

**GOVA REGION 3
FULL COUNCIL
MEETING PACKET**

April 16, 2025



GO Virginia Region 3 Full Council

Date and Time: April 16, 2025
1:00 p.m. – 3:00 p.m.

Location: SOVA Innovation Hub
715 Wilbourne Ave
South Boston, Va

Link: <https://tinyurl.com/2hunf7w3>

Dial-In: 929-205-6099

Meeting ID: 89871503203

Password: 287955

Purpose Statement

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

AGENDA

- I. Call to Order and 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

Special Appearances & Presentations..... Lauren Willis

- VIII. GO TEC 2025 Evaluation Tool Project_Dr. Julie Brown, Vice President of
Advanced Learning, Institute for Advanced Learning and Research

Old Business

- IX. Project Pipeline Bryan David

New Business

- X. Nominating Committee..... Bryan David
- XI. Project Review Committee..... Bryan David
 - Southside Virginia Occupational Training Facility Project (SVCC Foundation)
 - SOVA Fab Lab Project at the SOVA Innovation Campus (SOVA Innovation Hub)

- XII. Letterpress Communications Proposal GO Virginia Region 3 | Marketing & Communications (FY2025-2026).....Bryan David
- XIII. Proposed GO Virginia Region 3 Council FY2025-2026 Budget.....Bryan David

Program Director’s Report Bryan David

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

Adjourn

MINUTES

GO VIRGINIA REGION 3 FULL COUNCIL
MEETING MINUTES
Wednesday, January 15, 2025

REGULAR BUSINESS

Call To Order

Chair Willis called the GO Virginia (GOVA) Region 3 Full Council all-virtual meeting to order on Wednesday, January 15, 2025, at 1:00 p.m.

Roll Call and Confirmation of Quorum

Chair Willis declared a quorum was present.

Region 3 Executive Committee Members

Members	In Person	Virtual	Absent	Members	In Person	Virtual	Absent
Kelly Lanier-Arnold		X		Randolph Lail		X	
Sheldon Barr		X		Elizabeth Leggett		X	
Robert Bates		X		Ilisa Loeser		X	
Clark Casteel		X		James McClain		X	
Timothy J. Clark			X	John Parkinson			X
Melody Foster		X		Alfreda Reynolds		X	
Kristin Gee		X		Sherry Swinson		X	
Amy Griffin		X		Dale Wagner		X	
Keith Harkins		X		Lauren Willis		X	
Rhonda Hodges		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
Shara Gibson - DHCD GO Virginia – Program Manager		X
Billy Gammel - DHCD GO Virginia - Senior Program Administrator		X
Mary Jane Elkins - Southside Virginia Community College Foundation - Executive Director		X
Linda Green – Southern Virginia Regional Alliance - Executive 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. **Melody Foster made a motion that the minutes from the October 16, 2024 Executive Committee meeting be approved as presented; the motion was seconded by Amy Griffin 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 December 31, 2024. **Robert Bates made a motion that the Financial Reports be approved as presented; the motion was seconded by Keith Harkins and approved unanimously by roll call vote.**

SPECIAL APPEARANCES & PRESENTATIONS

The Executive Director of the Southern Virginia Regional Alliance, Linda Green, presented an update on the Berry Hill Megasite including the recent announcement by Microporous to invest \$1.35 Billion creating over 2,000 jobs.

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 Region 3 Council's membership will undergo a transition for the upcoming FY2025-2026 reappointment appointment cycle. The bylaws limit members to two consecutive four-year terms. There are five members whose term will end on 6.30.25 and who are not eligible for reappointment. Each of these members is a private-sector representative. Bryan David will work with the Region 3 Council Chair (Lauren Willis) and members of the Nominating Committee (Tim Clark, Randy Lail) to develop a succession plan. This plan will be presented to the Region 3 Council at its meeting on April 16th.

DHCD GO Virginia staff has recommended Region 3 to identify Logistics & Transportation as targeted traded sector in its Growth & Diversification Plan. This amendment would allow the Southside Virginia Community College project for truck driver training, currently under development, to be eligible for Per Capita funding. **Melody Foster made a motion to approve the proposed amendment to the Region 3 Growth & Diversification Plan to include Transportation & Logistics as a targeted traded sector; the motion was seconded by Elizabeth Leggett and approved unanimously by roll call vote.**

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. Only the GOVA State Board can approve this application under current policy; the earliest opportunity would be at its March 2025 meeting.

PROGRAM DIRECTOR'S REPORT

Bryan David presented the Program Director's Report as detailed in the meeting packet. The topics discussed were the IALR Talent Pathway Initiative, exploring the feasibility of co-locating data centers and greenhouses, 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 2:46 p.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					GO VIRGINIA		
Budget Year: May 1, 2024 to April 30, 2025							
Report Date: March 2025							
FY24 Approved Budget Allocation							
Budget Categories	Operating Budget	Budget Revision #1	Budget Revision #2	Previous Remittances	Remittance #12	Total to Date Remittances	Balance Remaining
Program Operations							
Audit	1,300.00	1,300.00	-			-	-
Meetings & Facilitation				-		-	-
Special Events	5,250.00	7,500.00	7,250.03	7,250.03		7,250.03	-
R 3 Meetings & Trainings	1,100.00	2,500.00	1,219.48	1,219.48	-	1,219.48	-
Total Meetings & Facilitation	6,350.00	10,000.00	8,469.51	8,469.51	-	8,469.51	-
Supplies	150.00	300.00	114.20	114.20		114.20	-
Salaries - SPDC	84,000.00	84,000.00	79,921.13	79,921.13		79,921.13	-
Contract Services				-		-	
SPDC UVA MOU	107,363.00	107,363.00	124,426.15	105,892.14	18,534.01	124,426.15	-
SPDC Contract Staff - Riverlink	9,000.00	9,000.00	7,500.00	7,500.00	-	7,500.00	-
Total Contract Services	116,363.00	116,363.00	131,926.15	113,392.14	18,534.01	131,926.15	-
Outreach/Marketing - Letterpress	31,900.00	31,900.00	29,569.01	29,569.01		29,569.01	-
Total Program Operations	240,063.00	243,863.00	250,000.00	231,465.99	18,534.01	250,000.00	-
Planning							
Technical Assistance	9,937.00	6,137.00	-	-	-	-	-
Total Planning	9,937.00	6,137.00	-	-	-	-	-
TOTAL	250,000.00	250,000.00	250,000.00	231,465.99	18,534.01	250,000.00	-
The Checking Account is comprised of		49,229.79		Local Funds (Martinsville-Henry Co EDC Match)			
		513.08		Interest cumulative through March 2025			
		49,742.87		Total Local Funds			
		(18,534.01)		Payments			
		31,208.86		Checkbook Register Balance			
Payments included in Remittance # 12							
UVA - Jan-Mar Quarterly Billing		18,534.01					
		-					
Total		18,534.01					

SEED INNOVATION HUB

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

Report Period: March 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. To date, 372 people have used the facility and 35 events have been held. A grand opening, with community access, will be held in June.

MBC MIDDLE MILE CONSTRUCTION

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

Report Period: March 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: March 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 #8 3/27/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 17,288.00	\$ 11,695.49	\$ 1,206.58	\$ 12,902.07	\$ 4,385.93
Contract Services	\$ 332,243.69	\$ 65,853.92	\$ 51,732.37	\$ 117,586.29	\$ 214,657.40
Equipment (Freight, Inflationary)	\$ 292,146.96	\$ 292,146.96	\$ -	\$ 292,146.96	\$ -
Indirect Costs	\$ 256,114.00	\$ 119,741.36	\$ 17,499.71	\$ 137,241.07	\$ 118,872.93
Marketing (Outreach)	\$ 94,000.00	\$ 4,996.34	\$ 2,289.50	\$ 7,285.84	\$ 86,714.16
Salaries & Fringe	\$ 1,961,228.00	\$ 785,533.93	\$ 159,249.50	\$ 944,783.43	\$ 1,016,444.57
Supplies	\$ 151,602.79	\$ 117,789.01	\$ 362.51	\$ 118,151.52	\$ 33,451.27
Training	\$ 336,697.56	\$ 223,476.94	\$ -	\$ 223,476.94	\$ 113,220.62
Travel	\$ 33,500.00	\$ 6,989.43	\$ 5,112.44	\$ 12,101.87	\$ 21,398.13
Awarded Total	\$ 3,474,821.00	\$ 1,628,223.38	\$ 237,452.61	\$ 1,865,675.99	\$ 1,609,145.01

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	\$ 91,445.00	\$ 10,045.00	\$ 101,490.00	\$ 299,010.00
Salaries & Fringe	\$ 1,232,540.00	\$ 742,595.44	\$ 40,368.49	\$ 782,963.93	\$ 449,576.07
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	\$ 1,511,356.68	\$ 50,413.49	\$ 1,561,770.17	\$ 864,308.83

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: March 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: March 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: March 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: March 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 plan. The development of an Action Plan is nearing completion. Sub-grantees have 90 days after close out to submit final invoices.

RISE Build-to-Scale

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

Report Date: March 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 #4 3/12/2025	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 40,000.00	\$ 7,557.16	\$ 314.76	\$ 7,871.92	\$ 32,128.08
Fiscal Management: MBC	\$ 20,000.00	\$ -	\$ 12,500.00	\$ 12,500.00	\$ 7,500.00
Marketing: MBC	\$ 30,000.00	\$ 7,084.97	\$ 6,081.28	\$ 13,166.25	\$ 16,833.75
Contract Services	\$ 510,000.00	\$ 33,859.28	\$ 104,930.56	\$ 138,789.84	\$ 371,210.16
Awarded Total	\$ 600,000.00	\$ 48,501.41	\$ 123,826.60	\$ 172,328.01	\$ 427,671.99

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Marketing: MBC	\$ 50,000.00	\$ 39,247.50	\$ 1,368.91	\$ 40,616.41	\$ 9,383.59
Administration: MBC	\$ 125,000.00	\$ 11,718.49	\$ 30,968.15	\$ 42,686.64	\$ 82,313.36
Training	\$ 125,000.00	\$ -	\$ 165,000.00	\$ 165,000.00	\$ (40,000.00)
Match Total	\$ 300,000.00	\$ 50,965.99	\$ 197,337.06	\$ 248,303.05	\$ 51,696.95

Status: GOVA funds are 28% expended. Recent outreach events included the RISE Business Pitch Competition 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: March 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; DD#1 will be submitted in April. 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: March 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: March 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	\$ -	\$ -	\$ -	\$ 81,000.00
Training	\$ 12,091.00	\$ -	\$ -	\$ -	\$ 12,091.00
Travel	\$ 10,507.50	\$ -	\$ -	\$ -	\$ 10,507.50
Indirect Costs	\$ 8,396.00	\$ -	\$ -	\$ -	\$ 8,396.00
Other	\$ 1,350.00	\$ -	\$ -	\$ -	\$ 1,350.00
Awarded Total	\$ 116,744.50	\$ -	\$ -	\$ -	\$ 116,744.50

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	\$ -	\$ -	\$ -	\$ 1,948.00
Salaries	\$ 16,494.00	\$ -	\$ -	\$ -	\$ 16,494.00
Other	\$ 1,400.00	\$ -	\$ -	\$ -	\$ 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: March 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	\$ -	\$ -	\$ -	\$ 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: March 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

GO VIRGINIA REGION 3 PROJECT FUNDING MATRIX

Project Name	G & D Plan Investment Strategy	Project Status	Award Date	Fiscal Close Out Report Date	Grant Amount Awarded	Per Capita Grant Amount Expended	State Competitive Amount Expended	Project Match	Funding Pool
GO VA TOTAL ALLOCATIONS (2018-2025)						7,301,293.09			
GO TEC Phase 1	Talent Evolution	Closed	02/13/18	3/12/2021	648,000	617,172.79		1,966,230.33	Per Capita
SOVA Innovation Hub	Startup Ecosystem	Closed	07/25/18	6/30/2020	80,000	79,919.80		79,919.81	Per Capita-Planning
GO TEC Phase 2A	Talent Evolution	Closed	03/12/19	6/30/2021	1,320,787		1,320,787.00		State Competitive
E&I Strategic Initiative	Startup Ecosystem	Closed	10/09/19	1/13/2021	100,000	77,662.12		90,641.32	Per Capita
Operation Last Mile Drone	Cluster Scale Up	Closed	04/15/20	10/15/2020	75,000		75,000.00		COVID ERR Fund
IALR Common Platform	Talent Evolution	Closed	04/15/20	12/15/2021	90,140	88,914.96		119,369.53	Per Capita-Planning
GO TEC Phase 2B	Talent Evolution	Closed	06/23/20	9/30/2022	3,575,741		3,360,247.21		State Competitive
MBC Middle Mile Planning	Site Development	Closed	08/04/20	12/31/2022	100,000	99,017.68		891,159.12	Per Capita-Planning
Bridge to Recovery	Cluster Scale Up	Closed	06/23/20	9/27/2023	925,000		767,818.64		COVID ERR Fund
E&I Implementation	Startup Ecosystem	Closed	03/16/21	9/29/2023	449,000	448,120.25		418,229.59	Per Capita
SVRA Site Development	Talent Evolution	Closed	09/23/21	12/31/2025	1,534,900	1,534,900.00		767,450.00	Per Capita
ExperienceWorks	Talent Evolution	Closed	09/23/21	3/31/2024	515,628	321,436.64		257,814.00	Per Capita
Controlled Environment Ag (CEA) Planning	Cluster Scale Up	Closed	11/29/21	6/30/2023	77,803	77,315.50		40,230.90	Per Capita-Planning
SEED Innovation Hub	Startup Ecosystem	Active	12/15/21		674,304	674,304.00		2,368,222.00	Per Capita
VGA Refresh Planning	Site Development	Closed	01/19/22	12/31/2023	100,000	100,000.00		51,000.00	Per Capita-Planning
MBC Middle Mile Construction	Site Development	Active	03/10/22		5,000,000		5,000,000.00		State Competitive
Gupton Initiative (\$64,200 from Regions 1,2,4,8)	Talent Evolution	Closed	06/23/22	12/31/2023	99,200	99,177.65		55,000.00	Per Capita-Planning
CRC REDO Planning	Site Development	Closed	08/18/22	1/31/2024	65,000	64,279.45		44,500.00	Per Capita-Planning
GO TEC Virginia 2025	Talent Evolution	Active	12/13/22		3,474,821		3,474,821.00		State Competitive
PHCC GO TEC Welding Instructor	Talent Evolution	Active	03/14/23		118,545	118,545.00		129,261.00	Per Capita
SVCC GO TEC Mechatronics Instructor	Talent Evolution	Active	03/14/23		139,732	139,732.00		223,208.00	Per Capita
VGA Site Development	Site Development	Active	06/13/23		335,050	335,050.00		168,000.00	Per Capita
SOVA RISE Build to Scale	Startup Ecosystem	Active	09/12/23		600,000	600,000.00		300,000.00	Per Capita
SoVA Health Sciences Careers Planning	Talent Evolution	Active	09/12/23		133,000		133,000.00		Talent Pathways
Amelia Co Reg. Commerce Center: Due Dilligence	Site Development	Active	10/08/24		100,000	100,000.00		100,000.00	Per Capita-Planning
Amelia Co Reg. Commerce Center: Site Study	Site Development	Closed	05/06/24	10/16/2024	21,000	21,000.00		10,500.00	Per Capita-Planning
GO TEC Region 3 Expansion	Talent Evolution	Active	06/04/24		302,690	302,690.00		303,500.00	Per Capita
Advanced Manufacturing/CEA Initiative	Talent Evolution	Active	12/10/24		116,745		116,745.00		Talent Pathways
Co-Location of Data Centers & CEA	Site Development	Active	12/10/24		52,000	52,000.00		26,020.00	
Chamber-AI Project (\$50,000 from Region 2)	Talent Evolution	Active	3/5/2025		100,000	100,000.00		50,000.00	Per Capita-Planning
TOTAL PROJECT FUNDING					20,924,086	6,051,237.84	14,248,418.85	8,460,255.60	
FY 25 PER CAPITA PROJECT BALANCE						1,250,055.25			
Of the \$1,000,000 that is awarded annually, no more than \$250,000 can be utilized for Planning Projects. Projects highlighted in green are not funded by the Region 3 Per Capita allocation. Date of Award for Planning Grants is the date DHCD staff approved it. DHCD recaptured \$497,944.75 per letter dated October 4, 2024.							ERR-Economic Resilience & Recovery Fund ECB-Enhanced Capacity Building		

SPECIAL APPEARANCES & PRESENTATIONS



DATE: April 9, 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'.

RE: GO TEC 2025 Evaluation Tool Project

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

An element of this project involves how to best track GO TEC students academically from middle school through high school. Dr. Brown has engaged a team of subject matter experts to develop a system for GO TEC school divisions to use.

Dr. Julie Brown, Vice President of Advanced Learning, IALR, will provide a report on this tool at the April 16th meeting.

RECOMMENDATION:

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

OLD BUSINESS

PROJECT PIPELINE



DATE: April 9, 2025

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to read 'RBD'.

RE: Project Pipeline Report

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

I. **SOVA Partnership Health Science Careers**

-the Talent Pathways Initiative planning project is being completed by project principals with the 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. This report will be presented to the Region 3 Council at its meeting on July 16th.

-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 later this year. Potentially, the 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 at least one (1) staff position to support the SOVA Partnership's work, data collection and analysis, and other workforce development-related support. Dr. Brown and IALR would manage and support the position.

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

-an estimate for a Per Capita grant request is to be determined.

II. **Industrial Skilled Trades Training Program**

-each of the community colleges in GO VA Region 3 (Patrick & Henry CC, Danville CC, and Southside Virginia CC) 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.



GO Virginia
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-after discussing with Patrick & Henry Community College's leadership how the GO Virginia Region 3 Council could support the partnership, 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's targeted sectors. Initially identified trades include electrical, HVAC, carpentry, and plumbing/pipefitting.

-a Per Capita application is in the early stages of development.

-an estimate for a Per Capita grant request is under development.

III. CEA Innovation Center Research Building Expansion

-Dr. Scott Lowman has indicated that the greenhouses currently used for contract research to CEA firms and other academic institutions are at capacity, creating a backlog of work. Contract research is an operating revenue source for the CEA Innovation Center.

-the project would involve installing a prefabricated research greenhouse, making associated building improvements, and preparing the site and utilities.

-companion grants from the US Economic Development Administration and Tobacco Region Revitalization Commission would be concurrently pursued to purchase the greenhouse and fund the associated site development and utilities.

-a GO Virginia Region 3 Per Capita grant would be pursued for the equipment used in research at the greenhouse.

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

-an estimate for a Per Capita grant request is to be determined.

IV. Region 3 Leadership Development Project

-report completed (8.24)

-GO Virginia funding strategy under development

RECOMMENDATION:

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

NEW BUSINESS



DATE: April 10, 2025

TO: Region 3 Executive Committee

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 Region 3 Nominating Committee Report

As previously communicated to the Region 3 Council, the Nominating Committee is developing 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 meeting on July 16th.

The Region 3 Council meeting scheduled for April 16th is the annual organizational meeting as contemplated by the Region 3 Council bylaws. At this meeting, the Region 3 Council nominates and approves the Chair and Vice Chair for 2025-2026. These leadership positions are effective on July 1st.

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.

In light of this requirement, the Nominating Committee developed a transition plan for the Chair and Vice Chair positions for 2025-2026. It was presented to the Region 3 Executive Committee at its meeting on March 16th, as follows:

- 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 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 appoints a replacement.
- The Executive Committee recommends to the Region 3 Council that this leadership transition plan be approved by voting to approve Lauren Willis as Chair and Randy Lail as Vice Chair from July 1, 2025, through June 30, 2026.

I understand 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 because of these circumstances.




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I have attached an updated roster for the Region 3 Council membership, which shows those members who are eligible or no longer eligible for reappointment. The Nominating Committee will contact council members eligible for reappointment to determine their interest in serving another four (4) year term.

The Nominating Committee will be prepared to discuss this matter with the Region 3 Council at its April 16th meeting.

RECOMMENDATION:

For the Region 3 Council's discussion, followed by the nomination and voting of a Chair and Vice Chair for 2025-2026.

<div><div><div><div>VIRGINIA INITIATIVE FOR</div><div>GROWTH & OPPORTUNITY</div><div>IN EACH REGION</div></div></div></div> <div>COUNCIL CERTIFICATION FORM</div>				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: April 10, 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 'FROM:' line.

RE: Project Review Committee Report

The Project Review Committee met on Wednesday, April 9th, to review the following project applications:

- I. **Southside Virginia Occupational Training Facility Project (Southside Community College Foundation)** – grants have been secured from the US Economic Development Administration (US EDA) and the Tobacco Region Revitalization Commission to construct a new classroom building at its Blackstone/Fort Barfoot location. The building will allow the expansion of the Powerline Worker and Truck Driver Training programs due to increasing student and business demands. Additionally, the US EDA grant funding will be used to expand the truck driving range.

A GO Virginia Region 3 Per Capita grant would be used to purchase classroom technology, furniture, and two (2) tractor-trailers.

\$570,000	GO Virginia Region 3 Per Capita Request
285,000	Match of 2:1 met along with the 20% local match requirement by the US EDA construction grant and the value of the land donation value to the SVCC Foundation from Nottoway County

<u>\$3,045,457</u>	additional leverage
	Sources_US EDA construction grant and SVCC Foundation cash

\$3,900,457 Total Project Budget

The Project Review Committee recommends approval of the application.

A project summary and the complete application will be distributed to the Region 3 Council under separate cover because the application has many pages and attachments.

- II. **SOVA Fab Lab at the SOVA Innovation Campus (SOVA Innovation Hub)** - The proposed project will establish the SOVA Fab (fabrication) Lab at the SOVA Innovation Campus in downtown South Boston, Virginia. The SOVA Fab Lab will be a collaborative environment with advanced tools and technologies to foster creativity, innovation, and skill-building in digital fabrication, 3D printing, and design.

Under the guidance of the [Fab Foundation](#), the SOVA Fab Lab will be designed to join the global Fab Lab Network, an open community of fabricators, scientists, engineers, and students who share a goal of democratizing access to tools for technical invention. The SOVA Fab Lab will utilize available templates for design and equipment procurement to help invent the next generation of manufacturing and digital fabrication skills.



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April 10, 2025
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A GO Virginia Region 3 Per Capita grant would be used to purchase digital equipment and supplies, program start-up support from the Fab Foundation, and project administration.

\$510,000 GO Virginia Region 3 Per Capita Request

260,000 2:1 match requirement was met from a Microsoft Techspark grant and in-kind facility support from Mid-Atlantic Broadband Communities Corp. A local match waiver for the 20% local match requirement will be requested.

\$770,000 Total Project Budget

The Project Review Committee recommends approval of the application.

A project summary and the complete application will be distributed to the Region 3 Council under separate cover because the application has many pages and attachments.

RECOMMENDATION:

For the Region 3 Council's consideration.





DATE: April 11, 2025

TO: Region 3 Council

FROM: R. Bryan David, Program Director

A handwritten signature in blue ink, appearing to be 'RBD', located next to the 'FROM' line.

RE: Letterpress Communications Marketing & Communications Contract (FY2025-2026)

The Region 3 Council has retained Letterpress Communication on an annual service contract to provide professional public relations and communications strategies. These services include the bi-monthly Region 3 newsletter, website hosting and support, social media content development and distribution, periodic press releases, and support for special projects.

Attached is the updated contract and Statement of Work for FY2023-2024. There is no price increase from the prior year. The total fee is \$32,880.

Alex Veatch, CEO, will attend the April 16th meeting to represent this matter.

RECOMMENDATION:

Accept the proposal for services as presented for FY2025-2026 as presented.



LETTERPRESS COMMUNICATIONS
PROPOSAL FOR SERVICES

GO Virginia Region 3 | Marketing & Communications

Prepared by Alexandra Veatch
Lyndsie Blakely

Services Marketing & Communications

Date March 28, 2025

Version #1

Company GO Virginia Region 3

Attention Bryan David

Notes *Proposal is valid for 30 days.*

PROPOSAL GOALS

Provide marketing and website maintenance to facilitate public relations and communications strategies, including:

- Strategic consulting and planning;
- Developing content for the e-newsletter and social media;
- Effectively engaging and leveraging Council members and committee members to extend the reach of the Region 3 Council's mission and message;
- Website hosting, maintenance & security.

RETAINER COST \$31,500/year

HOSTING COST \$1,380/year

TOTAL COST **\$32,880**

MONTHLY RETAINER SERVICES

Starting July 1, 2025 and concluding on June 30, 2026 Letterpress will support GO Virginia Region 3 with ~19 retainer hours a month (~233 annually), completing the following as budget allows:

- Strategic consulting and planning through meetings (monthly);
- Content development for the Region 3 e-newsletter (6/year);
- Content development & scheduling for Facebook and LinkedIn (2/week);
- Maintenance & updates for the Region 3 website, as needed;
- Maintenance & updates for targeted media lists (local, state, national);
- Special projects services with any additional hours, which may include:
 - Management of digital advertising;
 - Marketing support for Region 3 Council events and special initiatives;
 - Development & distribution of press release content.

MONTHLY COST \$2,625

~19 hrs/month at \$135 hrs



WEBSITE ONGOING HOSTING, SECURITY & MAINTENANCE

Annual hosting and maintenance for the GO Virginia Region 3 website.

- Managed security means we monitor the site for intrusions and security alerts.
- If an active hack is detected, the system will block the IP address completely, which immediately stops all hack attempts from that location.
- Ability to block out entire countries.
- Most hacks happen because sites and servers are allowed to get out of date. We update the server the site is hosted on as well as the site and its features as well.
- MFA (multi-factor authentication) used for admin logins if desired.
- Userway Accessibility Widget: provides automatic accessibility functionality for your full website for things like high contrast colors, larger text, greater text spacing, etc.

COST \$1,380/year

Proposal is valid for 30 days.







DATE: April 10, 2025

TO: Region 3 Council

FROM: R. Bryan David, Program Director

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

RE: Proposed FY2025-2026 GO Virginia Region 3 Council Budget



The proposed FY2025-2026 operating budget for the GO Virginia 3 Council is attached for review and approval. 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.

The Executive Committee reviewed the proposed budget at its meeting on March 19th and recommended that the Region 3 Council approve it.

Deborah Gosney and I will be prepared to represent this matter at the upcoming meeting.

RECOMMENDATION:

Approve the FY2025-2026 GO Virginia Region 3 Council budget as presented.

FY26 Capacity Building Funds Budget			
Date:	3/12/2025_Proposed	Region: 3	 
Agency Name:	Department of Housing & Community Development		
Agency Address:	600 East Main Street Suite 300 Richmond, VA 23219		
Budget Period:		From: 07/01/25	Through: 6/30/2026
Budget Item		Amount	
A Administration			
	Salaries (Fringe if applicable)	\$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	\$113,902.00	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.
	Marketing, Outreach, and Websites	\$32,880.00	Contract Services - The contract with Letterpress specifics that communication services will be billed at \$2,625 per month, and an additional \$1,380 for routine website updates, total of \$32,880.
	Meetings and Workshops	\$6,750.00	Council Meetings & Executive Committee Meetings-Lump Sum \$1,500 and three Sub-Region Stakeholder Events-Lump Sum \$5,250 for a total of \$6,750.
	Supplies & Equipment	\$150.00	Projected costs to be incurred for the purchase of needed supplies and equipment.
	Audit	\$1,500.00	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 \$1,500.
Total Administration Budget:		\$248,182.00	
B Planning Services:			
	Technical Assistance	\$568.00	
	G&D Plan Update	\$1,250.00	
Total Planning Services Budget:		\$1,818.00	
TOTAL Expense Budget:		\$ 250,000.00	

Program Directors Report



DATE: April 10, 2025

TO: GO Virginia 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'.

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

The 2025 Growth & Diversification Plan update is underway, and the Advisory Committee held meetings on February 3rd and April 7th. During these meetings, members identified and discussed the subject matter experts who will be interviewed and reviewed preliminary economic and workforce data to be analyzed as part of the update.

Jen Cox Carne, Director of Local and Community Relations at Longwood University will provide the data analysis.

The Advisory Committee is scheduled to meet again on June 9th, when a working draft of the plan update should be ready for review and discussion.

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 Region 3 Council'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	Completed
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	3/31/2025	Liz	R3 staff	
	Literature review - REDO Strategies	3/31/2025	Liz	R3 staff	
	Project Announcements review (VEDP projects)	3/31/2025	Liz	R3 staff	
	R3 Project Investment Outcomes analysis	3/31/2025	Ann	R3 staff	
4/1/2025	Synthesis and summary reports of Literature Review and SME Cohort meetings	5/10/2025	Liz, Ann	R3 staff	
4/7/2025	Advisory Committee meeting; review status of inputs; discuss KPIs	4/30/2025	Bryan	R3 staff	Completed
4/8/2025	SME cohort focus group meetings (virtual): health care, education, economic development, entrepreneurship, child care, housing, manufacturing, workforce, transportation, scaling business, tourism, finance	5/8/2025	Liz	R3 staff	
4/15/2025	Synthesis and summary reports of Literature Review and SME Cohort meetings	5/15/2025	Liz, Ann	R3 staff	
5/30/2025	Draft G&D Plan Update	6/30/2025	Liz, Ann, Bryan		
6/9/2025	Advisory Committee meeting; review draft of 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: April 11, 2025

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: GO Virginia Region Council Committee Report

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

Attached is a slide presentation given during the meeting.

RECOMMENDATION:

For the Region 3 Council'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

Regional Capacity Building

\$2.25M

Provides support for administrative efforts to each regional council and may also be used towards projects

\$250,000/region

Regional Per Capita Projects

\$17.6M

Funds projects of regional significance. Allocation based on regional population.

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

Statewide Competitive Projects

\$10.14M

Discretionary funds allocated by the GO Virginia State Board to support projects with statewide impact. Awarded on the competitive basis.

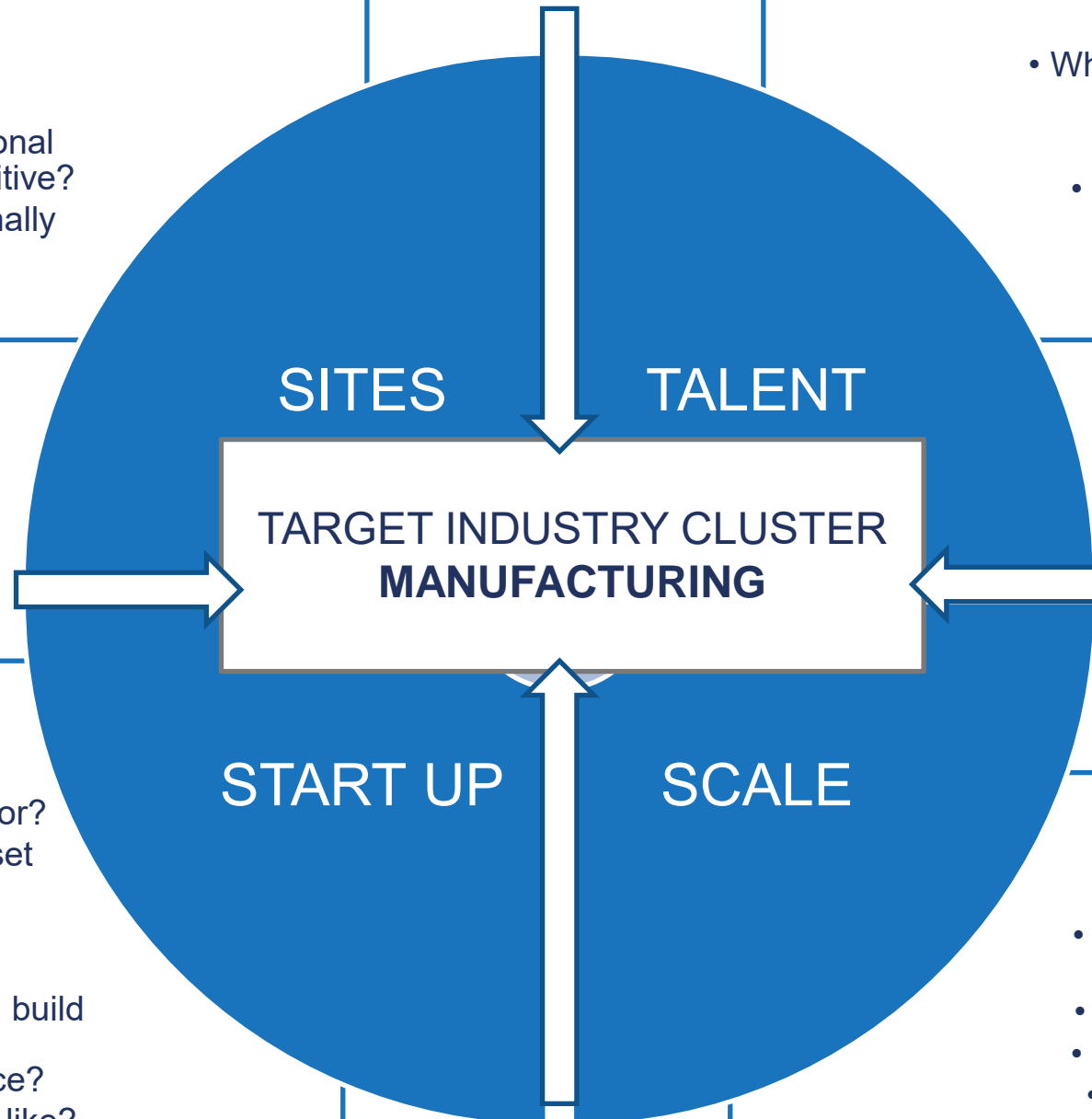


Roles & Responsibilities in Effective Fund Utilization

- 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?



- 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)

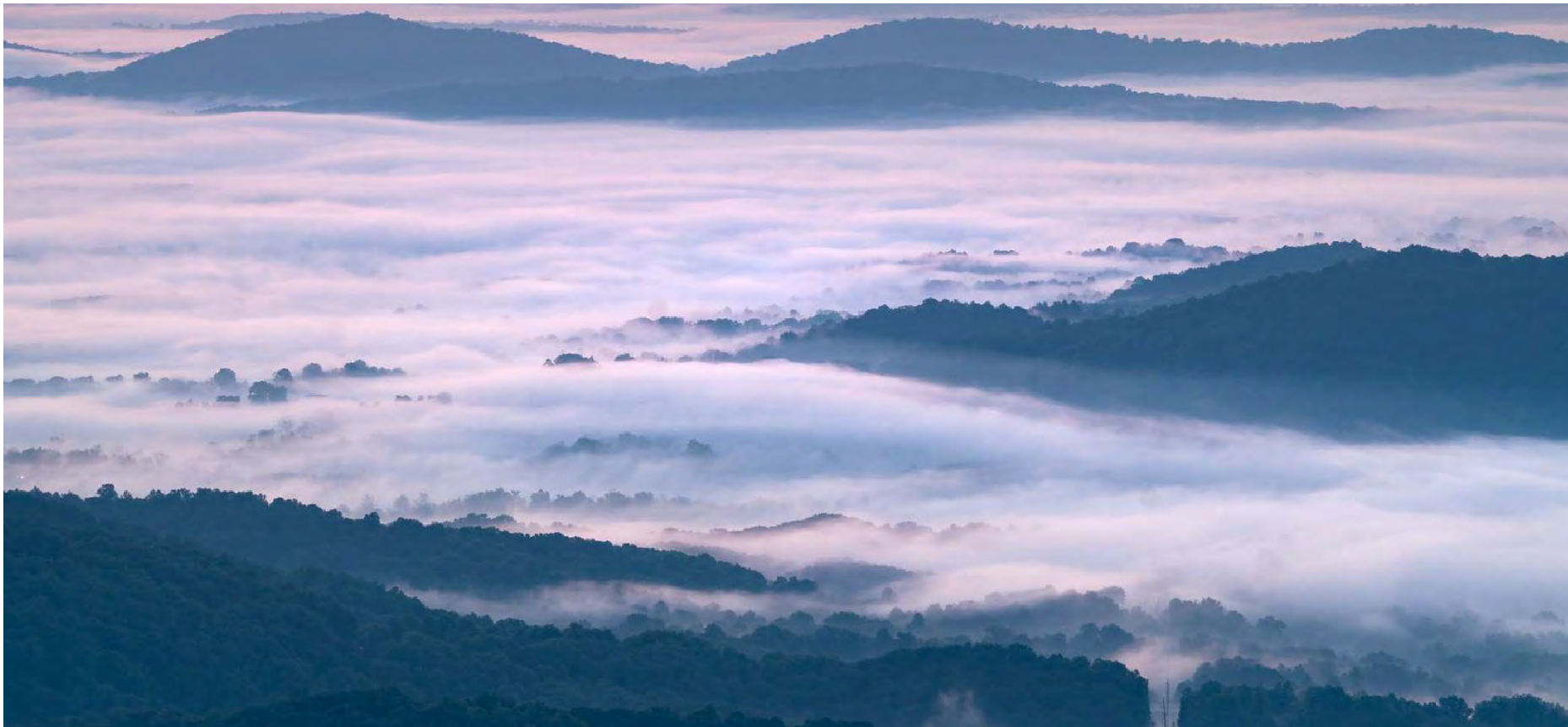
SITES STRATEGY

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!



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Competitiveness

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