

**GOVA REGION 3
EXECUTIVE COMMITTEE
MEETING PACKET**

June 18, 2025



GO Virginia Region 3 Executive Committee

Date and Time: June 18, 2025
10:00 a.m. – 12:00 p.m.

Location: All-Virtual

Link: <https://tinyurl.com/mryu5m7r>

Dial-In: 312-626-6799

Meeting ID: 81424350777

Password: 974276

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

- VIII. Co-locating Data Centers and Greenhouses Feasibility Report – Derek Smith and Rob Eddy, Resource Innovation Institute.....Lauren Willis

Old Business

- IX. Project Pipeline..... Bryan David

New Business

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

- XI. Pending Projects Report
- XII. GO Virginia Regional Council Committee Report
- XIII. GO Virginia Region 3 Council Staffing Transition

Adjourn

MINUTES

GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE
MEETING MINUTES
Wednesday, March 19, 2025

REGULAR BUSINESS

Call To Order

Chair Willis called the GO Virginia (GOVA) Region 3 Executive Committee all-virtual meeting to order on Wednesday, March 19, 2025 at 10:03 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
Billy Gammel - DHCD GO Virginia - Senior Program Administrator		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 Innovation Hub
Rhonda Hodges	Patrick Henry Community College
Clark Casteel	Danville Regional Foundation
Lauren Willis	Charlotte County Public Schools

Approval of Minutes

Chair Willis noted that the minutes of the December 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 December 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 February 28, 2025. **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:

- 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.
- Industrial Skilled Trades Training Program: This IALR project would create an industrial skills workforce development training program in partnership with Patrick & Henry, Danville, and Southside Virginia Community Colleges.
- 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

Nominating Committee Report

To ensure Region 3 Council leadership continuity, Lauren Willis and Randy Lail have expressed a willingness to remain as Chair and Vice Chair until June 30, 2026. This extension would allow time to consult with current Region 3 Council members 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. The need for a Region 3 Council succession plan was discussed.

Proposed FY25-FY26 Region 3 Council Budget

The final draft of the FY25-FY26 budget was presented. The need to increase the \$250,000 operating budget was discussed. **Randy Lail made a motion that the budget be recommended for approval by the Full Council at the April meeting 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 the Virginia Chamber of Commerce's Artificial Intelligence Statewide Landscape Assessment, the G&D Plan update, and the GOVA Regional Council Committee report. 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 11:36 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 FY25 OPERATING BUDGET

GO Virginia Remittance Activity				<div>GO VIRGINIA</div> <div><div>VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION</div></div>	
FY25 Budget Year: May 1, 2025-April 30, 2026					
Report Date: May 2025					
FY25 Approved Budget Allocation					
Budget Categories	Operating Budget	Remit # 1	Previous Remittances	Total to Date Remittances	Balance Remaining
PROGRAM OPERATIONS					
Audit	1,500.00			-	1,500.00
Meetings & Facilitation					
Special Events	-		-	-	-
Meetings & Trainings	6,750.00	245.81	-	245.81	6,504.19
Total Meetings & Facilitation	6,750.00	245.81	-	245.81	6,504.19
Supplies	150.00	35.28	-	35.28	114.72
Salaries - SPDC	84,000.00	15,136.91	-	15,136.91	68,863.09
Contract Services					
SPDC UVA MOU	113,902.00	9,112.07	-	9,112.07	104,789.93
SPDC Contract Staff - Riverlink	9,000.00		-	-	9,000.00
Total Contract Services	122,902.00	9,112.07	-	9,112.07	113,789.93
Outreach/Marketing - Letterpress	32,880.00	5,250.00	-	5,250.00	27,630.00
Total Program Operations	248,182.00	29,780.07	-	29,780.07	218,401.93
PLANNING					
G& D plan Update	1,250.00			-	1,250.00
Technical Assistance	568.00			-	568.00
Total Planning	1,818.00	-	-	-	1,818.00
TOTAL	250,000.00	29,780.07	-	29,780.07	220,219.93
The Checking Account is comprised of		49,229.79	Local Funds (Martinsville-Henry Co EDC Match)		
		514.47	Interest cumulative through April 2025		
		49,744.26	Total Local Funds		
		(29,780.07)	Payments		
		19,964.19	Checkbook Register Balance		
Payments included in Remittance # 1					
UVA - Jan-Mar Quarterly Billing		9,112.07			
Letterpress - March PR		2,625.00			
SPDC - March Salaries		5,665.45			
SPDC - April Salaries		9,471.46			
Amazon-Certificate folders - Supplies		17.18			
Southern Plenty - April Council Meeting		245.81			
USPS Mailing of certificate and paperweight - Meeting		18.10			
Letterpress - April PR		2,625.00			
Total		29,780.07			

SEED INNOVATION HUB

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

Report Period: May 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; remittance #4 was submitted June 1st. The facility is in soft opening mode. An electrical upgrade is needed to operationalize the heavy makerspace. This upgrade has been delayed by equipment lead times and contractor backlog. 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: May 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 #4 4/25/2025	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 26,713.00	\$ 1,761.15	\$ 1,387.57	\$ 3,148.72	\$ 23,564.28
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	\$ 33,905.71	\$ 74,572.77	\$ 108,478.48	\$ 288,665.52
Contract Services	\$ 4,517,375.00		\$ 215,050.52	\$ 215,050.52	\$ 4,302,324.48
Awarded Total	\$ 5,000,000.00	\$ 35,838.07	\$ 291,010.86	\$ 326,848.93	\$ 4,673,151.07

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	\$ 5,112.43	\$ 16,151.28	\$ 10,561.72
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	\$ 81,214.29	\$ 171,623.40	\$ 252,837.69	\$ 144,306.31
Contract Services	\$ 4,517,375.00	\$ -	\$ 215,050.53	\$ 215,050.53	\$ 4,302,324.47
Match Total	\$ 5,000,000.00	\$ 102,883.93	\$ 391,786.36	\$ 494,670.29	\$ 4,505,329.71

Status: GOVA funds are 7% expended. The Emporia to NC State Line project has been completed. Fiber has been spliced and is currently carrying carrier traffic for an MBC customer between Raleigh and Richmond on the MBC route. There are several other carriers and ISP's working with MBC on accessing the route. MBC will begin construction on the remaining NTIA middle mile routes this summer, and anticipates having all 130+ miles of new middle mile fiber completed by summer of 2027, if not earlier.

GO TEC 2025

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

Report Period: May 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. To date, this project has supported the creation/filling of 2,174 jobs.

SVCC: Expansion of GO TEC: Mechatronics Instructor

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

Report Period: May 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 #6 5/8/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ 1,161.99	\$ 838.01	\$ 2,000.00	\$ -
Salaries & Fringe	\$ 137,732.00	\$ 137,732.00	\$ -	\$ 137,732.00	\$ -
Awarded Total	\$ 139,732.00	\$ 138,893.99	\$ 838.01	\$ 139,732.00	\$ -

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	\$ 13,725.60	\$ 37,430.34	\$ 53,339.66
Match Total	\$ 223,208.00	\$ 156,142.74	\$ 13,725.60	\$ 169,868.34	\$ 53,339.66

Status: GOVA funds have been 100% expended; close out is in progress. 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. The students who completed the Spring 2025 quarter will return during the Summer quarter for certification testing. DHCD is aware that this project will fall short of the initial projected match. The project did meet the required 2:1 match minimum requirement therefore, close out will be accepted.

P&HCC: Expansion of GO TEC: Welding Instructor

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

Report Period: May 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 #7 5/14/2025	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 have been 100% expended; close out is in progress. 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.

VIRGINIA'S GROWTH ALLIANCE (VGA) SITE DEVELOPMENT PROJECT

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

Report Period: May 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. Final invoices for due diligence work have been received. The final remittance will be submitted in June. Up tiering certification is in progress at most sites.

TPI: HEALTH SCIENCES CAREERS PLANNING

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

Report Period: May 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: This project is nearing the end of the 90-day close out period. No remittance activity to date; numerous requests for remittance documents and offers of assistance were made. The sub-grantee has been made aware that if a remittance is not submitted prior to mid-June, it is possible they will not receive any reimbursement for this project.

RISE Build-to-Scale

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

Report Date: May 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. Monthly virtual meetings and in-person Navigator outreach is ongoing. The second RISE bootcamp wrapped up in May and planning has begun for the Fall 2025 RISE Summit for Entrepreneurs. To date, a total of 322 entrepreneurs and 230 businesses have been served. Nine new businesses have been created and 14 jobs created/filled.

GO TEC REGION 3 EXPANSION

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

Report Date: May 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 #1 4/24/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 5,690.00	\$ -	\$ 314.76	\$ 314.76	\$ 5,375.24
Training	\$ 275,000.00	\$ -	\$ 219,710.26	\$ 219,710.26	\$ 55,289.74
Indirect	\$ 22,000.00	\$ -	\$ 17,576.82	\$ 17,576.82	\$ 4,423.18
Awarded Total	\$ 302,690.00		\$ 237,601.84	\$ 237,601.84	\$ 65,088.16

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 110,000.00	\$ -	\$ 32,477.75	\$ 32,477.75	\$ 77,522.25
Training	\$ 156,000.00	\$ -	\$ 208,892.74	\$ 208,892.74	\$ (52,892.74)
Rent/Lease	\$ 37,500.00	\$ -	\$ 18,750.00	\$ 18,750.00	\$ 18,750.00
Match Total	\$ 303,500.00	\$ -	\$ 260,120.49	\$ 260,120.49	\$ 43,379.51

Status: GOVA funds are 21% expended. Teacher training is ongoing. The Henry County lab is fully operational and implementation is complete. Equipment procurement and install at the Brunswick County lab is 95% complete. For the 2024-2025 school year, Brunswick County Public Schools had 135 students and Henry County Public Schools had 274 students participating in the GO TEC program.

AMELIA COUNTY DUE DILIGENCE

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

Report Date: May 2025

Sub-Grantee: Amelia County EDA

GO VIRGINIA



VIRGINIA INITIATIVE FOR
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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; only one remittance will be submitted at the conclusion of this project. All due diligence work has been completed. The Master Plan of Development and PER are in process.

ADVANCED MANUFACTURING TPI

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

Report Date: May 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: Remittance #1 is in process. Agreements have been executed with Chmura for the living wage and job availability study and the U.S. Chamber of Commerce Foundation for the TPM Academy.

CO-LOCATION OF DATA CENTERS & CEA GREENHOUSES

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

Report Date: May 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 5/7/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ -	\$ 367.22	\$ 367.22	\$ 1,632.78
Contract Services	\$ 50,000.00	\$ -	\$ 23,880.77	\$ 23,880.77	\$ 26,119.23
Awarded Total	\$ 52,000.00	\$ -	\$ 24,247.99	\$ 24,247.99	\$ 27,752.01

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Contract Services	\$ 23,500.00	\$ -	\$ 27,014.75	\$ 27,014.75	\$ (3,514.75)
Salaries	\$ 2,520.00	\$ -	\$ -	\$ -	\$ 2,520.00
Match Total	\$ 26,020.00	\$ -	\$ 27,014.75	\$ 27,014.75	\$ (994.75)

Status: GOVA funds are 53% expended. The draft Feasibility Report has been completed and is under review.

A.I. STATEWIDE LANDSCAPE ASSESSMENT

Grant Agreement Term: February 28, 2025 - February 27, 2026

Report Date: May 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: No remittance activity to date. The Virginia Chamber of Commerce (VACC) has retained Economic Leadership as the project consultant. In addition, VACC has started the Blueprint Virginia 2035 tour with stops scheduled in all 9 GO Virginia regions, where the consultant will present the project and solicit input. The consultant has begun the process to stand up the project workgroup.

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)						8,301,293.09			
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	1,494,464.19		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	20,996.74		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
SOVA Fab Lab	Startup Ecosystem	Pending	6/10/2025		510,000	510,000.00		260,000.00	Per Capita
SVCC Occupational Training Facility	Talent Evolution	Pending	6/10/2025		570,000	570,000.00		285,000.00	Per Capita
TOTAL PROJECT FUNDING					22,004,086	7,090,798.77	14,248,418.85	9,005,255.60	
FY26 PER CAPITA PROJECT BALANCE						1,210,494.32			
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: June 5, 2025

TO: GO Virginia 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: Resource Innovation Institute/Controlled Environment Agriculture
Innovation Center_Colocating Data Centers & Greenhouses Feasibility Report**

The Resource Innovation Institute and Controlled Environment Agriculture Center at IALR have completed the feasibility report referenced above. As you may recall, this was funded under a planning grant approved by the Region 3 Council at its meeting on October 16, 2024.

Derek Smith and Rob Eddy will present the findings of the Colocation of Data Centers and CEA Greenhouses Feasibility Report. Both Derek and Rob are associated with the Resource Innovation Institute. Dr. Scott Lowman and I supported their efforts in developing the report.

As mentioned earlier, I am presenting this report to the Executive Committee ahead of the Region 3 Council meeting on July 18th. Derek and Rob have attracted significant interest from CEA businesses, the US Department of Energy, and data center developers. A presentation will be made to the Region 3 Council at its July meeting.

Publicly releasing the report before the end of June will help advance the Resource Innovation Institute and the CEA Innovation Center's partnership. This could involve assessing and prioritizing existing Region 3 industrial parks that could host a demonstration project. I will outline these next steps at the Executive Committee meeting.

The feasibility report is undergoing final edits; I will send it to the Executive Committee separately.

RECOMMENDATION:

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

OLD BUSINESS

PROJECT PIPELINE



DATE: June 5, 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 Partnership Health Science Careers

-the Talent Pathways Initiative planning project has been completed by the 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.

-discussions continue with Dr. Brown on developing a GO Virginia Region 3 Per Capita implementation grant application or 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.

-the Southern Virginia Partnership for Health Science Careers meets on June 17th in Martinsville, hosted by the Harvest Foundation and SOVA Health. The GO Virginia grant will be discussed at this meeting.

-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.

-the development of a Region 3 Per Capita implementation grant continues to create a workforce training program for "industrial skilled trades." These trades would support Region 3's targeted sectors, including advanced manufacturing, information



GO Virginia
Executive Committee
June 5, 2025
Page 2

technology/communications (data centers), and healthcare (facilities management). Initially identified trades include electrical, HVAC, carpentry, and plumbing/pipefitting.

-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.

-the development of a companion grant from the US Economic Development Administration has been paused while a Southern Crescent Regional Commission (federal) grant is pursued. A pre-application has been submitted.

-a Tobacco Region Revitalization Commission will be pursued to support 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 pending the Southern Crescent Regional Commission grant determination.

-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

PROGRAM DIRECTOR'S REPORT



DATE: June 5, 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: Pending Projects Report

The following pending project has received state GO Virginia approval:

- **SOVA Fab Lab_SOVA Innovation Hub**

-this project establishes a fabrication laboratory at the SOVA Innovation Campus, serving as a catalyst by creating a dedicated space where entrepreneurs, businesses, and community members can develop prototypes, test concepts, and bring innovative ideas to market. Further, the project will provide hands-on technical skills training aligned with industry needs in advanced manufacturing, digital fabrication, and emerging technologies.

-the GO Virginia State Board will consider this project at its meeting on June 10th. The results of that decision will be presented to the Executive Committee at its meeting on June 18th.

-the budget for the project is:

\$ 510,000 GO Virginia Region 3 Per Capita (2 semi-trucks/trailers, IT equipment, and classroom equipment)

Match met (2:1 and 20% local match waiver requested):

\$ 150,000 Microsoft and SOVA Innovation Hub (salary for FTE_Program Manager)
110,000 MBCC Development LLC (owner_801 Wilborn Ave.)

\$ 260,000 Total Matching Funds

\$ 770,000 Total Project Budget

- **Southside Virginia Occupational Training Facility Project_Southside Virginia Community College Foundation**

This strategic initiative represents a significant advancement in our region's workforce development efforts, building upon our established partnership with the Southside Virginia Community College, which has consistently demonstrated excellence in implementing previous Region 3 grants. The project directly addresses critical workforce needs in our priority sectors:

Information Technology
Advanced Manufacturing

Telecommunication Services
Transportation and Logistics



GO Virginia Region 3
Executive Committee
June 5, 2025
Page 2

\$ 570,000	GO Virginia Region 3 Per Capita (2 semi-trucks/trailers, IT equipment, and classroom equipment)
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Match met (2:1 and 20% local):

\$ 133,200	US Economic Development Administration (construction grant)
<u>151,800</u>	Nottoway County (donated land value)

\$ 285,000 Total Matching Funds

\$ 855,000 Total Project Budget

RECOMMENDATION:

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





DATE: June 5, 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 name 'R. Bryan David'.

RE: GO Virginia Region Council Committee Report

The Regional Council Committee most recently met on May 29th. Randy Lail, representing GO Virginia Region 3 Council, attended.

Attached is a slide presentation given during the meeting.

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

May 29, 2024



VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT
Partners for Better Communities



Planning Grant Analysis - Purpose



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

- Governance and Policy (G&P) Committee reviewing Board Policy #3 in response to JLARC Recommendation
- Amend current policy on planning grant caps
 - \$250,000 threshold per region
 - \$100,000 maximum award per grant request
- Regional Council Committee review results to inform any future decision making



1. Main Question?

- Are planning grants leading to implementation?

2. Define Effective?

- Any Measurable Future Project Impact

3. Compile The Data with Assumptions

- Best Estimate of Results of Within and Outside of Program



Planning Grant Analysis - How



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

Phase 1. GO Virginia Team Exploration

Project Name	Subgrantee	Type of Per Capita (if applicable)	Strategy	Program Year	Date of Award	\$ Award	
CampusRVA	Southeastern Institute of Research (SIR) and ChamberRVA	ECB	Workforce Development	FY18	8/14/2018	\$100,000	The CampusRVA initiative will serve as a marketplace, both online and in-person, for potential employees. Based on the successful CampusPhilly model, supporting the region's goal of retaining Virginia's recent college graduates.
CCAM Business Plan	Commonwealth Center for Advanced Manufacturing (CCAM)	ECB	Workforce Development	FY19	6/24/2019	\$50,000	The CCAM Business Plan creates a ready-to-implement plan for the region. The plan will: 1) increase high school to community college dual enrollment opportunities with CCAM's university members, and 4) outline the manufacturing educational services.
Richard Bland College Aeronautics Program	Richard Bland College of William & Mary	ECB	Workforce Development	FY19	12/9/2019	\$50,000	Richard Bland College has created a business plan to develop key credentials in small Unmanned Aerial Systems (UAS). The certificate Pilot License and equip them to fill high-demand jobs in the region. Virginia Commonwealth University has increased the capacity and is throughout the Greater Richmond area and the Virginia Gateway Region's existing tech talent educational programs and help expand include: 1) cataloging and mapping the Region's existing digital eco and close gaps, 3) developing proposals for expanded partnership universities and 4) creating strategies to facilitate innovation across the region.
Developing Region 4's Tech Talent Pipeline	Virginia Commonwealth University	ECB	Workforce Development	FY20	4/17/2020	\$100,000	Virginia Commonwealth University has developed a pharmaceutical. This plan supports the commercialization of a new pharmaceutical. 4. The strategic plan will include a market analysis, workforce need applications.
VCU Pharmaceutical and Chemical Engineering Commercialization	Virginia Commonwealth University College of Engineering	ECB	Cluster Scale-Up	FY20	4/17/2020	\$100,000	The Greater Richmond Partnership has developed a comprehensive sectors within the Greater Richmond subregion. This plan identifies and manufacturing, and provides targeted initiatives designed to attract businesses and educational institutions. By focusing on these sectors, the region can become a hub for innovation and economic growth.
Greater Richmond Cluster Analysis	Greater Richmond Partnership	ECB	Cluster Scale-Up	FY24	4/25/2024	\$87,500	

Phase 2. Regional Support Organization Feedback

Project Name	Area	Grant Type	Subgrantee	Grant \$	Match	Paid	COMPETITIVE
Accomack-Norhampton Sewer & Sites Study	Site Development & Infrastructure	Planning	Accomack Northampton PDC	\$65,000	\$65,000	\$65,000	No implementation funds requested. Was used to elevate site infrastructure requirements to become eligible for VBRSP
HR Coalition for Talent Development	Workforce Dev.	Planning	HR Workforce Council	\$99,705	\$100,000	\$99,437.60	Led to \$663,696 to support HRWC Talent Pipeline Program
TheGIG (Gather Innovate Grow) Initiative	Startup Ecosystem	Planning	Eastern Shore Foundation	\$85,816	\$142,443	\$83,959	Continued to be sustained with private support for two years following grant end date
Campus757	Workforce Dev.	Planning	HR Workforce Council	\$91,532.62	96,500	\$91,532.62	Led \$500,000 to set up Campus757 in 2021

Phase 3. Performance Closeout Report (Planning)

All of the research and information gathered and tracked can be used for future grants most likely a competitive application request. We are not currently working on that request at this point but continue to expand our work in Ignite and continue to offer all of the components that have been previously implemented.

This will only apply to an Enhanced Capacity Building, Broadband or Sites Planning grant.



Planning Grant Analysis - Data



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

115

Total Planning
Grants Reviewed

29 or 25%

Created Future
Project Impact –
Within Program
Funding

12 or 11%

Created Future
Project Impact –
Outside of Program
Funding

41 or 36%

Created Future
Project Impact –
Total Planning Grants

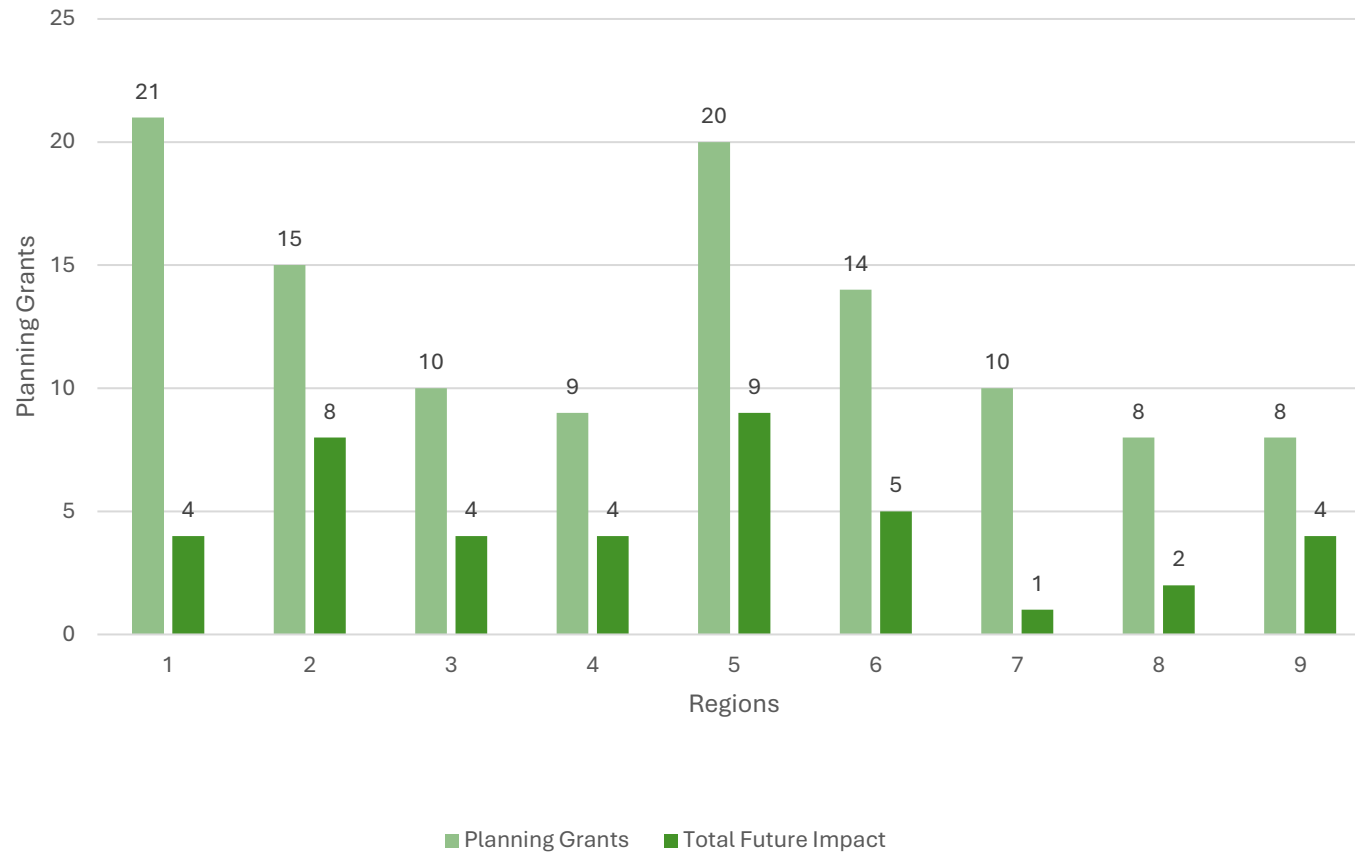


Planning Grant Analysis - Graphs



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

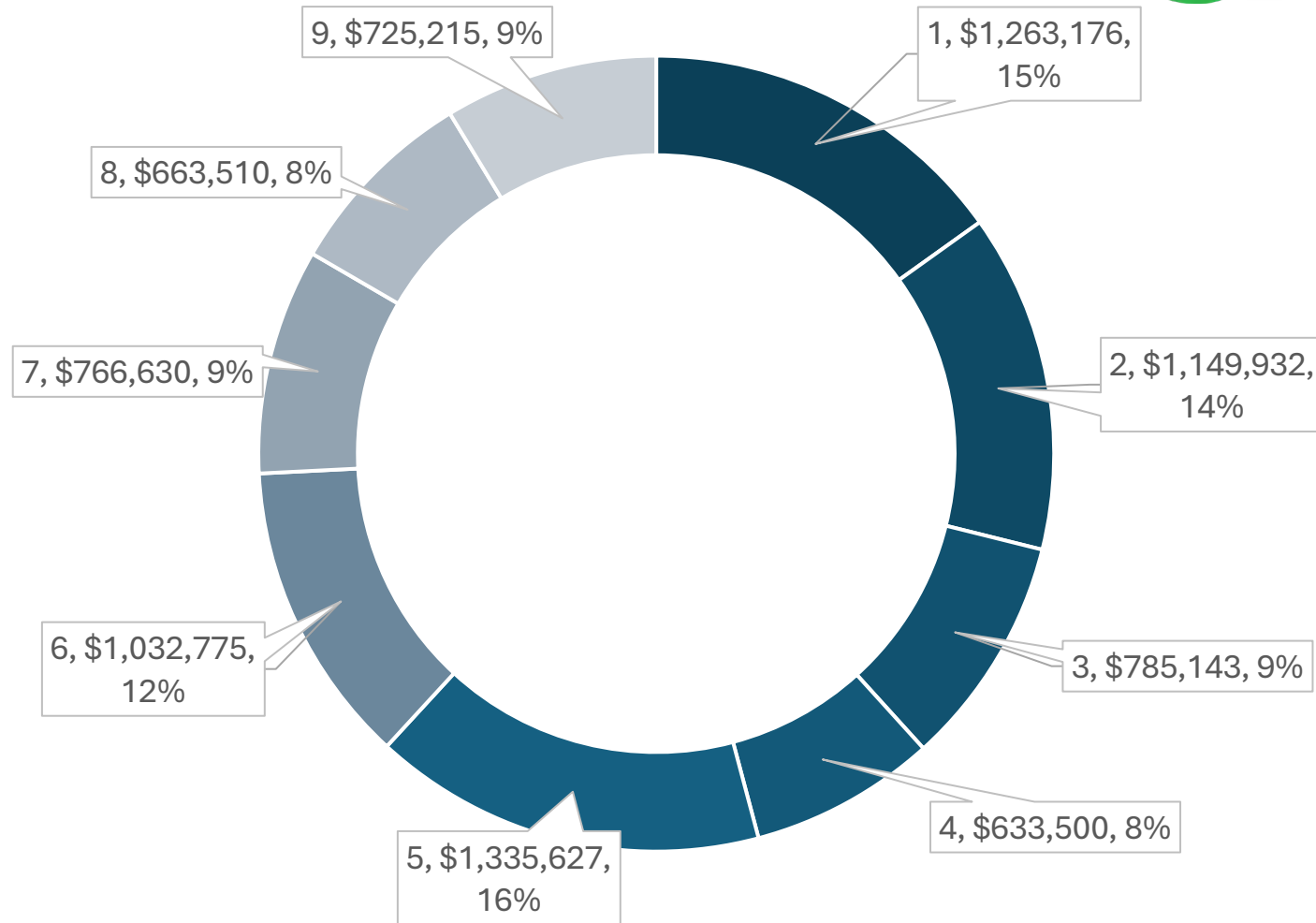
Total Future Project Impact From Planning Grants By Region
(2018 – 2025)





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

Planning Grant Total Funding By Region (2018 – 2025)



OPPORTUNITIES FOR FURTHER COLLABORATION WITH VEDP

May 2025

VEDP AND GOVA ARE WORKING CLOSELY TOGETHER BUT OPPORTUNITY EXISTS FOR FURTHER COLLABORATION

Industry strategies (Growth and Diversification Plans)

- **Aligned focus:** VEDP has dedicated sector teams that are targeting very similar industries to GOVA regions
- **Deep industry insights:** Sector team staff interact with industry nearly every day
- **Communicating value proposition:** Together we can strengthen the value proposition for a given region to improve business development efforts
- **Custom analysis:** Sector teams conduct detailed analysis of Virginia's competitiveness to pitch our strengths to businesses and to identify growth opportunities and

Initiative development and grant applications

- **Ecosystem building:** Industry insights drive initiatives and investment to enhance Virginia's competitiveness
- **Application development:** VEDP staff often serve as subject matter experts on GOVA grant applications and can support application development

Site Development

- **Market insights:** VEDP's Real Estate Solutions (RES) team recommends properties for hundreds of projects a year
- **Development expertise:** The RES staff have decades of public and private sector experience in site development
- **Energy solutions:** This has become a critical decision factor for recent projects and VEDP has developed significant insight

Talent strategies

- **Leadership:** VEDP recently hired Megan Healy serve as our first SVP of Talent and Workforce Strategy
- **Talent ecosystem:** Megan is charged with securing stakeholder alignment on a statewide talent strategy and strengthen Virginia's talent ecosystem
- **Sector-specific solutions:** Meeting the talent needs of core sectors and crafting talent solutions for specific projects are top priorities

GO VIRGINIA REGIONAL TARGET INDUSTRIES ARE CLOSELY ALIGNED WITH VEDP’S

VEDP Core Sector		GOVA 1	GOVA 2	GOVA 3	GOVA 4	GOVA 5	GOVA 6	GOVA 7	GOVA 8	GOVA 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

SECTOR TEAMS ENGAGE WITH BUSINESSES TO HIGHLIGHT VIRGINIA'S STRENGTHS AND SUPPORT INITIATIVES TO FURTHER STRENGTHEN OUR COMPETITIVENESS

Industry Location Factors: Software and Cybersecurity

Primary

Talent Pipeline

- Availability of quality talent for in-demand business and financial services occupations
- Strong presence of anchor companies (e.g., Fortune 500) & adjacent companies (e.g., subsidiaries)

Living Environment

- Amenity-rich communities with vibrant cultural & recreational assets to attract/retain workers
- Access to affordable housing and childcare
- Access to public transit and commercial air service

Labor Supply

- Affordability of labor
- Local talent supply in medium-sized low-cost regions (priority for Business Services)

Secondary

Taxes, Permitting, and Regulation

- Total operating cost competitiveness, non-labor (e.g., incentives, taxes)
- Cost is a higher priority for Business Service companies than Financial Services

Infrastructure

- Available, attractive office space
- Broadband access required

Innovation

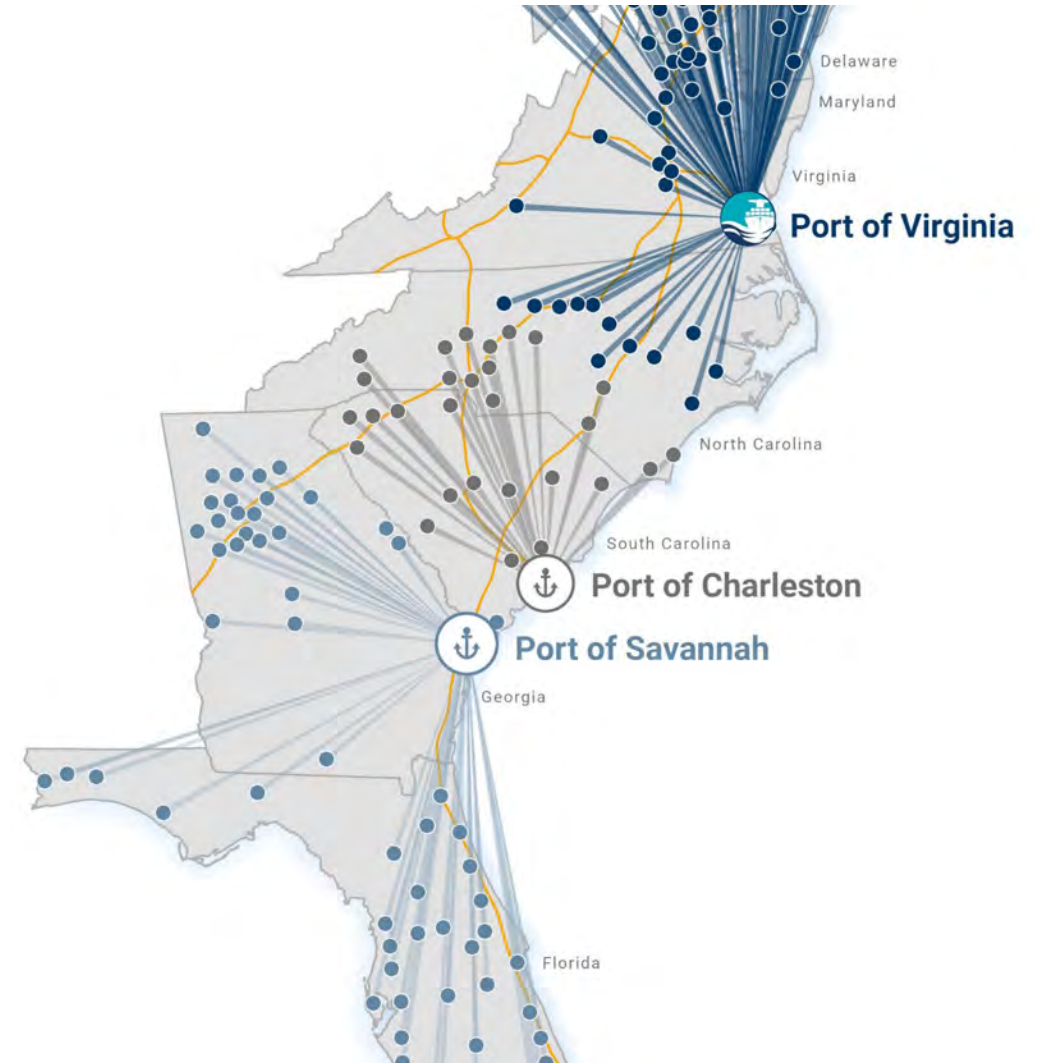
- Access to R&D to bolster innovation and competitiveness
- Ability of local companies to attract VC investment and other resources for startups
- Streamlined ability to access and commercialize university research

CUSTOM ANALYSIS SUPPORTS VIRGINIA'S VALUE PROPOSITION AND KEY INITIATIVES

Testing locations in Virginia and competitive states with supply chain models evaluates location impacts on supply chain costs

- Data sources include client-provided, publicly available, and third-party databases
- Modeling process:
 - Baseline optimization of existing network
 - Compare baseline to possible scenarios
 - Virginia location(s) test
 - Grow, reduce, or reconfigure network
- Goal: Best network for the client
 - Uncompetitive Virginia scenarios are an acceptable result
 - Know which projects are best, which are a stretch, and which are unfavorable

Focus effort and resources on projects that are a strong fit for both the prospect *and* Virginia



EVALUATION OF VIRGINIA’S COMPETITIVENESS FOR CORE SECTORS DRIVES ECOSYSTEM BUILDING INITIATIVES

Investments in specific logistics solutions will enhance Virginia’s competitiveness for Core Sectors

Sector	High Value	Just-In-Time Inventory	Temperature Controlled	Limited Usable Period (Shelf Life)	Sensitive Requires Special Handling
Aerospace & Defense Manufacturing	✓	✓			✓
Advanced Materials	✓	✓			✓
Batteries	✓		✓		✓
Biopharmaceuticals	✓		✓	✓	✓
Data Centers	✓	✓			✓
Food & Beverage Processing	✓	✓	✓	✓	✓
Maintenance, Repair & Overhaul (MRO)	✓	✓			✓
Semiconductors	✓	✓			✓
Automotive (Including EV)	✓	✓			✓

EVALUATION OF MANUFACTURING TRENDS GENERATES OPPORTUNITIES FOR REGIONS

Industry trends and insights for GOVA Region 6

Related Sub Sectors

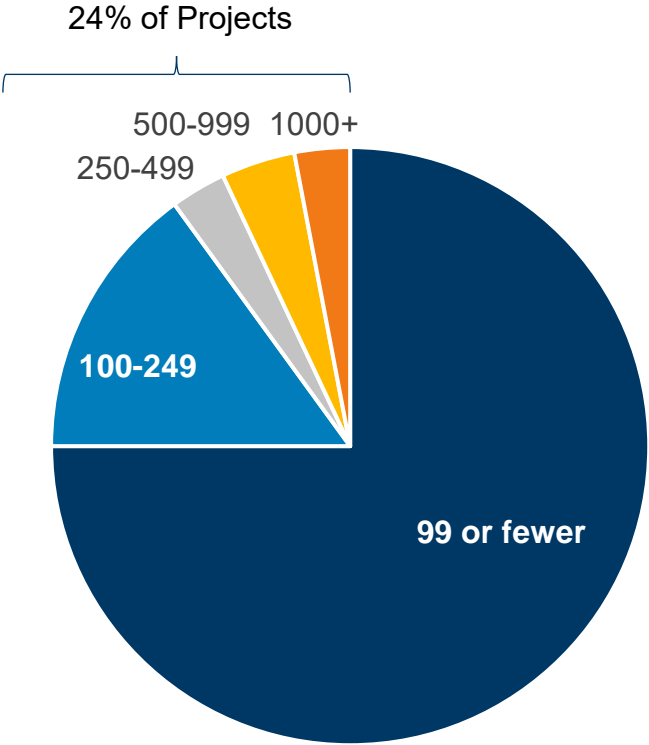
- Metals is growing: 2021 Infrastructure bill drove up demand for metals & related manufacturing; vertical has outpaced chemicals and plastics in the Southeast due to greater concentration of existing automotive & aerospace ecosystem and supply chain
- Plastics is flat: Consolidation and instability in resin prices. However, still activity in Canadian companies exploring US expansion & recent tariffs appear to exempt imports of some plastic resins, including polyethylene, polypropylene and PET.
- Seafood processing is flat: Sustained Mid-Atlantic legacy, its future is threatened by invasive species
- Since 2017, 2/3 of all VEDP assisted projects have been expansions of existing facilities
 - 2024: 54% of Virginia manufacturing announcements were expansion projects
 - Data reflects long-term value and growth for a VA manufacturing location

Opportunities For The Region

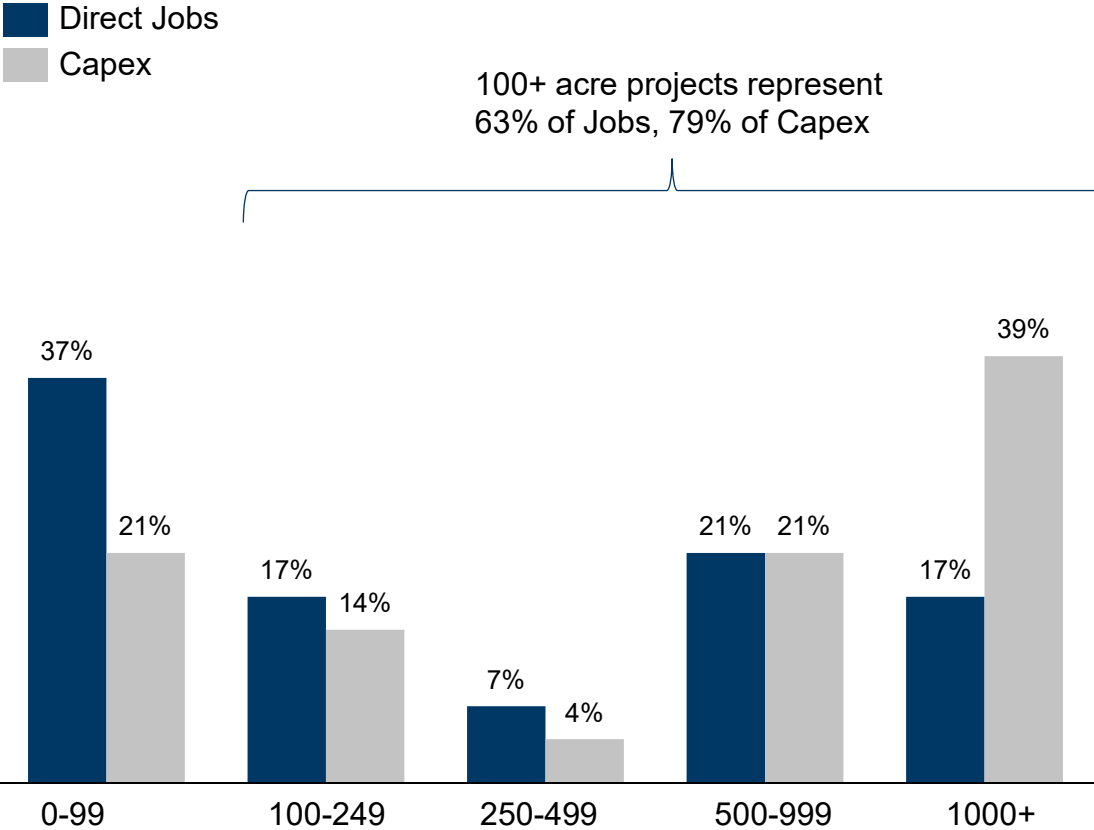
- Low hanging fruit: Support existing manufacturers
- Assembly / finishing manufacturing projects: Easier transferable skills, lower barriers to entry, limited credentials / degree and willingness of manufacturers to train on the job
- Leverage existing seafood processing industry
 - Reduce invasive threat: Growth opportunity to build Blue Catfish Industry
 - Growth in related ecosystem: Supplements, petfood, cosmetics and packaging manufacturing
 - VDACS leading way to build overseas market

VEDP GATHERS INSIGHTS REGARDING MARKET DEMAND AND OPPORTUNITIES FROM SITE REQUEST DATA (EX. LARGE SITES ARE CRITICAL FOR GROWTH)

2021 - 2024 VEDP site search requests by project acreage

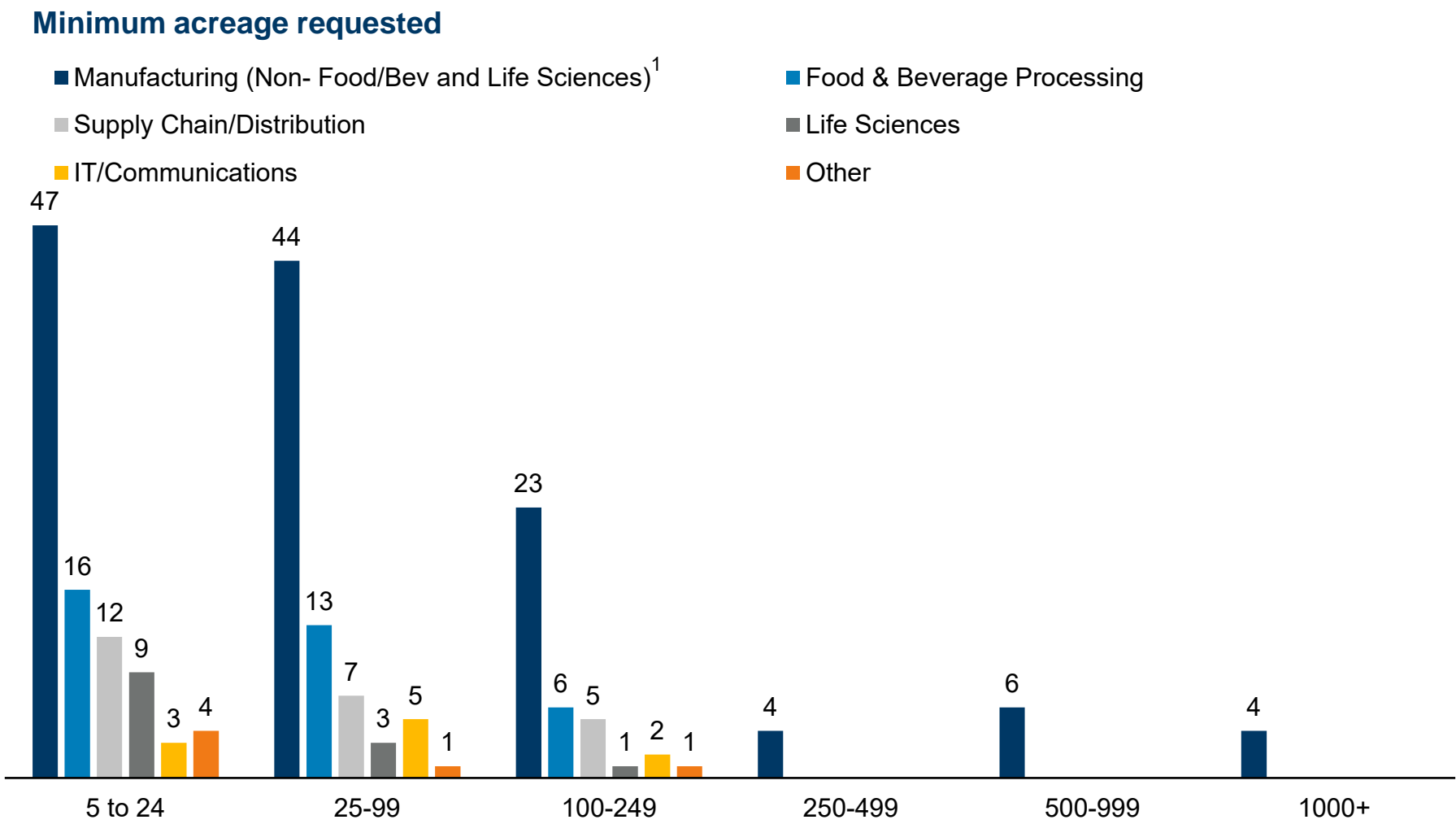


Potential jobs and capex by est. project acreage¹



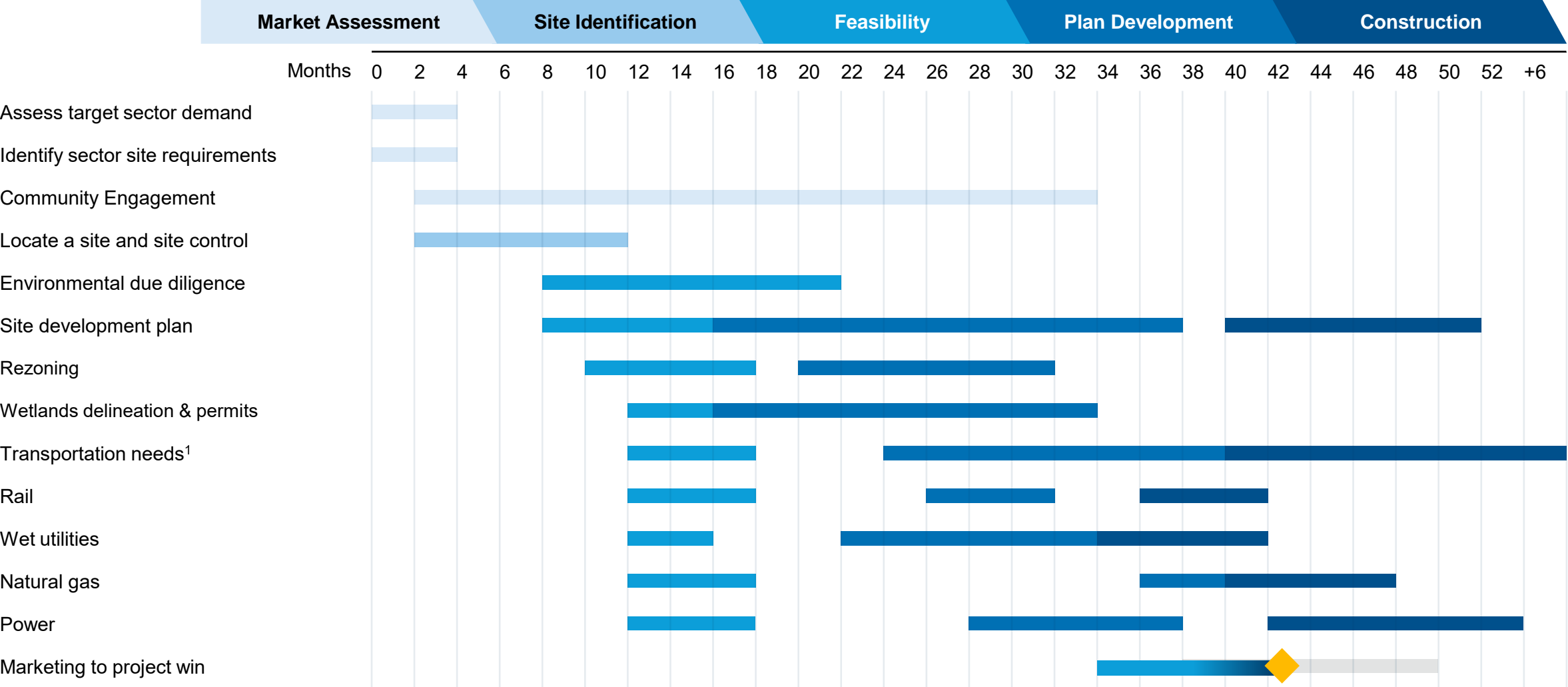
Source: VEDP site search request data, VEDP analysis

WHILE MOST PROJECT REQUESTS ARE FOR SMALLER SITES, THERE IS UNMET DEMAND FOR SITES 100 ACRES OR LARGER



1. Manufacturing (Non Food and Beverage or Life Sciences) – Advanced Materials, Aerospace, Wood Products, and Automotive projects

SITE DEVELOPMENT ROADMAP: THE SITE DEVELOPMENT IS COMPLICATED WITH MULTIPLE WORKFLOWS TO MAKE A SITE MARKET READY



Note: This is a representative list for a large or complex site and timelines or specifics may vary significantly

¹Includes: Roads, Transit, etc.

VEDP IS IN THE EARLY STAGES OF EFFORTS TO SUPPORT THREE STRATEGIC FOCUS AREAS FOR TALENT (PRELIMINARY, NOT EXHAUSTIVE)

Strategy	Initiative
Cross-cutting	<ul style="list-style-type: none">▪ Launch a comprehensive Top State for Talent strategy (VEDP and Virginia Works)▪ Expand internship opportunities through revisions to VTOP (business grants now at VEDP)▪ Increase awareness of and employer participation in internships across Virginia (SCHEV and VEDP)
Retain and attract talent	<ul style="list-style-type: none">▪ Develop and execute a statewide talent retention and attraction marketing campaign▪ Increase veteran talent retention and attraction (VEDP, DVS)
Develop talent and align to employer needs	<ul style="list-style-type: none">▪ Execute and communicate VOEE's priority deliverables to increase awareness of VOEE's insights▪ Convene cross-government working group to drive in-state retention of cyber talent/promote career readiness▪ Promote private sector insights in curriculum development▪ Enable tracking of internship data▪ Develop preliminary custom talent solutions for transformational sites (VEDP, higher ed and workforce partners)
Unlock individual potential by reducing barriers	<ul style="list-style-type: none">▪ Support the stand-up of the Workforce Housing Investment Program at Virginia Housing (DHCD, Virginia Housing)▪ Deepen alignment between site development and housing development strategies (VEDP, Virginia Housing)

PLEASE DO NOT HESITATE TO CONTACT US ABOUT HOW WE CAN COLLABORATE

Topic Area	Contact	Email
Manufacturing	Chris Burger, Assistant Vice President	Cburger@vedp.org
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DATE: June 5, 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 name 'R. Bryan David'.

RE: GO Virginia Region Council Staffing Transition

As discussed with individual Executive Committee members, I will present a staffing transition concept to be developed during FY2025-2026.

RECOMMENDATION:

For the Region 3 Executive Committee's information.