2025	Advisory Committee meeting; review status of data packages	2/28/2025	Bryan	R3 staff	Discussed SME categories
3/1/2025	Literature review - CEDS (3 in PDCs)	3/31/2025	Ann	R3 staff	
	Literature review - Virginia Career Works	4/15/2025	Liz	R3 staff	
	Literature review - REDO Strategies	4/15/2025	Liz	R3 staff	
	Project Announcements review (VEDP projects)	4/15/2025	Liz	R3 staff	
	R3 Project Investment Outcomes analysis	3/31/2025	Ann	R3 staff	
	Literature review - Tobacco Commission	4/15/2025	Liz	R3 Staff	
	Literature review - Tourism, Child Care, Data Centers, Rural Health, Broadband, Solar Farms, Energy	4/15/2025	Liz	R3 staff	
4/7/2025	Advisory Committee meeting; review status of inputs; discuss KPIs	4/30/2025	Bryan	R3 staff	
4/7/2025	SME cohort focus group or individual meetings (virtual): health care, education, economic development, entrepreneurship, energy, finance, child care, housing, manufacturing, scaling business, tourism, transportation, workforce	5/30/2025	Liz	R3 staff	
4/30/2025	Synthesis and summary reports of Literature Review and SME Cohort meetings	5/30/2025	Liz, Ann	R3 staff	
6/1/2025	Draft G&D Plan Update	6/30/2025	Liz, Ann, Bryan		
6/9/2025	Advisory Committee meeting; review status of draft report, affirm KPIs	6/30/2025	Bryan	R3 staff	
8/1/2025	Finalize G&D draft; share with Advisory Committee for feedback	8/30/2025	Liz, Ann, Bryan	R3 staff	
9/15/2025	Draft G&D report sent to DHCD for review	9/30/2025	DHCD/GV Staff		
10/1/2025	Adjustments to final G&D report made based on DHCD feedback	10/8/2025	Liz, Ann, Bryan	R3 staff	
10/6/2025	Advisory Committee Final Review/Recommendation	10/6/2025	Bryan	R3 staff	
10/15/2025	R3 Council approves final G&D report	10/15/2025	Bryan	R3 staff	
10/31/2025	G&D plan sent to DHCD	10/31/2025	Bryan	R3 staff	





DATE: March 12, 2025

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: GO Virginia Region Council Committee Report

The Regional Council Committee most recently met on February 25th. Randy Lail attended, representing GO Virginia Region 3.

Attached is a slide presentation given during the meeting. The meeting recap is being developed by DHCD GO Virginia staff and should be available as an agenda item for the Region 3 Council meeting on April 16th.

RECOMMENDATION:

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



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

Regional Council Committee Meeting

February 25, 2024



VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT
Partners for Better Communities



Virginia Growth and Opportunity FY25 Total Fund Allocation - \$30M



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

<h3 style="margin: 0;">Regional Capacity Building</h3> <h2 style="margin: 10px 0 0 0;">\$2.25M</h2> <p style="font-size: small; margin: 10px 0 0 0;">Provides support for administrative efforts to each regional council and may also be used towards projects</p> <p style="text-align: center; margin: 10px 0 0 0;">\$250,000/region</p>	<h3 style="margin: 0;">Regional Per Capita Projects</h3> <h2 style="margin: 10px 0 0 0;">\$17.6M</h2> <p style="font-size: small; margin: 10px 0 0 0;">Funds projects of regional significance. Allocation based on regional population.</p> <ul style="list-style-type: none"> Region 1 - \$1,000,000 Region 2 - \$1,515,210 Region 3 - \$1,000,000 Region 4 - \$2,592,511 Region 5 - \$3,393,714 Region 6 - \$1,054,919 Region 7 - \$4,968,886 Region 8 - \$1,085,209 Region 9 - \$1,000,000 	<h3 style="margin: 0;">Statewide Competitive Projects</h3> <h2 style="margin: 10px 0 0 0;">\$10.14M</h2> <p style="font-size: small; margin: 10px 0 0 0;">Discretionary funds allocated by the GO Virginia State Board to support projects with statewide impact. Awarded on the competitive basis.</p>
---	---	---

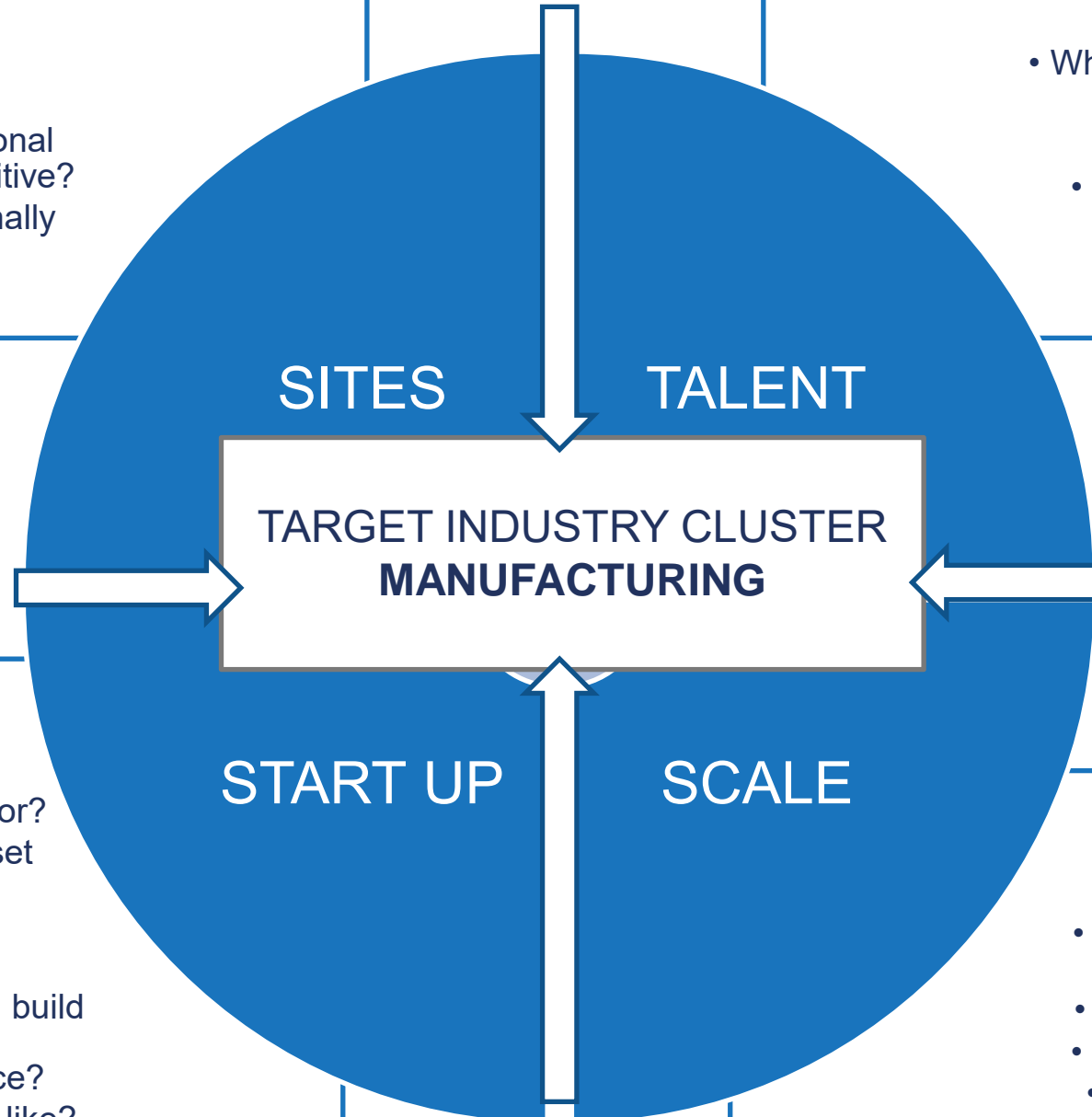


Roles & Responsibilities in Effective Fund Utilization

- Get to know your Growth & Diversification Plan
- Pipeline Development & Stakeholder Engagement
- Regular Financial Performance Reviews
- Inter-Regional Collaboration –
 - Encourage Use of the Competitive Fund
- Coordinate with your regional staff

- What are the site/space needs of this industry?
- What's the regional site inventory?
- How can we make our regional sites portfolio more competitive?
- How can we develop regionally significant sites?
- Who are our partners?

- What are the workforce needs of this industry?
- What are our WF system assets?
 - Where are the gaps?
 - Can we fill it/strengthen it?
- What would success look like?
- How (Train, Retrain, Retain)?
 - Who are our partners?



SITES

TALENT

TARGET INDUSTRY CLUSTER
MANUFACTURING

START UP

SCALE

- What are the ecosystem requirements for this sector?
- What are our regional asset relative to the sector requirements?
- What's missing?
- How can we optimize and build a system to support entrepreneurs in this space?
- What would success look like?
- Who are our partners?

- Who are the growth-oriented firms?
- What are the emerging market opportunities?
- What are our assets to assist?
- What would success look like?
- What should we do and how?
 - Who are our partners?

MANUFACTURING (Region 6 Sample)

TALENT STRATEGY

Talent Strategy Questions

- What are the workforce needs of this industry?
- What are our WF system assets?
- Where are the gaps?
- Can we fill it/strengthen it?
- How (Train, Retrain, Retain, Attract)?
- Who are our partners?

Funded Projects

- Northern Neck Workforce Training Feasibility and Site Selection Study
- Welding Training Program and Extension
- Internship Expo & Hiring Workshop
- Pathways to Success
- Germanna Tech Talent Pipeline
- Workforce Now
- Rappahannock Community College New Career Training Center
- **Talent Pathways Planning**

MANUFACTURING (Region 6 Sample)

SCALE UP STRATEGY

Scale Up Strategy Questions

- Who are the growth-oriented firms?
- What are the emerging market opportunities?
- What are our assets to assist?
- What should we do and how?
- Who are our partners?

Active Projects

- Commercial Kitchen at Hull Springs Feasibility Study
- Fredericksburg Regional Industry Cluster Analysis
 - Existing and emerging

MANUFACTURING (Region 6 Sample)

START UP STRATEGY

Start Up Strategy Questions

- What are the ecosystem requirements for this sector?
- What are our regional asset relative to the sector requirements?
- What's missing?
- How can we optimize and build a system to support entrepreneurs in this space?
- Who are our partners?

Funded Projects

- Commercial Kitchen at Hull Springs Feasibility Study (food)
- RIoT
- Regional Entrepreneurship Investment Strategy (REI)

MANUFACTURING (Region 6 Sample)

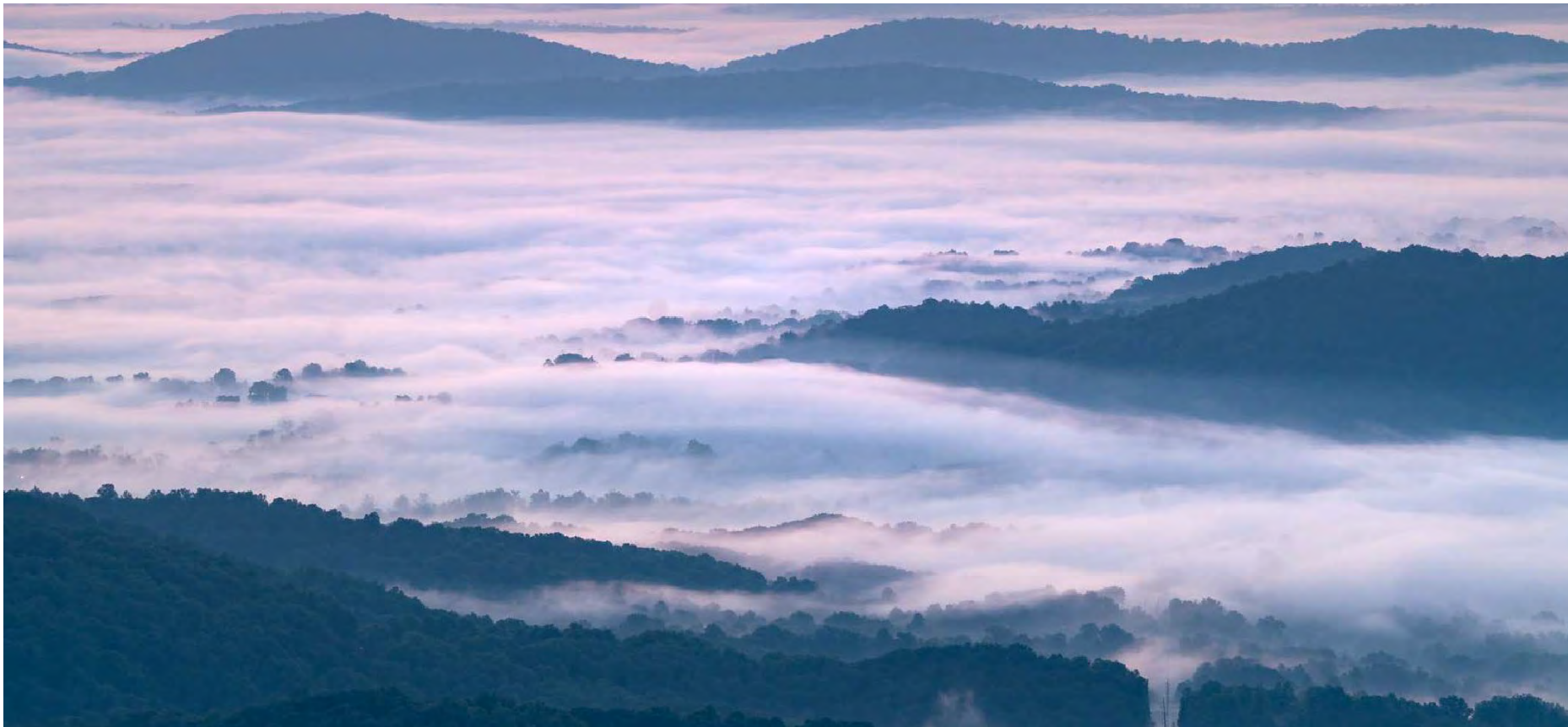
SITES STRATEGY

Sites Strategy Questions

- What are the site/space needs of this industry?
- Do we have it? What's the regional inventory?
- If not, can we create it?
- How?
- Who are our partners?

Funded Projects

- Northern Neck Sites, Buildings, and Infrastructure Study
- Middle Peninsula Alliance Site Characterization Study
- Fredericksburg Regional Industrial Facilities Authority Study
- West Point Airport Industrial Site Evaluation



GOVA REGIONAL COUNCIL COMMITTEE: VEDP UPDATE

February 25, 2025

THE INCREASING IMPORTANCE OF TALENT IN LOCATION

- 1 Robust State Growth**
Position Virginia to achieve a growth rate among that of the top 10 states in the U.S.
- 2 Every Region Wins**
Ensure that every region participates in the growth of the Commonwealth
- 3 Best State for Business**
Cultivate a leading business climate and sector-specific ecosystems
- 4 Top State for Talent**
Establish Virginia as a top state for talent retention, attraction, development, and alignment
- 5 Most Innovative, Collaborative, and Effective State EDO**
Solidify VEDP's position as one of America's top state EDOs through an innovative strategy, collaborative approach, and effective outcomes

VEDP'S STRATEGIC PLAN SETS OUT THREE COMPLEMENTARY TALENT-FOCUSED STRATEGIES

Retain and attract talent

Strengthen and highlight the Commonwealth's assets and economic opportunities to retain & attract the talent

Develop talent and align to employer needs

Produce in-demand talent aligned with industry needs to create pathways to opportunity and build a thriving workforce

Unlock individual potential by reducing barriers

Reduce barriers to workforce access (e.g., childcare, transportation) to ensure Virginians participate in the labor force



AN INNOVATIVE FRAMEWORK TO DELIVER BETTER RESULTS

Achieving Virginia's transformational goals

Sector Depth

**Robust
Ecosystems**

**Commonwealth
Collaboration**



VEDP'S STRATEGY IS BUILT AROUND THREE CORE SECTORS, WITH 12 OTHER INDUSTRIES ALSO ACTIVELY TARGETED

Core industries (Sector Teams)

Business development and Ecosystem building

Knowledge Work

Aerospace & Defense Innovation	Financial services
Business services	Software & cybersecurity

Manufacturing

Advanced materials	Food & beverage manufacturing
Biopharmaceuticals	

Logistics

Transportation & logistics

Other target industries (SP&LG)

Business development

Aerospace & Defense Manufacturing

AgTech

Batteries

Data centers

EV

Maintenance, Repair, & Overhaul

Nuclear energy

Offshore wind

Quantum computing

Semiconductors

Traditional automotive

Wood products

GO VIRGINIA REGIONAL TARGET INDUSTRIES SHOW STRONG ALIGNMENT WITH VEDP'S CORE SECTORS

VEDP Core Sector		GOV A 1	GOV A 2	GOV A 3	GOV A 4	GOV A 5	GOV A 6	GOV A 7	GOV A 8	GOV A 9
Knowledge Work	Software & Cybersecurity	X	X			X	X	X	X	
	Business Services			X	X	X	X	X	X	X
	Financial Services			X	X			X	X	X
	Aerospace and Defense Innovation					X				
Manufacturing	Advanced Materials	X	X	X	X	X	X		X	X
	Food & Beverage	X		X			X		X	X
	Pharmaceuticals		X	X	X				X	X
	Logistics	X			X	X	X	X	X	

Crosswalk from VEDP Core Sectors to GOVA Target Industry Classifications¹

- **Advanced Materials** = Chemical Products, Metalworking Technology, Advanced Materials, Plastics and Rubber Products
- **Food & Beverage** = Animal Processing, Beverage (Alcoholic and Non-Alcoholic), Food Processing
- **Aerospace and Defense Innovation**= Unmanned Systems and Autonomy
- **Pharmaceuticals** = Pharmaceuticals Manufacturing
- **Software & Cybersecurity** = Computer Systems and Software Design, Cybersecurity
- **Business Services** = Computer Services, Consulting Services, Engineering Services, Marketing, Design, and Publishing
- **Financial Services** = Financial Services
- **Logistics** = Shipping Services, Transportation, Warehousing

¹GO Virginia 2021 Growth and Diversification Plan, [GOVA Region 1—2024 Update](#); Regional Growth & Diversification Plans

SECTOR TEAMS ARE ADVANCING INITIATIVES TO DRIVE ECOSYSTEM DEVELOPMENT & INDUSTRY GROWTH



Knowledge Work

- Understand and address **office space** challenges in Virginia metros
- Develop and expand **international soft landing** resources
- Ensure **talent alignment** with industry needs (i.e., cyber talent readiness)
- Establishing a cohesive **Aerospace & Defense Innovation ecosystem**



Logistics

- Elevate Dulles International Airport as a **global cargo gateway**
- **Expand cold chain infrastructure** investments to support the biopharma industry
- Conduct **supply chain optimization** modeling to align logistics providers with cost/time savings for select sites conducive to logistics operations



Manufacturing

- Continued investments in **site development**
- Expand shared and mid-market production **infrastructure for growing food & beverage firms**
- Evaluate current **biopharma funding availability**, benchmark to competitors, and promote improvements
- Address **workforce development gaps** in Advanced Materials industry



VEDP IS TRACKING AI-RELATED TRENDS AND OPPORTUNITIES TO DRIVE ECONOMIC GROWTH

VEDP is tracking trends in Artificial Intelligence, including Virginia's national standing related to AI labor demand

- Virginia has established itself as a national leader in Artificial Intelligence labor demand, keeping pace with much larger states (ranking #3 nationally in 2023)
- AI skills are now 50x more likely to appear in Virginia jobs postings, compared to 2014

Sector teams are conducting ongoing corporate engagement with core sector firms to understand how they are leveraging AI

- Increased AI integration for business and financial service companies is expected to reduce costs and streamline operations
- Continued integration will occur between cybersecurity and AI to protect AI-generated information for data security and from adversarial attacks

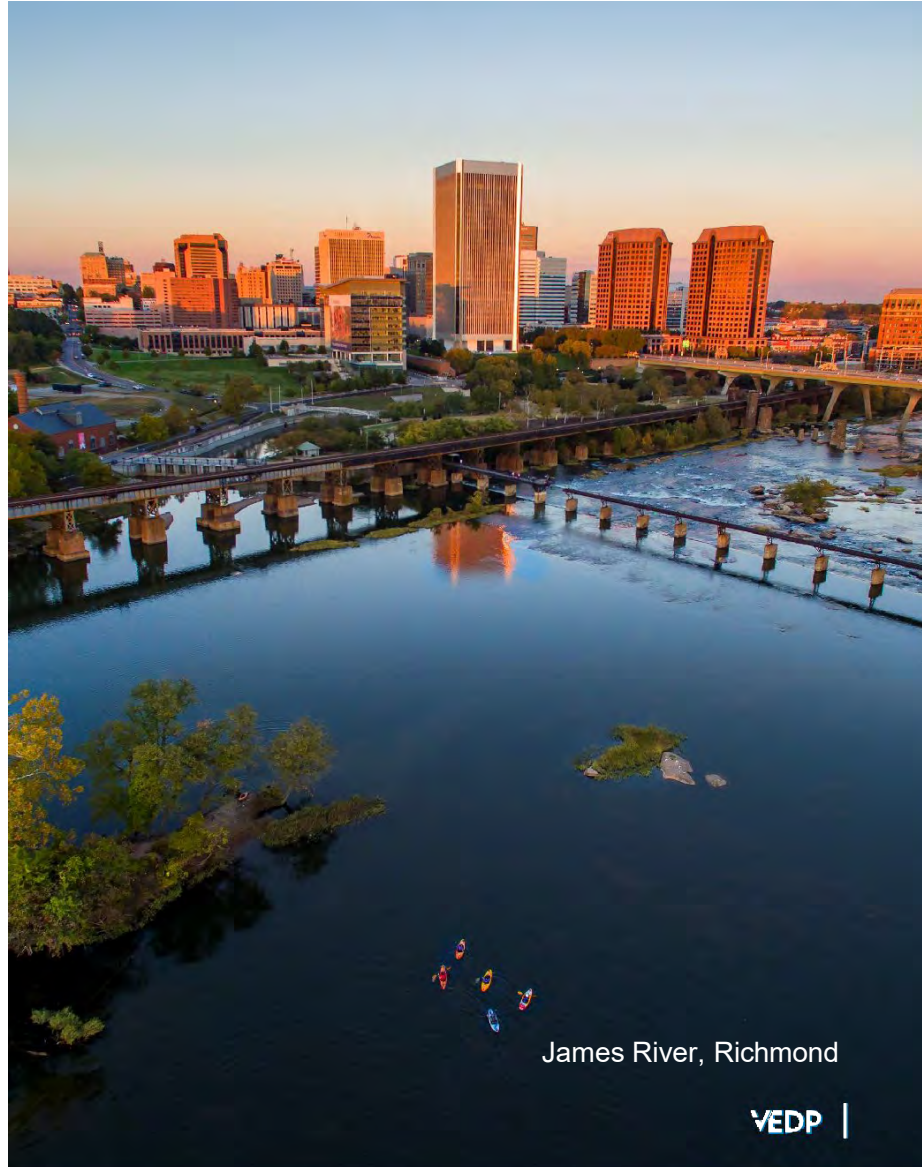
Ongoing VEDP efforts to support AI in Virginia include:

- Understanding AI from a talent alignment standpoint
- Marketing the Commonwealth as an innovation hub and leader in AI (Virginia Economic Review, Q3 2024)
- Tracking and supporting federal grant opportunities related to AI (i.e., National Science Foundation ExLENT program)



VEDP AND GO VIRGINIA HAVE OPPORTUNITIES FOR CONTINUED TACTICAL AND STRATEGIC COLLABORATION

- **Increase dialogue and continue collaboration around specific initiatives and active projects**
 - Office market strategy support and identification of funding opportunities (Knowledge Work)
 - Continue to engage in workshops/discussions around ecosystem development (Logistics)
 - Continued life sciences collaboration (Manufacturing)
- **Potential collaboration around new Top State for Talent strategy**
- **Strategic planning**
 - Update of the Strategic Plan for Economic Development in the Commonwealth (FY26)
 - Governor's Comprehensive Economic Development Policy (FY26-27)



James River, Richmond

THANK YOU!



Tyler Carroll

Manager, Economic
Competitiveness

tcarroll@vedp.org

804.659.3114

