

**GOVA REGION 3
EXECUTIVE COMMITTEE
MEETING PACKET**

December 17, 2025



Executive Committee

Date and Time: December 17, 2025
10:00 a.m. – 12:00 p.m.

Location: All-Virtual

Link: <https://tinyurl.com/p8d7aa3h>
Dial-In: 929-205-6099
Meeting ID: 339 011 5898
Password: 202011

Purpose Statement

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

AGENDA

- I. Call to Order and Chair's Opening Comments.....Lauren Willis
- II. Roll Call and Confirmation of Quorum.....Ann Wright
- III. Public Comments... ..Lauren Willis
- IV. Declaration of Conflicts of InterestLauren Willis
- V. Approval of Meeting Minutes and NotesLauren Willis
- VI. Financial Report and Approved Projects UpdateAndy Wells
- VII. GO Virginia Region 3 Project Funding Matrix Report.....Ann Wright

Old Business

- VIII. Project PipelineBryan David

New Business.....Bryan David

- IX. AM2 Initiative to Grow Advanced Manufacturing in Virginia
- X. Southern Virginia Partnership for Health Sciences Careers – Selection of Lead Organization

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

- XI. GO Virginia Region 3 Council Staffing Transition
- XII. Pending Projects Report
- XIII. SOVA Innovation Hub – OpenAI Foundation People First AI Grant

Adjourn

MINUTES

**GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE
MEETING MINUTES
Wednesday, September 17, 2025**

REGULAR BUSINESS

Call To Order

Chair Willis called the GO Virginia (GOVA) Region 3 Executive Committee in-person meeting to order on Wednesday, September 17, 2025 at 10:00 a.m. at the SOVA Innovation Hub, 715 Wilbourne Ave in South Boston, VA.

Roll Call and Confirmation of Quorum

Chair Willis declared a quorum was present.

Region 3 Executive Committee Members

Members	In Person	Virtual	Absent
Robert Bates	X		
Amy Griffin	X		
Randy Lail		X	
Elizabeth Leggett	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	
Andy Wells - Southside PDC - Support Org. & Fiscal Agent	X		

Guests in Attendance

Name – Organization - Role	In Person	Virtual
No guest		

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
Charley Majors	The Institute for Advanced Knowledge & Research; Mid-Atlantic Broadband; SOVA Innovation Hub

Approval of Minutes

Chair Willis noted that the minutes of the June 18, 2025 Executive Committee meeting were received via email prior to the meeting and included in the meeting packet. **Elizabeth Leggett made a motion that the minutes from the June 18, 2025 Executive Committee meeting be approved as presented; the motion was seconded by Robert Bates and approved unanimously.**

Financial Reports & Project Update

Bryan David and Andy Wells presented the Financial Reports and Project Updates that were included in the meeting packet for the period ending August 30, 2025. **Amy Griffin made a motion that the Financial Reports be approved as presented; the motion was seconded by Elizabeth Leggett and approved unanimously.**

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:

- Health Science Careers Implementation Project: This implementation project will support a health care workforce development program based upon the findings of the recent Health Science Careers TPI Planning project. **Randy Lail made a motion that Region 3 request Letters of Intent from local organizations to serve as the project lead for an implementation grant application; the motion was seconded by Amy Griffin and approved unanimously.**

- 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.
- CEA Innovation Center Research Building Expansion: This project would involve installing a prefabricated research greenhouse, making associated building improvements, and preparing the site and utilities to accommodate the needed expansion of facilities and services the Center can provide.
- Blue Ridge Innovation Corridor (BRIC): This planning initiative will establish a comprehensive framework for transforming the BRIC into a globally competitive innovation ecosystem spanning GO Virginia Regions 2 and 3.
- Virginia Tech Additive Manufacturing & Advanced Materials (AM2) Tech Hub: This would be a statewide competitive grant to increase the competitive advantage for advanced manufacturing and advanced materials in Region 2 and 3.
- 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.
- Virginia's Heartland Regional Economic Development Alliance Business Site Planning Project: This project would assess the available inventory of business investment sites and buildings in the region, determine the current VEDP tier level of each, and prioritize up-tiering opportunities for the site.

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

NEW BUSINESS

Growth & Diversification Plan Update

Liz Povar presented the draft G&D Plan Update. The Committee reviewed each Goal and Strategy, and along with the staff, recommended edits and additions to be made.

PROGRAM DIRECTOR'S REPORT

Bryan David presented the Program Director's Report as detailed in the meeting packet which included the GOVA State Board retreat and meeting.

ADJOURN

There being no additional business matters to be brought before the GOVA Region 3 Council, Chair Willis adjourned the meeting at 12:08 p.m.

These minutes were approved on ____.

Bryan David, GOVA Region 3
Program Manager

Lauren Willis, GOVA Region 3
Council Chair

FINANCIAL REPORT & PROJECT UPDATE

SEED INNOVATION HUB

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

Report Period: November 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 #5 9/19/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 12,000.00	\$ 6,148.37	\$ 527.36	\$ 6,675.73	\$ 5,324.27
Equipment	\$ 611,438.00	\$ 462,704.05	\$ 74,380.76	\$ 537,084.81	\$ 74,353.19
Contingencies	\$ 50,866.00	\$ -	\$ -	\$ -	\$ 50,866.00
Awarded Total	\$ 674,304.00	\$ 468,852.42	\$ 74,908.12	\$ 543,760.54	\$ 130,543.46

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 81% expended, and the Hub is fully operational except for the heavy duty makerspace, which is awaiting installation of the dust collection system. A community grand opening is planned for early 2026. To date, 121 prototypes have been built in the makerspace, most of them by students. Growth Labs is active, and businesses are being recruited for customized consulting, while Faculty Innovation Fellows continue to offer programming for businesses, including AI-focused sessions. The Sprout Media Lab, part of the co-working space, is operated by faculty and a student team. They are providing marketing and content development support for businesses. Community meetings, trainings, and tours brought 384 individuals to SEED in Q3 of 2025.

MBC MIDDLE MILE CONSTRUCTION

Grant Agreement Term: September 1, 2023 - August 31, 2026

Report Period: November 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 #9 11/24/2025	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 26,713.00	\$ 10,287.18	\$ -	\$ 10,287.18	\$ 16,425.82
MBC Project Administration	\$ 48,083.00	\$ 384.41		\$ 384.41	\$ 47,698.59
Legal Expenses	\$ 10,685.00	\$ 171.21	\$ -	\$ 171.21	\$ 10,513.79
A&E Fees	\$ 397,144.00	\$ 311,408.37	\$ 41,820.62	\$ 353,228.99	\$ 43,915.01
Contract Services	\$ 4,517,375.00	\$ 2,326,747.75	\$ 917,244.76	\$ 3,243,992.51	\$ 1,273,382.49
Awarded Total	\$ 5,000,000.00	\$ 2,648,998.92	\$ 959,065.38	\$ 3,608,064.30	\$ 1,391,935.70

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	\$ 27,626.82	\$ -	\$ 27,626.82	\$ (913.82)
MBC Project Administration	\$ 48,083.00	\$ 384.40		\$ 384.40	\$ 47,698.60
Legal Expenses	\$ 10,685.00	\$ 10,561.40	\$ -	\$ 10,561.40	\$ 123.60
A&E Fees	\$ 397,144.00	\$ 508,857.31	\$ 41,820.62	\$ 550,677.93	\$ (153,533.93)
Contract Services	\$ 4,517,375.00	\$ 2,641,185.24	\$ 917,244.78	\$ 3,558,430.02	\$ 958,944.98
Match Total	\$ 5,000,000.00	\$ 3,188,615.17	\$ 959,065.40	\$ 4,147,680.57	\$ 852,319.43

Status: GOVA funds are 72% expended. A project extension request is in process. MBC construction continues and is accelerating fiber builds between Stony Creek and Farmville and Louisa. These routes are anticipated to be completed by summer of 2026. Active economic development prospects continue to drive acceleration of the completion timelines. MBC 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 - June 30, 2026

Report Period: November 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 #10 11/4/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 17,288.00	\$ 14,538.45	\$ 2,615.62	\$ 17,154.07	\$ 133.93
Contract Services	\$ 332,243.69	\$ 117,586.29	\$ 14,052.90	\$ 131,639.19	\$ 200,604.50
Equipment (Freight, Inflationary)	\$ 292,146.96	\$ 292,146.96	\$ -	\$ 292,146.96	\$ -
Indirect Costs	\$ 256,114.00	\$ 150,492.77	\$ 15,033.36	\$ 165,526.13	\$ 90,587.87
Marketing (Outreach)	\$ 94,000.00	\$ 7,927.84	\$ 3,238.15	\$ 11,165.99	\$ 82,834.01
Salaries & Fringe	\$ 1,961,228.00	\$ 1,093,249.71	\$ 134,442.42	\$ 1,227,692.13	\$ 733,535.87
Supplies	\$ 151,602.79	\$ 119,753.11	\$ 5,387.23	\$ 125,140.34	\$ 26,462.45
Training	\$ 336,697.56	\$ 233,055.59	\$ 23,756.64	\$ 256,812.23	\$ 79,885.33
Travel	\$ 33,500.00	\$ 17,459.73	\$ 7,039.86	\$ 24,499.59	\$ 9,000.41
Awarded Total	\$ 3,474,821.00	\$ 2,046,210.45	\$ 205,566.18	\$ 2,251,776.63	\$ 1,223,044.37

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	\$ 251,496.56	\$ 175,064.20	\$ 426,560.76	\$ (26,060.76)
Salaries & Fringe	\$ 1,232,540.00	\$ 1,706,568.69	\$ 207,409.91	\$ 1,913,978.60	\$ (681,438.60)
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	\$ 2,635,381.49	\$ 382,474.11	\$ 3,017,855.60	\$ (591,776.60)

Status: GOVA funds are 65% expended. A project extension has been approved through 6/30/2026. To date, 82 new teachers have been trained, representing a 446% increase above the project goal. After the initial program evaluation by UVA Weldon Cooper Center, GO TEC contracted with QualtricsXM to revise and distribute pre and post student surveys, and the phased rollout has been successful. GO TEC and IRCE staff in Regions 1, 3, and 4 continued outreach by hosting economic open houses in their Teacher Training Labs, with Region 5 scheduled to host its event next at the ODU Brooks Crossing location. GO TEC staff is continuing to work with the IRCEs to finalize their individual budgets and prepare a budget revision that will allow the remaining funds to be used most effectively.

VIRGINIA'S GROWTH ALLIANCE (VGA) SITE DEVELOPMENT PROJECT

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

Report Period: November 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 #5 11/7/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 10,825.00	\$ 9,730.56	\$ 1,094.44	\$ 10,825.00	\$ -
A&E	\$ 324,225.00	\$ 312,870.00	\$ -	\$ 312,870.00	\$ 11,355.00
Awarded Total	\$ 335,050.00	\$ 322,600.56	\$ 1,094.44	\$ 323,695.00	\$ 11,355.00

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	\$ 122,170.00	\$ -	\$ 122,170.00	\$ 3,330.00
Match Total	\$ 168,000.00	\$ 164,670.00	\$ -	\$ 164,670.00	\$ 3,330.00

Status: GOVA funds are 97% expended. Up tiering certification has been completed for the FASTA and Heartland sites, and the Heartland well design is also complete. Up tiering work is underway for the Lunenburg site. The Brunswick site cannot be up tiered due to a railroad easement issue, and DHCD has been notified.

RISE Build-to-Scale

Grant Agreement Term: January 1, 2024 - December 31, 2026

Report Date: November 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 #6 8/5/2025	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 40,000.00	\$ 10,075.24	\$ 1,259.04	\$ 11,334.28	\$ 28,665.72
Fiscal Management: MBC	\$ 20,000.00	\$ 15,000.00	\$ 2,500.00	\$ 17,500.00	\$ 2,500.00
Marketing: MBC	\$ 30,000.00	\$ 13,701.78	\$ 1,966.08	\$ 15,667.86	\$ 14,332.14
Contract Services	\$ 510,000.00	\$ 170,468.32	\$ 48,146.55	\$ 218,614.87	\$ 291,385.13
Awarded Total	\$ 600,000.00	\$ 209,245.34	\$ 53,871.67	\$ 263,117.01	\$ 336,882.99

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Marketing: MBC	\$ 50,000.00	\$ 42,039.97	\$ 137.62	\$ 42,177.59	\$ 7,822.41
Administration: MBC	\$ 125,000.00	\$ 42,686.64	\$ 9,612.00	\$ 52,298.64	\$ 72,701.36
Training	\$ 125,000.00	\$ 165,000.00		\$ 165,000.00	\$ (40,000.00)
Match Total	\$ 300,000.00	\$ 249,726.61	\$ 9,749.62	\$ 259,476.23	\$ 40,523.77

Status: GOVA funds are 44% expended. To date, RISE has engaged 464 entrepreneurs, served 328 businesses, and facilitated access to \$395,793 in new capital. Businesses served have created 23 jobs, and entrepreneurs have launched 20 new startups. The annual RISE Summit was held on 11/1/2025 with 76 attendees.

GO TEC REGION 3 EXPANSION

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

Report Date: November 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 #3 9/23/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 5,690.00	\$ 1,206.58	\$ 263.22	\$ 1,469.80	\$ 4,220.20
Training	\$ 275,000.00	\$ 244,755.25	\$ 25,357.57	\$ 270,112.82	\$ 4,887.18
Indirect	\$ 22,000.00	\$ 19,580.42	\$ 2,028.61	\$ 21,609.03	\$ 390.97
Awarded Total	\$ 302,690.00	\$ 265,542.25	\$ 27,649.40	\$ 293,191.65	\$ 9,498.35

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 110,000.00	\$ 54,129.58	\$ 114,153.59	\$ 168,283.17	\$ (58,283.17)
Training	\$ 156,000.00	\$ 208,892.74	\$ -	\$ 208,892.74	\$ (52,892.74)
Rent/Lease	\$ 37,500.00	\$ 18,750.00	\$ 47,880.00	\$ 66,630.00	\$ (29,130.00)
Match Total	\$ 303,500.00	\$ 281,772.32	\$ 162,033.59	\$ 443,805.91	\$ (140,305.91)

Status: GOVA funds are 97% expended. GO TEC staff continued teacher training for instructors in preparation for SY25-26. All grant purchases were completed by June 30, 2025, and both labs have been fully set up and stocked. Brunswick County Public Schools is constructing a new school, which will require the James S. Russell Middle School lab to be relocated once the building is finished, but construction delays have caused students to be moved to Brunswick High School with limited access to curriculum equipment. GO TEC has made several attempts to obtain an updated completion timeline from middle school administration, but no information has been provided. To date, 414 students and 2 teachers have been trained.

AMELIA COUNTY DUE DILIGENCE

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

Report Date: November 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 11/5/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,000.00	\$ -	\$ 848.66	\$ 848.66	\$ 2,151.34
Contract Services	\$ 97,000.00	\$ -	\$ 82,772.00	\$ 82,772.00	\$ 14,228.00
Awarded Total	\$ 100,000.00	\$ -	\$ 83,620.66	\$ 83,620.66	\$ 16,379.34

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	\$ 50,000.00	\$ -
Match Total	\$ 50,000.00	\$ -	\$ 50,000.00	\$ 50,000.00	\$ -

Status: GOVA funds are 84% expended. 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: November 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 #2 8/13/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,400.00	\$ -	\$ -	\$ -	\$ 3,400.00
Contract Services	\$ 81,000.00	\$ 16,500.00	\$ 16,500.00	\$ 33,000.00	\$ 48,000.00
Training	\$ 12,091.00	\$ -	\$ 2,835.43	\$ 2,835.43	\$ 9,255.57
Travel	\$ 10,507.50	\$ -	\$ -	\$ -	\$ 10,507.50
Indirect Costs	\$ 8,396.00	\$ -	\$ 1,640.00	\$ 1,640.00	\$ 6,756.00
Other	\$ 1,350.00	\$ -	\$ -	\$ -	\$ 1,350.00
Awarded Total	\$ 116,744.50	\$ 16,500.00	\$ 20,975.43	\$ 37,475.43	\$ 79,269.07

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Contract Services	\$ 40,000.00	\$ 8,250.00	\$ 9,810.00	\$ 18,060.00	\$ 21,940.00
Training	\$ 1,948.00	\$ -	\$ -	\$ -	\$ 1,948.00
Salaries	\$ 16,494.00	\$ -	\$ 878.75	\$ 878.75	\$ 15,615.25
Other	\$ 1,400.00	\$ -	\$ -	\$ -	\$ 1,400.00
Match Total	\$ 59,842.00	\$ 8,250.00	\$ 10,688.75	\$ 18,938.75	\$ 40,903.25

Status: GOVA funds are 32% expended. The Chmura Living Wage Study has been completed. The TPI Plan is in progress. The IALR TPI team is working to identify a new project lead to replace Dr. Julie Brown.

CO-LOCATION OF DATA CENTERS & CEA GREENHOUSES

Grant Agreement Term: December 17, 2024 - September 30, 2025

Report Date: November 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 #2 10/20/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ 367.22	\$ 262.30	\$ 629.52	\$ 1,370.48
Contract Services	\$ 50,000.00	\$ 23,880.77	\$ 26,035.82	\$ 49,916.59	\$ 83.41
Awarded Total	\$ 52,000.00	\$ 24,247.99	\$ 26,298.12	\$ 50,546.11	\$ 1,453.89

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 97% expended. The Feasibility Report has been completed and approved by IALR. It has been published on the IALR website and shared with the Secretary of Agriculture and Forestry's office, VDACS, and VEDP. An implementation project is planned as the next step.

AI STATEWIDE LANDSCAPE ASSESSMENT

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

Report Date: November 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: DD#1 was submitted on 12/8/2025 for \$67,760. Consultant (Economic Leadership) has now participated in 8 Blueprint Tour events since April, with 520 attendees completing AI-in-the-workplace surveys. A total of 38 stakeholder interviews have been conducted, and an online survey gathered additional employer perspectives on AI. The AI Landscape Assessment Working Group met on July 11 and August 15 to review progress. Analysis of AI workforce demand and training offerings is nearly complete, initial recommendations have been delivered into the Blueprint Tour process, and report drafting is underway for completion in Q4.

SVCC Occupational Training Facility

Grant Agreement Term: October 1, 2025 - September 30, 2027

Report Date: November 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 #1 11/6/2025	Total Paid After Remittance	Grant Balance
Project Monitoring & Reporting	\$ 4,000.00	\$ -	\$ -	\$ -	\$ 4,000.00
Equipment	\$ 492,106.00	\$ -	\$ 91,134.00	\$ 91,134.00	\$ 400,972.00
Contingencies	\$ 73,894.00	\$ -	\$ -	\$ -	\$ 73,894.00
Awarded Total	\$ 570,000.00	\$ -	\$ 91,134.00	\$ 91,134.00	\$ 478,866.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
A&E	\$ 133,200.00	\$ -	\$ -	\$ -	\$ 133,200.00
Land Acquisition	\$ 151,800.00	\$ -	\$ 151,800.00	\$ 151,800.00	\$ -
Match Total	\$ 285,000.00	\$ -	\$ 151,800.00	\$ 151,800.00	\$ 133,200.00

Status: GOVA funds are 16% expended. Two trailers have been delivered and are now in use, with plans to add the Region 3 GOVA logo. Driving track construction is complete. The building project has been bid, with Kenbridge Construction tentatively awarded and scheduled to start in late January and finish in August. Two tractors are in production and expected to be delivered by the end of January.

GO VIRGINIA REGION 3 FY25 OPERATING BUDGET

GO Virginia Remittance Activity	GO VIRGINIA
FY25 Budget Year: May 1, 2025-April 30, 2026	
Report Date: November 2025	<small>VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION</small>

FY25 Approved Budget Allocation

Budget Categories	Operating Budget	Remit # 7	Previous Remittances	Total to Date Remittances	Balance Remaining
PROGRAM OPERATIONS					
Audit	1,500.00	-	1,500.00	1,500.00	-
Meetings & Facilitation					
Special Events	-	-	-	-	-
Meetings & Trainings	6,750.00	330.22	510.46	840.68	5,909.32
Total Meetings & Facilitation	6,750.00	330.22	510.46	840.68	5,909.32
Supplies	150.00	-	35.28	35.28	114.72
Salaries - SPDC	84,000.00	8,252.50	56,067.69	64,320.19	19,679.81
Contract Services					
SPDC UVA MOU	113,902.00	28,475.48	36,758.15	65,233.63	48,668.37
SPDC Contract Staff - Riverlink	9,000.00	2,250.00	4,500.00	6,750.00	2,250.00
Total Contract Services	122,902.00	30,725.48	41,258.15	71,983.63	50,918.37
Outreach/Marketing - Letterpress	32,880.00	2,625.00	18,375.00	21,000.00	11,880.00
Total Program Operations	248,182.00	41,933.20	117,746.58	159,679.78	88,502.22
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	41,933.20	117,746.58	159,679.78	90,320.22

The Checking Account is comprised of	49,229.79	Local Funds (Martinsville-Henry Co EDC Match)
	525.40	Interest cumulative through October 2025
	49,248.30	Total Local Funds
	(41,933.20)	Payments
	7,315.10	Checkbook Register Balance
Payments included in Remittance # 7		
Riverlink FY 26 Q1	2,250.00	
Letterpress October PR	2,625.00	
Southern Plenty	330.22	
SPDC October Salaries	8,252.50	
UVA FY 26 Q1	28,475.48	
Total	41,933.20	

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	Project Match	State Competitive Amount Expended	State Competitive Match	Funding Pool
TOTAL ALLOCATIONS THROUGH: FY26						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	\$2,157,605.00	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	\$84,198.00	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	\$2,672,970.00	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	\$722,303.00	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	\$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	\$2,426,079.00	State Competitive
PHCC GO TEC Welding Instructor	Talent Evolution	Closed	03/14/23		118,545	118,545.00	129,261.00			Per Capita
SVCC GO TEC Mechatronics Instructor	Talent Evolution	Closed	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	Closed	09/12/23		133,000			108,251.12	\$67,500.00	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	\$59,842.00	Talent Pathways
Co-Location of Data Centers & CEA	Site Development	Active	12/10/24		52,000	52,000.00	26,020.00			Per Capita-Planning
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	Approved	6/10/2025		510,000	510,000.00	260,000.00			Per Capita
SVCC Occupational Training Facility	Talent Evolution	Active	6/10/2025		570,000	570,000.00	285,000.00			Per Capita
VA's Gateway Region Site Dev (w/Region 4)	Site Development	Active	10/7/2025		11,111	11,111.00				Per Capita
Danville Aviation Training Facility	Talent Evolution	Approved	12/10/2025		92,000	92,000.00	46,000.00			Per Capita
Blue Ridge Innovation Corridor (w/Region 2)	Cluster Scale Up	Approved	12/10/2025		250,000			250,000.00	\$125,000.00	State Competitive
Industrial Skills Trades Regional Expansion	Talent Evolution	Approved	12/10/2025		1,346,786	857,383.32	673,393.00	489,402.68		State Competitive
TOTAL PROJECT FUNDING					23,703,983	8,051,293.09	9,724,648.60	14,963,072.65	\$13,315,497.00	
PER CAPITA PROJECT AVAILABLE BALANCE						250,000.00				

Project Name	Grant Amount Awarded	Projected Outcomes/Products in Contract	Achieved Project Outcomes/Products Project Impact Notes	Project Summary
GO TEC Phase 1	\$648,000	PRODUCTS: 1) Build out two middle school exploratory lab spaces 2) Launch GO TEC outreach 3) Implementation of GO TEC Pathways	PROJECTED PRODUCTS ACHIEVED OTHER METRICS ACHIEVED: 1) 1,526 students trained 2) 7 new programs implemented 3) 373 credentials awarded 4) 101 students enrolled in dual enrollment programs NOTES: Laid the groundwork for GO TEC.	
SOVA Innovation Hub	\$80,000	OUTCOMES: 1) Program Evaluation and Planning Recommendations, to include analysis by Impact Makers, recommendations from the Advisory Council, input from all workforce partners, and input from a businesses/non-profits 2) Site Plans for SOVA Innovation Hub 3) Economic Impact Study construction of and community programming at the SOVA Innovation Hub 4) Economic Impact Study on sub-sea cables as related to business attraction/job creation programming at the SOVA Innovation Hub		
GO TEC Phase 2A Statewide Competitive	\$1,320,787	PRODUCTS: 1) Build out 4 Career Connection Labs 2) 1,000 students enrolled in Career Connections 3) 10 students enrolled in Mechatronics program 4) 20 industry certifications awarded in Mechatronics 5) 70 students enrolled at Career Tech Academy 6) 100 industry credentials awarded at CTA 7) 10 teachers trained during the 2019-2020 Career Connections Training Institute 8) Expansion of GO TEC marketing campaign		The Great Opportunities in Technology and Engineering Careers (GO-TEC) Phase Two project is a strategic talent pipeline initiative designed to attract twelve new companies within ten years, creating up to 600 new jobs with average salaries of \$61,250, and a potential for up to \$100 million in new investment in the Commonwealth. GO TEC is a partnership between employers, economic developers, and seven regional higher education institutions in GO Virginia Regions 1, 3, and 4. The GO TEC partners requested \$4.896M in GO Virginia competitive funds to build multiple talent pipelines, particularly in the advanced manufacturing sector, through four strategic industry-identified areas: robotics and mechatronics; precision machining and metrology; welding; and advanced materials. The project is supported by five full-time staff and a 21-member Board of Directors who will lead GO-TEC efforts across 22 Virginia localities.
E&I Strategic Initiative	\$100,000	PRODUCTS: 1) 200 entrepreneurs trained 2) 30 new businesses 3) 45 new jobs created 4) Increased average of 5 year survival rate of entrepreneurial businesses 5) Increased number of minority and women-owned entrepreneurial businesses 6) Increased number of entrepreneurial businesses in the Region 3 traded sectors and their 7) affiliated supply chains 8) Increased number of youth entrepreneurs 9) Position the region to increase the volume of SBA or other small business financing investments 10) Launch implementation of regional entrepreneurship and innovation scorecard (included in strategy) to track long term progress		The SOVA Innovation Hub and the Longwood University Office of Community and Economic Development Region 3 Entrepreneurship and Innovation Implementation Project will launch a two-year process of implementation of programs that align with the Region 3 Entrepreneurship and Innovation Investment Strategy and prioritizes three of the EII strategies: Entrepreneurship training; Youth Entrepreneurship; and Capital Access. GO Virginia funds will be used for training costs, outreach, planning, consulting, and administration.
Operation Last Mile Drone	\$75,000			
IALR Common Platform	\$90,140	OUTCOMES: 1) Full implementation of the Major Clarity platform among participating school divisions in the region. 2) Development of a full-scale employer engagement strategy. 3) Quantitative and qualitative evaluation of the platform		
GO TEC Phase 2B Statewide Competitive	\$3,575,741	PRODUCTS: 1) Build-out of 11 Career Connection Labs and completion of 6 existing labs with the addition of the CNC Milling machines; total of 17 CC labs in operation. 2) Continued development of Year 2 Curriculum with pilot implementation in six existing Career Connections labs. 3) Expansion of the GO TEC marketing campaign to include demonstrated increase in website activity based on analytics, a formalized marketing plan, and marketing products created (brochures, signage, social media presence) 4) 15 teachers trained during the 2020-2021 Career Connections Training Institute 5) 7,000 students enrolled in Career Connections over two years (School Years: 2020-2022) 6) 40 students enrolled at Career Tech Academy during the 2020-2022 school years 7) 475 students enrolled in IT / Robotics / Mechatronics programs (School Years: 2020-2022) 8) 155 students enrolled in Precision Machining programs (School Years: 2020-2022) 9) 200 students enrolled in Welding programs (School Years: 2020-2022) 10) 500 program graduates (unduplicated headcount) from dual enrollment and community college programs (School Years: 2020-2022) 11) 900 credentials / industry certifications from dual enrollment and community college programs (School Years: 2020-2022) 12) 8 new or expanding companies attracted to region, announcing 400 jobs paying higher-than-average per capita wages 13) GO-TEC Model and Project Successes Report		
MBC Middle Mile Planning	\$100,000	OUTCOME: 1) Engineering and design plan for 206 miles of new middle-mile open-access fiber infrastructure that will span three GO Virginia Regions (3,4,9) in partnership with private sector partners (COX Business and Central VA Services		MBC proposes to engineer and design 206 miles of new middle-mile open-access fiber infrastructure that will span a total of 14 counties in three GO Virginia Regions (3, 4, and 9) in partnership with private sector providers.
Bridge to Recovery ERR	\$925,000	PRODUCTS: 1) 500 jobs retained 2) 100 full-time jobs created 3) \$10 million in capital investment 4) Region 3 Supplier database 5) Collaborative interface with businesses 6) COVID-19 resource webpage for businesses		The GOVA Region 3 Bridge to Recovery Project is a plan for a comprehensive and collaborative approach to plan and subsidize support to key sectors in order to prepare them for the recovery stages of COVID-19 providing regional support and a unified approach to matching business needs with service provider solutions to meet the mandates and needs created by the COVID-19 pandemic.

E&I Implementation	\$449,000	PRODUCTS: 1) 200 entrepreneurs trained 2) 30 new businesses created 3) 45 new jobs created		The project will launch a two-year process of program implementation that will align with the Region 3 E&I Investment Strategy. Three of the E&I strategies will be prioritized including Entrepreneurship Training, Youth Entrepreneurship, and Capital Access. GO Virginia funds will be used for training costs, outreach, planning, consulting, and administration.
SVRA Site Development	\$1,534,900	PRODUCTS: 1) Complete due diligence for ten sites in the region 2) Complete transportation and sewer engineering/design for two sites in the region 3) Move six sites totaling 1,058 acres to Tier 4 on the VBRS scale 4) Move four sites totaling 441 to Tier 3 or 4 on the VBRS scale		The Southern Virginia Regional Alliance (SVRA) will create a site development project that will parallel VEDP's Site Development Program. The region had 33 of 66 available sites evaluated as part of the VEDP Program. This project will elevate 11 of the 33 publicly owned sites to be more shovel-ready. The project will: 1) raise six sites from Tier 2 to Tier 4; 2) raise four sites from a Tier 2 to Tier 3 in preparation for future Tier 4 work; and 3) site characterization of one site. GO VA funds will be used for site engineering and project administration.
ExperienceWorks	\$515,628	PRODUCTS: 1) 60 jobs created 2) 150 internships created 3) 300 9th and 10th grade participants in Sector-Focused Summer Camps 4) 150 participants in 10 work-readiness boot camps 5) 60 educators connected to businesses through teacher externship program 6) 7000 student participants in Career Choice events 7) 75% of 6-12 graders use of Major Clarity	PRODUCTS: 1) 3 jobs created *the age of students made tracking job creation difficult as it will occur well beyond the grant period- it should not have been a metric 2) 149 internships created 3) 159 participants in Summer camps 4) 141 participants in boot camps 5) 42 teach externships 6) 9,143 participants in Career Choice events 7) 55% use of Major Clarity	ExperienceWorks is a systems approach that leverages current GO Virginia Region 3 workforce development investments to connect students and young adults to high-skill, high-wage employment opportunities through a myriad of work-based learning platforms. Project outcome is to increase the number of high school graduates who can be gainfully employed in targeted growth sector positions.
Controlled Environment Ag (CEA) Planning	\$77,803	OUTCOME: 1) CEA Strategy Roadmap	PROJECT OUTCOME ACHIEVED NOTES: Roadmap led to the development of a CEA Implementation project expected for FY26.	The Institute of Advanced Learning and Research, using its recently opened Controlled Environment Agriculture (CEA) Innovation Center, proposes to engage the Virginia Tech Office of Community and Economic Engagement to develop a strategy and roadmap for supporting industry growth and workforce development for CEA in Region 3.
SEED Innovation Hub	\$674,304	OUTCOME: 1) Establish the SEED Innovation Hub PRODUCTS: 1) 6 new traded sector businesses created 2) 52 new traded sector jobs created 3) 40 existing traded sector businesses served 4) 147 number of existing and potential entrepreneurs served		The SEED Innovation Hub will be located on the downtown Longwood campus. It will serve as: 1) Makerspace-create cultural change by encouraging innovative thinking and product development that will result in entrepreneurial opportunities; 2) Co-working Space – a place to meet, work, and access critical high speed internet service; 3) a Small Business Development Center Office; and 4) an Educational Outreach Center – connect University-based resources to the community, including K-12 students and teachers, to improve the educational culture and resources in the region. A total of 38 jobs are projected to be created in three years and 59 jobs to be created in five years.
VGA Refresh Planning	\$100,000	OUTCOMES: 1) Strategic Economic Development Action Plan Business Sector Analysis 2) Target 3) Workforce Study and Development of an Effective Workforce "Story" 4) Regional Incentives Analysis and Recommendations 5) Fund Raising Campaign Feasibility Study		Virginia's Growth Alliance (VGA) will lead the development of a strategic reset of goals, priorities, focus and support to better reflect changes in the organization and economic development landscape, realigning the organization into a more effective and sustainable posture. This grant will build and strengthen the capacity of the regional economic development organization through business sector analysis, workforce study, analysis of regional incentives and a fundraising campaign feasibility study.
MBC Middle Mile Construction Statewide Competitive	\$5,000,000	OUTCOMES/PRODUCTS: 1) 130 miles of middle mile broadband completed 2) +/-5,000 acres impacted (improved marketability)		The purpose of this project will be to build eight open-access middle mile fiber segments that will provide critical broadband connectivity and diversity for economic development purposes in thirteen localities in the Commonwealth of Virginia including the Counties of Mecklenburg, Lunenburg, Prince Edward, Nottoway, Dinwiddie, Prince George, Sussex, Greensville, Cumberland, Goochland, Louisa, Powhatan, and the City of Petersburg.
Gupton Initiative (\$64,200 from Regions 1,2,4,8)	\$99,200	PRODUCTS: 1) Situational Analysis 2) Implementation Roadmap 3) Establishment of the Gupton Initiative Working Group		The project goal is to launch and demonstrate the sustainability of a career pathways partnership with VCU's College of Engineering to create a pipeline of internship and employment opportunities for students enrolled in Virginia College Fund member institutions in the advanced pharmaceutical manufacturing cluster in central Virginia.
CRC REDO Planning	\$65,000	PRODUCTS: 1) REDO Strategy and Business Plan		The Commonwealth Region Council (CRC) member localities of Amelia, Buckingham, Charlotte, Cumberland, Lunenburg, Nottoway, and Prince Edward Counties, and Longwood University, have joined together to develop a business plan for a new Regional Economic Development Organization (REDO). Outside of Charlotte and Lunenburg Counties, these CRC member localities are not members of a REDO. The development of a REDO business plan is the most practical next step to identify the opportunities which a new REDO could provide these northern subregion localities.
GO TEC Virginia 2025 Statewide Competitive	\$3,474,821	PRODUCTS: 1) GO TEC Sustainability Enterprise Plan 2) 3rd Party GO TEC Program Data and Evaluation Plan 3) 3 Training Labs (Region 1, Region 4, Region 5) OUTCOMES: 1) 3,400 new jobs created 2) 15 net new teachers trained		GO TEC Virginia is the result of a four-year collaborative effort, seeded by GO Virginia and led by Region 3 and the Institute for Advanced Learning and Research (IALR), to validate and scale career exposure programming and talent pathways that lead students to employment with firms in priority-traded industry sectors. It is a partnership between IALR, GO Virginia Regions 1, 3, 4, and 5, three In-Region Coordinating Entities (IRCE), employers, economic developers, K12 Divisions, and higher education institutions. GO TEC Virginia 2025 includes the development of three GO TEC Training Labs – one each in Region 1, Region 4 and Region 5 – to serve as a focal point for regional economic developers, working with existing and prospective businesses, to showcase the GO TEC talent pathways and hands-on technology integration that create a pipeline of skilled workers.
PHCC GO TEC Welding Instructor	\$118,545	OUTCOMES: 1) 48 credentials awarded 2) 27 students trained		P&HCC will offer dual enrollment welding classes for students in Henry County Public Schools and Martinsville City Public Schools. This will expand current training opportunities in welding to include high school dual enrollment opportunities to grow the pipeline of trained welders. Students participating in the new dual enrollment welding opportunity will have the opportunity to earn a Career Studies Certificate (CSC) in Welding if they complete two full years of dual enrollment credits and the opportunity to earn up to three (3) certifications through the American Welding Society (AWS).
SVCC GO TEC Mechatronics Instructor	\$139,732	OUTCOMES: 1) 165 credentials awarded (in total three year grant + performance period) 2) 45 students trained (in total three year grant + performance period) 3) 36 jobs created (in total three year grant + performance period)		This project will support the GO TEC Pathways program delivered by Southside Virginia Community College (SVCC) on behalf of four (4) school divisions located in Region 3's northern sub-region. SVCC is experiencing a positive enrollment trend which will require a full-time salaried instructor at the John H. Daniel Campus in Keyesville. This instructor will be responsible for Mechatronics instruction to dual enrollment high school students as part of the GO TEC Pathways program. [*Mechatronics combines mechanics, electronics, robotics, and computer-related subjects.]

VGA Site Development	\$335,050	OUTCOMES: 1) 449 acres impacted/developed (45 acres I-85 Industrial, 97 acres Lunenburg Commerce Center, 265 acres Heartland, 42 acres FASTA) 2) 407 acres advanced to a higher tier along the Virginia Business Ready Sites Program (VBRSP) scale (42 acres FASTA to maintain current tier status)		The VGA Site Development Project will work to elevate four sites on the VEDP Virginia Business Ready Sites scale. Among those sites is one site that will be elevated to Tier 5 via due diligence (I-85 Industrial Park), two sites that will be elevated to Tier 4 via due diligence (Heartland Industrial Park and Lunenburg Commerce Center), and one site that will maintain its soon to expire Tier 4 status via updated due diligence (FASTA Site). GOVA funds will be used for architectural and engineering services, as well as for marketing materials and website updates.
SOVA RISE Build to Scale	\$600,000	OUTCOMES: 1) 30 businesses created 2) 30 businesses created 3) 350 entrepreneurs engaged 4) 150 businesses served 5) At least \$548,000 in capital raised		The RISE Build-to-Scale Initiative is the next phase of the SOVA RISE Collaboration, which began with the Region 3's Entrepreneurship & Innovation Strategy in 2019. This proposal will scale up and expand the entrepreneurship ecosystem in Region 3 and will include the following activities over the next two years: 1) Launch the RISE Community Navigator Program 2) Expand the RISE Entrepreneurship Training Pipeline 3) Extend Outreach and Storytelling
TPI SoVA Health Sciences Careers Planning	\$133,000	PRODUCTS: 1) Region 3 Talent Pathway Initiative Plan for Health Science Careers		This project recognizes the competitive disadvantage faced by Southern Virginia when recruiting and retaining traded sector business investment because of their low healthcare outcomes, diminishing access to healthcare providers, and the availability of healthcare workers. The TPI Plan will identify gaps in healthcare across the region and identify strategies to address them along with an implementation timeline. It will also prepare a labor market analysis and comprehensive evaluation of all educational and training programs currently available. Additionally, it will develop a career pathways to support healthcare education and develop a plan to attract and retain health science talent.
Amelia Co Reg. Commerce Center: Due Diligence	\$100,000	PRODUCT: 1) Elevate 134 acres from a Tier 2 to Tier 3 along the Virginia Business Ready Sites Program (VBRSP) scale.		The Heartland Regional Industrial Facilities Authority (RIFA) is partnering with the Amelia County Economic Development Authority (EDA) to expand the inventory of industrial sites within the territory covered by the RIFA. The Amelia County EDA acquired a 134-site on the north side of Rt. 360, 4 miles west of Amelia Courthouse, in January of 2023 and the Amelia County Board of Supervisors rezoned the property to an Industrial M-1 classification in June of 2023. Grant activities will include raising the site's Tier level from a 2 to a 3 by completing the required due diligence.
Amelia Co Reg. Commerce Center: Site Study	\$21,000	PRODUCTS: 1) Completion of the Site Suitability Study		Before awarding a \$100,000 planning grant (application previously submitted) to conduct due diligence activities, DHCD GO Virginia staff requested the Amelia County EDA conduct a "site suitability" study to confirm that the site is a potential location for the Region 3 target industries.
GO TEC Region 3 Expansion	\$302,690	PRODUCTS: 1) 2 new GO TEC middle school labs completed 2) 400 students trained (300 in middle school Career Connections labs, 100 trained in 9th and 10th grade pilots) 3) 2 new teachers trained		The Region 3 GO TEC Expansion will add two GO TEC middle school classrooms in Region 3 and increase exposure to welding pathways and careers. It will add a GO TEC lab at Fieldale-Collinsville Middle School (Henry County), add a GO TEC lab at James S. Russell Middle School (Brunswick County), and add Miller welding and Arduino Uno IT programming equipment to the current sixteen Region 3 GO TEC middle schools (12 K-12 divisions). This will bridge the gap between the current middle school GO TEC* programming and CTE education which occurs in 11th and 12th grade.
TPI Advanced Manufacturing/CEA Initiative	\$116,745	PRODUCT: 1) Talent Pathway Initiative Plan focused on Advanced Manufacturing and Controlled Environment Agriculture		This project will define talent pathways for the advanced manufacturing and controlled environment agriculture industries in GO Virginia Region 3. It will development of industry coalitions to guide and advise on project work, complete qualitative/quantitative analysis of workforce needs, complete gap analysis of jobs needed to grow industry, identify skills and training needed for individuals to fill those jobs, develop asset map of the region's training providers.
Co-Location of Data Centers & CEA	\$52,000	PRODUCT: 1) Co-Location Assessment Study		This project will explore the feasibility of co-locating data centers near Controlled Environment Agriculture (CEA) greenhouses to capture and repurpose the heat generated by data centers for greenhouse operations. The idea is that by utilizing the excess heat, the co-location approach can create a positive economic and environmental impact, reducing energy costs for greenhouses while promoting sustainability. The study will assess the technical, logistical, and financial viability of this innovative approach, including potential energy savings, infrastructure requirements, direct and indirect workforce impacts, and the overall benefits to both industries.
Chamber-AI Project (\$50,000 from Region 2)	\$100,000	PRODUCTS: 1) Integration of AI recommendations throughout Blueprint Virginia 2035 in the areas of the 3 targeted industry clusters (Advanced Manufacturing, Information Technology and Emerging Technologies, Health and Life Science). 2) Completion of a statewide workforce readiness assessment focusing on AI in the identified targeted industry clusters lead by a qualified consultant to include the following: Comprehensive AI Report, Sector-Specific Impact Analysis, Current Workforce Development Program Catalogue, Strategic Recommendations		This statewide collaborative effort will position Virginia's business sector to lead an AI-driven workforce assessment to identify skill gaps in high priority, statewide sectors that will support a skilled workforce capable of adapting to AI advancements and help develop a pipeline of eligible GO Virginia implementation projects.
SOVA Fab Lab	\$510,000	OUTCOMES: 1) contract not complete as of 11/11/25		This project will establish a state-of-the-art digital fabrication laboratory in South Boston to accelerate entrepreneurship, strengthen STEM talent pathways, and support regional innovation in Southern Virginia. The Fab Lab will serve as a hands-on learning and business incubation space, equipped with 3D printers, laser cutters, electronics workstations, and other digital fabrication tools that enable rapid prototyping and product development.
SVCC Occupational Training Facility	\$570,000	OUTCOMES: 1) 50 people trained 2) 200 credentials awarded		This project will support the purchase of critical training equipment (two tractor-trailers, classroom IT) for SVCC's Occupational Training Facility located at Fort Pickett. The equipment will directly support the Powerline Worker and Truck Driver Training Programs, which are essential to meeting regional workforce needs in high-demand sectors.
VA's Gateway Region Site Dev (w/Region 4)	\$11,111			Brunswick County, along with Greensville County and Emporia, are members of Virginia's Gateway Alliance (VGR), a regional economic development organization. Brunswick County is a member locality of GO Virginia Region 3, while Greensville County and Emporia continue as members of GO Virginia Region 4. Based on past practice involving Region 3 and Region 4 localities, Region 3 has been asked to contribute one-ninth of the \$100,000 grant request from our planning grant funds on behalf of Brunswick County which equals \$11,111. The grant will identify up to 25 additional sites to include in the VGR site development pipeline.

OLD BUSINESS

PROJECT PIPELINE



DATE: December 11, 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. **CEA Innovation Center Research Building Expansion**

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

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

-a complete grant application from the Southern Crescent Regional Commission (SCRC) was submitted earlier this year for the project. Dr. Lowman received word on December 2nd from the program administration (Virginia Department of Housing and Community Development) that the grant was approved.

-a Tobacco Region Revitalization Commission application was submitted for the fall grant cycle to supplement the project cost, but action was deferred until the SCRC grant decision was made. It is anticipated that this grant can now be approved.

-a GO Virginia Region 3 single-region competitive grant will now be pursued to research equipment for the greenhouse with a funding request of approximately \$250-\$500-- submission targeted for the April 2026 Region 3 Council meeting. This single-region competitive grant is required because Region 3 has exhausted its 2025-2026 Per Capita grant funds.

II. **Virginia's Heartland Regional Economic Development Alliance**

-after continuing discussions and collaboration with the Heartland Alliance's Executive Director, Alex McCoy, there is an opportunity for a business site planning project to determine the inventory available business investment sites and buildings in the region, each's VEDP tier level, and analysis of the opportunities for up-tiering the regional priority properties.



GO Virginia Region 3
Executive Committee
December 11, 2025
Page 2

-a draft application and budget were prepared by the Commonwealth Regional Council on behalf of the Heartland Alliance and submitted on 12.10.25 for staff review. Because this is a planning project for \$100k (2025-2026 per capita planning funds reserved), the application can be administratively reviewed and approved by DHCD GO Virginia staff. The next feasible submission date is 3.27.26. Consequently, the Executive Committee would need to meet on March 18th for review and approval.

III. **Farm Park Implementation Playbook (data center/CEA greenhouse colocation)**

-this project will be a planning project building upon the recent feasibility report on the colocation of data centers and CEA greenhouses prepared by Resource Innovation Institute.

-the planning project will include a number of elements as outlined in the attached working draft. The total Region 3 per capita planning budget will be \$150k, apportioned among the various project elements, with no single element exceeding \$100k (2025-2026 per capita planning funds reserved). This approach has been discussed with DHCD GO Virginia staff.

-the application, budget, and deliverables will be submitted by the Institute for Advanced Learning and Research in partnership with the Resource Innovation Institute.

-because this is a planning project seeking administrative approval by DHCD GO Virginia staff the next feasible submission date would be 3.27.26. Consequently, the Executive Committee would need to meet on March 18th for review and approval.

IV. **Virginia AI Innovation Hub & Venture Studios**

-the Smart Innovation Corporation (non-profit) is proposing to develop an industry-aligned workforce development program to support individuals pursuing careers in artificial intelligence, data analytics, and applied machine learning, and to support employees of existing businesses in the use of AI in the workplace.

Additionally, the program would incorporate training for local, state, and federal government employees in the use of AI in the workplace.

-the project principals have experience and credentials in the area of technology workforce development. One of the principals was raised in Halifax County.

-the project principals have met with the Region 7 Program Director, and she has expressed interest. A follow-up meeting between the Region 7 and Region 3 Program Directors will be held.



GO Virginia Region 3
Executive Committee
December 11, 2025
Page 3

-the project principals were awarded and successfully implemented a GO Virginia workforce development grant from Region 7 involving cybersecurity.

-this would be a multi-region project for GO Virginia Region 3 (Southern Virginia) and GO Virginia Region 7 (Northern Virginia).

-project concept, budget, schedule, and deliverables under development with SIC principals.

-the concept will be further development given the recent release of the Virginia State Chamber of Commerce's Blueprint Virginia 2035 and the release of the full *AI in the Workplace Component* in January 2026.

V. **Metals Workforce Training Center**

-this project is being developed by the Town of Bedford Economic Development Authority following a successful feasibility and master plan project funded by GO Virginia Region 2.

-the facility is at the site of the former Winoa USA steel shot foundry, which includes a 60,000 square-foot industrial facility located on 16 acres near downtown Bedford. The property was acquired by the Bedford Economic Development Authority in 2023.

-the Institute for Advanced Learning and Research may have interest as a partner for project implementation. A discovery meeting for the principals is scheduled for December 16th.

-if feasible, this would be a GO Virginia Multi-Region Implementation Project sponsored by GO Virginia Regions 2 and 3.

-attached is the Executive Summary from the feasibility and master plan project.

VI. **Region 3 Leadership Development Project**

-report completed for strategy (8.24)

-GO Virginia funding strategy under development

RECOMMENDATION:

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

Farm Park Implementation Playbook

Purpose: A collaborative, comprehensive guide for colocating CEA greenhouses and data centers to support a pilot Farm Park in Southern Virginia.

1. Siting Rubric and Scoping Analysis

Develop a rubric to identify and prioritize locations for a pilot Farm Park, using weighted scoring, parcel comparisons, and recommend publicly controlled and available sites with development scenarios.

2. Workforce Assessment for CEA Greenhouse and Data Center Operations

Assessment of CEA greenhouse and data center workforce needs, current abilities and capacities of workforce partners to develop, operationalize, and sustain training programs, and inventory of best practices and industry credentials from outside Southern Virginia.

3. Economic, Fiscal, and Job Creation Impacts

Quantify the direct, indirect, and induced impacts of Farm Park development at the local, regional, and state levels to include permanent and construction job estimates, supply-chain effects, and projected local, regional, and state tax revenues.

4. Shared-Power Engineering and Infrastructure Assessment

Define technical requirements for colocated CEA greenhouses and data centers and the shared-power center including siting and utility criteria, capital and operating cost models, and a permitting roadmap.

5. Financing and Delivery of Shared Infrastructure

Develop a comprehensive capital funding strategy to deliver the common infrastructure required to support the Farm Park through a public-private partnership model.

6. Governance, Ownership, and Operations Framework

Establish structures for how public entities and private firms collaborate to develop, operate, and maintain a Farm Park, to include governance models, legal considerations, and local, state, and federal regulatory requirements.

7. Applied Research and Innovation Support by the Institute for Advanced Learning and Research

Integrate the Farm Park with the CEA Innovation Center's applied research and industry-support capabilities.

Feasibility and Master Plan for a Metals Workforce Training Center



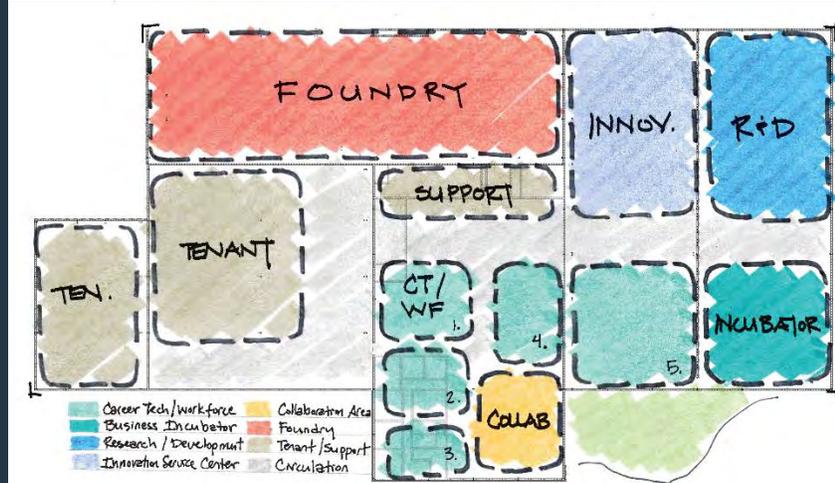
Sponsored by



2025

Feasibility and Master Plan for a Metals Workforce Training Center in Bedford, VA

A coordinated effort is underway to establish a Bedford Metals Workforce Training Center at the site of the former Winoa USA steel shot foundry to serve the metals industry in the region. This 60,000 square-foot industrial facility, located on 16 acres near downtown Bedford, was acquired by the Bedford Economic Development Authority in 2023. The site includes high-bay spaces, a rail spur, and industrial infrastructure ideal for metals training programs. The facility's unique characteristics make it well-suited to support high-demand training areas, including welding, machining, fabrication, and potentially foundry operations.



Metal Industries in the Region

- 4,800 employed
- \$92,000 average wage
- 2.06 location quotient

Metals Sectors

- Primary Metal Manufacturing
- Fabricated Metal Manufacturing
- Machinery Manufacturing

Potential Partners

- K-12 Schools, Community Colleges, Virginia Tech
- Industry & Trade Associations
- State and Federal Agencies

The Bedford Metals Workforce Training Center represents a timely and strategic investment in the region's economic future. It addresses immediate industry needs, capitalizes on unique site and infrastructure assets, and aligns with regional and statewide priorities in workforce development and manufacturing innovation.

Organization

- Industry Council
- Nonprofit Structure
- Fundraising

Partnerships

- Education
- Industry
- Associations

Vision

- Programming
- Incubation
- Innovation

Sponsored by



Executive Summary

The metals manufacturing sector in the Bedford, VA, region is a critical component of the local economy, with high wages, growing and established firms, and a skilled labor base. With average wages nearing \$92,000 and a strong location quotient of 2.06 for fabricated metal product manufacturing, the region significantly outpaces national averages in employment concentration. This strategic advantage is supported by strong educational infrastructure.

To capitalize on this opportunity, the Town of Bedford Economic Development Authority (EDA) purchased the 1970's vintage, 60,000 square foot industrial complex which had operated for 50 years as a foundry producing steel abrasives. The facility was closed in 2020 and purchased by the Town of Bedford EDA with the intent of creating a metal fabrication workforce development center. The center's location between Roanoke and Lynchburg on US 460 consisting of multiple high bay areas and rail access make it uniquely suitable for metal fabrication training. The facility is supplied by a 50-megawatt transformer designed for electric foundry furnace operation facilitating the potential for the nation's first metal fabrication training facility with a commercial scale foundry component. The objective of this report is to explore the feasibility of this proposed training center, provide a high-level engineering assessment of the facility and suggest a plan for the development of a first-class regional center for western Virginia having national significance.



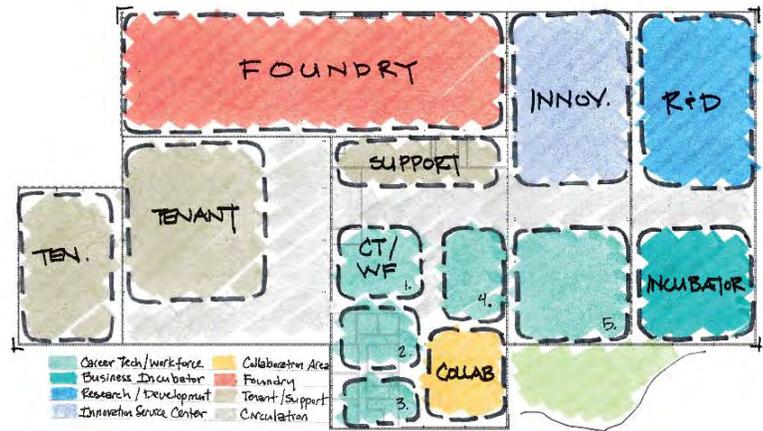
Former Winoa USA Facility

Despite some projected declines in overall employment in the metals sector, the demand for specialized, skilled workers remains high. Employers across the region report persistent challenges in hiring qualified welders, machinists, and metal fabricators. Many companies have indicated that new hires often require extensive on-the-job training, especially when transitioning from educational programs that may not mirror the materials, specific equipment, or fabrication methodology used by industry. Skills in blueprint reading, measuring, materials handling, and heat treatment are also in demand, emphasizing the need for more applied, hands-on training facilities.

In response to these needs, a coordinated effort is underway to establish a Bedford Metals Workforce Training Center at the site of the former Winoa USA steel shot foundry. This 60,000 square-foot industrial facility, located on 16 acres near downtown Bedford, was acquired by the Town of Bedford EDA in 2023. The site includes high-bay spaces, a rail spur, and industrial infrastructure ideal for metals training programs. Cleanup and renovation work has already begun, with funding from the Virginia Brownfields Assistance Fund. The facility's unique characteristics make it well-suited to support high-demand training areas including welding, machining, fabrication, and potentially foundry operations.

The proposed center aligns directly with Region 2 priorities under the GO Virginia initiative, particularly in scaling cluster-based technologies, attracting and retaining talent, and enhancing regional infrastructure. Employers interviewed for this feasibility study expressed strong interest in collaborating on training design and delivery. Several suggested they could contribute instructors, equipment, or proprietary training content. There was widespread support for a shared facility that could host both general workforce training and company-specific programs focused on metal fabrication skills. An industry advisory council is proposed to guide curriculum development and ensure the center remains responsive to evolving industry needs.

Education partners, including Central Virginia Community College (CVCC), Virginia Western Community College, Virginia Tech, and local public schools, have all confirmed the value of a specialized metals training facility in Bedford. Welding and CNC machining programs continue to attract students across central Virginia and student interest in short-term training remains strong. There is increasing interest in non-destructive testing (NDT), additive manufacturing, and materials science. Virginia Tech and its affiliated initiatives, such as the AM2 Tech Hub and METAL apprenticeship program, present significant partnership opportunities.



Design Concept

Bedford County Public Schools, which currently lacks metals-related CTE programs, has expressed interest in participating in dual enrollment and career exploration efforts at the new center. The facility would offer a unique platform for middle and high school engagement, including after-school programs, summer camps, and apprenticeships. Early exposure to manufacturing careers can help cultivate a future workforce pipeline and raise regional awareness of metals manufacturing careers.

In addition to workforce training, the center could include programming for entrepreneurial support, such as incubator space for start-up manufacturers or shared metal fabrication labs for prototyping and innovation. Industry engagement in these areas could be structured through memberships, fee-based services, or partnerships for research and product development.

A new nonprofit 501(c)(3) entity is recommended to administer the center. This organization would manage facility operations, enter into contracts with training providers, and coordinate industry partnerships. The nonprofit status would allow receipt of tax-deductible donations and grant funding, while its board, made up of industry and educational leaders, would provide strategic governance.

A phased development approach is proposed. Early phases will focus on establishing governance, securing renovation funding, launching initial short-term training in welding and machining, and engaging CTE and post-secondary partners. Subsequent phases may include expansion to research and prototyping services, additional education, industry and university partnerships, and potential development into a regional center of excellence.

Key funding sources may include GO Virginia, the Virginia Tobacco Region Revitalization Commission, U.S. Economic Development Administration, and national trade associations, among others. Support from regional employers, both in-kind and financial, is anticipated to play a vital role in long-term sustainability.

The Bedford Metals Workforce Training Center represents a timely and strategic investment in the region's economic future. It addresses immediate industry needs, capitalizes on unique site and infrastructure assets, and aligns with regional and statewide priorities in workforce development and manufacturing innovation. With strong industry support, committed educational partners, and an operational framework focused on flexibility and alignment, the center is poised to become a transformative hub for talent, technology, and industrial growth in Virginia.

NEW BUSINESS



DATE: December 11, 2025

TO: Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Advanced Manufacturing and Advanced Materials (AM2) Initiative to Grow Advanced Manufacturing in Virginia

This project has been under development during 2025 through a partnership between the New River Valley Planning District Commission and the Virginia Tech Center for Economic and Community Engagement (VT CECE). The overall goals of the initiative include "...making Virginia [GO Virginia Regions 2 and 3] a globally competitive destination for advanced manufacturing solutions through accessible and affordable streamlined services, networking events, and collaborative partners to help navigate services, a seamless pipeline of industry-ready workers, and an environment supporting innovation and adaptation."

This initiative was preceded by a Region 2 planning grant, part of a larger endeavor by VT CECE and its partners and stakeholders to secure \$40MM in federal funding for the initiative. Four (4) areas of focus for the GO Virginia multi-region competitive project will include:

1. **AM2 Studios** - Assisting existing manufacturers in designing, refining, & testing technologies and processes to improve their efficiency and productivity resulting in regional job and Gross Regional Product growth.
2. **AM2 Career Network** - Strengthening the manufacturing career pipeline by creating curriculum and quality work-based learning opportunities from middle school through graduate school.
3. **AM2 Fellows** – Accelerating the commercialization timeline for regional manufacturers to promote sustained economic vitality and global competitiveness.
4. **AM2 Consortium** – Coordinating all AM2 activities to improve collaboration amongst manufacturers, streamline and facilitate access to services, and help to attract and grow regional manufacturers.

The proposed budget (working draft_approximate rounded values) for the project:

\$ 7,300,000 (GO Virginia Multi-Region Competitive Fund)
3,700,000 (Matching Funds_\$1,604,000 local)
\$ 11,000,000



GO Virginia Region 3
 Executive Committee
 December 11, 2025
 Page 2

This project includes a number of Region 3 partners, as follows:

Southern Virginia Regional Alliance	Institute for Advanced Learning and Research	Amelia County Public Schools	IALR GO TEC
Patrick & Henry Community College	Danville Community College	SOVA Innovation Hub	The Launch Place
West Piedmont Planning District Commission	Amelia County	Pittsylvania County	Danville City
Halifax County			

There are a number of Region 2 public and private-sector partners, as well as state-level organizations.

It should be noted that the project's focus is the western subregion of Region 3, as IALR is an anchor partner alongside Virginia Tech in Region 2. Recognizing the large number of partners in Regions 2 and 3, it may be advisable to seek interest in participating from Southside Virginia Community College (Halifax County service area), Henry County, and the Martinsville/Henry County Economic Development Corporation. If any of these organizations are interested, it could round out the universe of peer organizations in Region 3.

Attached are working drafts of the project's relevant GO Virginia multi-region application materials. The final documents, along with all the required attachments, are being collected and assembled at this time.

Project principals from the Virginia Center for Economic and Community Engagement and the New River Valley Planning District Commission will attend the Executive Committee to represent this project further.

With the Executive Committee's agreement, this project would be presented to the Region 3 Project Review Committee during the week of January 12-16 and to the Region 3 Council for approval at its January 17th meeting. The Region 2 Council will process the application for concurrent review and approval. The target date for submission to the DHCD GO Virginia staff is February 13th, with State Board consideration on March 24th.

RECOMMENDATION:

Approve the application to move forward to the Region 3 Project Review Committee and the Region 3 Council for consideration.

Executive Summary: AM2 Initiative to Grow Advanced Manufacturing in Virginia

(Region 2 & 3 State Competitive Funds)

GO Virginia Funding Request: \$7,307,205; Match: \$2,747,000 (Confirmed), \$575,000 (Pending)

Advanced manufacturing is critical to the economic resilience and security of the nation. As federal and state governments release directives to address US vulnerabilities and secure critical national supply chains, additive manufacturing and advanced materials have become key drivers to reshore and transform US manufacturing. These technologies increase manufacturing speeds, improve quality of parts and products, and create innovative products to support an evolving global landscape. By 2032, the global market for both technologies will go from approximately \$90 billion to \$290 billion globally according to Grand View Research. If Virginia captures just 3-5% of that market share, that would mean \$3-\$5 billion, or 5-8% of GOVA Region 2 & 3 Gross Regional Product (GRP).

To capture some of this market share, the Additive Manufacturing and Advanced Materials (AM2) Initiative is making Virginia a globally competitive destination for advanced manufacturing solutions through accessible and affordable streamlined services, networking events and collaborative partners to help navigate services, a seamless pipeline of industry-ready workers, and an environment supporting innovation and adaptation. During its 2-year GOVA planning grant, AM2 identified four areas of implementation that align with GOVA goals and will improve Virginia's capabilities to grow and attract manufacturers. As part of a larger endeavor to gain \$40 million in federal funding, this GOVA project will:

1. *Assist existing manufacturers in designing, refining, & testing technologies and processes to improve their efficiency and productivity resulting in regional job and GRP growth.* **AM2 Studios** encompass technical assistance and physical labs will have AM2 machinery for prototyping, testing, and experiential learning for 2- and 4-year higher education students. VT AM2 Studios will provide hardware and software for proof-of-concept, de-risking, and bench-scale testing, while the IALR Studio will focus on large-scale demonstration cells and validation. Key Partners: Institute for Advanced Learning & Research, Virginia Tech College of Engineering, Genedge, & Virginia Manufacturers Association.
2. *Strengthen the manufacturing career pipeline by creating curriculum and quality work-based learning opportunities from middle school through graduate school* The **AM2 Career Network** will add GO TEC® labs to 12 middle schools, pilot three 9th & 10th grade manufacturing curricula, implement a train-the-trainer program for grades 6-12 teachers, develop a nationally-recognized industry certification for AM2 & integrate into existing workforce programs at community colleges, underwrite the development of manufacturing apprenticeships & paid internships in the region. Key Partners: GO TEC, 12 County School Systems, Region 2 & 3 Community Colleges, VMA Manufacturing Skills Institute

3. *Accelerate the commercialization timeline for regional manufacturers to promote sustained economic vitality and global competitiveness.* **AM2 Fellows** will embed experts in host companies to support technology adoption. In the AM2 Innovation Challenge, top entrepreneurial talent will find solutions to critical manufacturing challenges requiring AM2, robotics, Artificial Intelligence (AI) and other technological solutions. Winners will join an AM2 Fellows Cohort, receiving access to equipment in the AM2 Studios and Founders-in-Residence support to validate and accelerate the manufacturing solution. Finally, VT faculty and students will work with regional manufacturers to launch new products. Key Partners: Roanoke-Blacksburg Innovation Alliance, SOVA Innovation Hub, Virginia Tech LAUNCH, Launch Place, Virginia Tech College of Engineering
4. *Coordinate all AM2 activities to improve collaboration amongst manufacturers, streamline and facilitate access to services, and help to attract and grow regional manufacturers.* The **AM2 Consortium** will administer an AM2 Innovation Fund, which will underwrite technical assistance; proof-of-concept & de-risking; apprenticeship development; and work-based learning to manufacturers. Consortium members will expand AM2 outreach to manufacturers to assess manufacturers' adoption readiness levels and develop accelerated adoption strategies; organize networking events for manufacturers and VA resource providers as requested by manufacturers during AM2's planning process; and educate those in and outside of VA on AM2 technologies and resources. Key partners: New River Valley Regional Commission, Virginia Tech Center for Economic and Community Engagement, Onward NRV, Southern Virginia Regional Alliance, Virginia Economic Development Partnership

This collection of coordinated services address key industry gaps identified during the AM2 planning process including: 1) more coordinated services around innovation and talent for small- to mid-sized manufacturers; 2) more affordable services and labs for testing, de-risking, technology adoption and other one-on-one technical support; 3) more financial assistance to commercialize and adopt emerging technologies; and 4) more reliable talent at the certificate/two-year degree level with the knowledge of AM2 technologies, but also aptitude for continuous learning and problem-solving and 4+ year engineering talent capable on integrating and implementing AM2 and other emerging technologies.

Work during the 2-year planning process identified six key industry verticals that will rely on AM2 technologies in the future: Aerospace and Defense, Transportation, Energy Systems, Life Sciences, Packaging, and Construction. Most manufacturers in Regions 2 & 3 fall within these verticals. These businesses have greatly informed AM2's strategic trajectory through their participation in:

- Quarterly All-Hands Meetings have regularly consisted of ⅓ industry participants
- Four Webinars included manufacturers as panelists but also attendees
- Facility tours and discussions to better understand their needs and interests in AM2 technologies
- A conference of about 120 attendees, 1/3 of which represented industry
- Working groups for AM2's four pillars (Studios, Fellows, Career Network, & Consortium). At least two companies were present for each of these bi-weekly meetings in Fall 2025.

- With implementation funding, many AM2 manufacturers will participate in an Industry Advisory Board that will meet quarterly to review work to-date, advise on AM2 activities, and review use of the AM2 Innovation Fund. IAB members will also provide periodic technical expertise.

Budget Category (Dropdown)	Uses of GO VA Funds	Amount (\$)	Description
Salaries	NRVRC staff time (Regional Innovation Officer and Economic Development Specialist, Finance Support Specialist)	\$ 400,000.00	NRVRC staff time to administer program and disburse funds. The RIO will monitor activities of AM2 Career Network, AM2 Studios & AM2 Fellows; organize convenings and activities of the Executive Council, Industry Advisory Board, and the larger Consortium; administer the AM2 Innovation Fund with Finance Support Specialist; maintain ongoing outreach and messaging to Consortium members; and organize all reporting to DHCD.
Other	AM2 Innovation Fund (Technical assistance fund)	\$ 1,300,000.00	AM2 Innovation Fund will underwrite technical assistance, proof-of-concept & de-risking, and work-based learning to manufacturers, addressing key gaps in the regional ecosystem
Salaries	CECE staff time (Executive Director, Director for Research Development)	\$ 229,771.00	CECE staff time for program support, data evaluation, and research
Travel	General AM2 Travel for CECE staff	\$ 11,000.00	Staff travel to meetings, employer sites, outreach events, etc.
Supplies	CECE benchmarking and research materials	\$ 10,000.00	Software to collect data and perform benchmarking
Contract Services	Online interactive manufacturing career lattice development	\$ 60,000.00	CECE will contract with a website developer to create an online, interactive platform for a manufacturing career lattice that CECE will develop.
Salaries	Onward NRV staff time (Executive Director, Talent and Business Strategies Manager)	\$ 110,000.00	Onward NRV staff time for AM2 outreach to manufacturers and regional organizations, educational/promotional materials creation, AM2 Executive Council participation, train-the-trainer program creation and lead
Travel	General AM2 Travel for OnwardNRV staff	\$ 10,000.00	Staff travel to meetings, employer sites, outreach events, etc.
Supplies	Materials and space rental for events (Onward NRV)	\$ 30,000.00	Onward NRV will create educational/promotional AM2 materials, as well as host industry tours, industry/teacher project development sessions, and industry project results presentations as part of the train-the-trainer program.
Salaries	SVRA staff time (Executive Director, Workforce Attraction and Retention Manager)	\$ 55,000.00	SVRA staff time for AM2 outreach to manufacturers and regional organizations, and educational/promotional materials creation
Travel	General AM2 Travel for SVRA staff	\$ 35,000.00	Staff travel to meetings, employer sites, outreach events, etc.
Supplies	Supplies for AM2 educational materials development (SVRA)	\$ 10,000.00	SVRA will create educational/promotional AM2 Tech Hub materials

Equipment	13 GO TEC Career Connections Labs	\$ 2,405,000.00	Labs will be established in the following school divisions: Montgomery County (3 labs), Roanoke County (4 labs), Floyd County (1 lab), Giles County (1 lab), Amelia County (1 lab), Amherst County (2 labs), and City of Salem (1 lab)
Salaries	IALR GO TEC staff time to conduct 9-10th grade CTE needs evaluation and pilot	\$ 80,000.00	IALR GO TEC will evaluate school divisions 9-10th grade CTE programs throughout Regions 2 and 3 to identify needs and create 2-3 pilot programs (launch pilot programs in year two).
Contract Services	Curriculum development for 9-10th grade 2-3 pilot programs	\$ 175,000.00	IALR GO TEC will contract with a curriculum developer to create curriculum for 2-3 9-10th grade CTE pilot programs (launch pilot programs in year two).
Equipment	Equipment for 2-3 pilot programs	\$ 195,000.00	Equipment 2-3 9-10th grade CTE pilot programs in Regions 2 and 3
Supplies	Materials and space rental for meetings (IALR GO TEC)	\$ 5,000.00	GO TEC implementation materials and meetings support
Travel	Travel for IALR GO TEC team	\$ 5,000.00	Region 2 and 3 travel to school divisions to conduct GO TEC teacher trainings and 9-10th grade CTE evaluation
Administration	GO TEC team administration/operations	\$ 40,000.00	Administration and operational support for GO TEC expansion and CTE evaluation & pilot implementation
Salaries	Virginia Manufacturers' Association/Manufacturing Skills Institute staff time (Executive Director, Program Support)	\$ 100,000.00	Staff time for Virginia Manufacturers' Association/Manufacturing Skills Institute to create AM2 certification system: complete job profiling & occupational analysis, competency framework development, AM2 education, workforce & apprenticeship pathway alignment with education and workforce partners
Salaries	Roanoke-Blacksburg Innovation Alliance/Roanoke-Blacksburg Technology Council staff time (Executive Director/President, Program Support)	\$ 260,000.00	Staff time for RBIA/RBTC to support AM2 Fellows program launch and coordination. RBIA will lead AM2 Fellows in identifying, on-boarding, and contracting with Fellows either one-on-one or as a cohort. RBIA will also host the AM2 Innovation Challenge at the Fall 2026 Emerging Tech Conference.
Contract Services	AM2 Fellows product commercialization	\$ 250,000.00	Contract services to five AM2 Innovation Challenge winners (AM2 Fellows cohort) to commercialize products.
Outreach	Outreach and organization of AM2 Innovation Challenge	\$ 70,000.00	Materials, tools, and other resources for outreach to manufacturers, researchers, and other audiences to increase participation in AM2 Innovation Challenge
Supplies	Supplies for AM2 Innovation Challenge event	\$ 30,000.00	Event supplies
Contract Services	AM2 Innovation Challenge event space	\$ 25,000.00	Contracted for event space for Innovation Challenge
Contract Services	AM2 Innovation Challenge subject matter expert support	\$ 25,000.00	Contracted for expert support in evaluating Innovation Challenge

Salaries	Two Virginia Tech AM2 proof-of-concept projects with faculty	\$	100,000.00	Virginia Tech LAUNCH coordinate two proof-of-concept projects with faculty through the AM2 Studios and Fellows program.
Other	Five Virginia Tech AM2 capstone projects with students and manufacturers	\$	100,000.00	Virginia Tech LAUNCH will lead and facilitate five Virginia Tech capstone projects in which students will engage with regional manufacturers and conduct proof-of-concept work.
Salaries	GENEDGE staff time (Regional Growth Manager, Program Support)	\$	158,000.00	Genedge staff time to conduct landscape & capability mapping, supply chain & barrier analysis, reporting & recommendations
Salaries	IALR/VT Professor of Practice	\$	770,000.00	Professor of Practice to be hired to serve as the primary VT faculty presence within the AM2 Tech Hub Manufacturing Studio at IALR, driving collaboration between students, technicians, faculty, and industry partners.
Salaries	Montgomery County Public Schools staff time (CTE and Business Partnerships Administrator)	\$	20,000.00	Montgomery County Public Schools CTE and Business Partnerships Admin to manage GO TEC lab expansion as GO TEC In-Region Coordinating Entity
Administration (Support Org Grant Management up to 8%)	VT CPE Grant Management (3.3%)	\$	233,434.44	
		\$	7,307,205.44	Total GO Virginia Request

Directions: Please list the budget category, associated uses of GO VA funds (how funds are being used), amount, and description for each budget category. In the Description column please provide more detail about the proposed uses of the funding including, if applicable, what organization will be receiving/managing those funds (i.e. grant recipient or third-party). The budget categories and amounts should match the "DHCD Request" column in the CAMS application budget.

Please include a detailed budget narrative below:

Budget Category (Dropdown)	Description of Uses of Matching Funds	Amount (\$)	Match Source (Dropdown)	Type of Match (Dropdown)	Source of Match (Details)	Documentation Submitted (Dropdown)
Salaries	NRVRC staff time	\$100,000.00	Local	Cash	New River Valley Regional Commission	No
Salaries	CECE staff time	\$20,000.00	Other	Cash	VT Center for Economic and Community Engagement	No
Salaries	CECE staff time to support creation of online, interactive manufacturing career lattices	\$28,000.00	Other	In-Kind	VT Center for Economic and Community Engagement	No
Salaries	Onward NRV staff time	\$65,000.00	Nonprofit	Cash	Onward NRV	No
Other	Onward NRV stipend for teacher externship program	\$10,000.00	Nonprofit	Cash	Onward NRV	No
Salaries	SVRA staff time for AM2 Executive Council participation	\$50,000.00	Nonprofit	Cash	Southern Virginia Regional Alliance	No
Salaries	One GO TEC Career Connections Teacher - Giles County (wage and fringe)	\$ 100,000.00	Local	Cash	Giles County Public Schools	No
Salaries	Two GO TEC Career Connections Teachers - Amherst County (wage and fringe)	\$ 200,000.00	Local	Cash	Amherst County Public Schools	No
Contract Services	Amherst County Contracted Support Services to IALR's GOTECH Team	\$ 16,000.00	Local	Cash	Amherst County Public Schools	No
Salaries	One GO TEC Career Connections Teacher - Amelia County (wage and fringe)	\$ 100,000.00	Local	Cash	Amelia County Public Schools	No
Contract Services	Amelia County Contracted Support Services to IALR's GOTECH Team	\$ 16,000.00	Local	Cash	Amelia County Public Schools	No
Salaries	One GO TEC Career Connections Teacher - Floyd County (wage and fringe)	\$ 100,000.00	Local	Cash	Floyd County Public Schools	No
Contract Services	Floyd County Contracted Support Services to IALR's GOTECH Team	\$ 16,000.00	Local	Cash	Floyd County Public Schools	No
Salaries	Three GO TEC Career Connections Teachers - Montgomery County (wage and fringe)	\$ 300,000.00	Local	Cash	Montgomery County Public Schools	No
Salaries	Four GO TEC Career Connections Teacher - Roanoke County (wage and fringe)	\$ 400,000.00	Local	Cash	Roanoke County Public Schools	No
Salaries	One GO TEC Career Connections Teacher - Salem City (wage and fringe)	\$ 100,000.00	Local	Cash	Salem City Schools	No
Contract Services	Salem County Contracted Support Services to IALR's GOTECH Team	\$ 16,000.00	Local	Cash	Salem City Schools	No
Salaries	MCPS IRCE staff time for participation in AM2 Career Network, including attending meetings and engaging with manufacturers	\$ 20,000.00	Local	Cash	Montgomery County Public Schools	No
Other	Virginia Manufacturers' Association 30 manufacturer memberships to streamline access to resources (including AM2 resources) and support.	\$ 60,000.00	Private	Cash	Virginia Manufacturers' Association	No
Salaries	RBIA & RBTC staff time to support AM2 Fellows program	\$ 330,000.00	Nonprofit	Cash	Roanoke-Blacksburg Innovation Alliance and Roanoke-Blacksburg Technology Council	No
Salaries	VT LAUNCH staff time to support AM2 Fellows program	\$ 200,000.00	Other	Cash	VT LAUNCH	No
Salaries	GENEDGE staff time to support manufacturing outreach	\$ 80,000.00	Private	Cash	GENEDGE	No
Salaries	VT COE NCFL staff time to support AM2 Studio program launch	\$ 100,000.00	Other	Cash	Virginia Tech College of Engineering	No
Salaries	VT COE staff time to participate on Executive Council	\$ 25,000.00	Other	Cash	Virginia Tech College of Engineering	No
Salaries	IALR equipment purchase for AM2 Studio	\$ 770,000.00	Nonprofit	Cash	Institute for Advanced Learning and Research	Yes
Salaries	SOVA Innovation Hub staff time to support AM2 Fellows	\$ 200,000.00	Nonprofit	Cash	SOVA Innovation Hub	No

Salaries	VEDP staff time to support outreach to manufacturers	\$ 50,000.00	Other	Cash	Virginia Economic Development Partnership	No
Other	Montgomery County staff time and cash support	\$ 50,000.00	Local	Cash	Montgomery County	No
Salaries	Roanoke Regional Partnership staff time	\$ 15,000.00	Nonprofit	Cash	Roanoke Regional Partnership	No
Salaries	Lynchburg Regional Business Alliance staff time	\$ 15,000.00	Nonprofit	Cash	Lynchburg Regional Business Alliance	No
Salaries	VIPC staff time	\$ 10,000.00	Nonprofit	Cash	Virginia Innovation Partnership Corporation	No
Salaries	WPPDC staff time	\$ 10,000.00	Local	Cash	West Piedmont Planning District Commission	No
Salaries	Launch Place staff time	\$ 10,000.00	Nonprofit	Cash	Launch Place	No
Salaries	CVCC staff time	\$ 10,000.00	Other	Cash	Central Virginia Community College	No
Salaries	NRCC staff time	\$ 10,000.00	Other	Cash	New River Community College	No
Salaries	VWCC staff time	\$ 10,000.00	Other	Cash	Virginia Western Community College	No
Salaries	PHCC staff time	\$ 10,000.00	Other	Cash	Patrick & Henry Community College	No
Salaries	DCC staff time	\$ 10,000.00	Other	Cash	Danville Community College	No
Salaries	Floyd County staff time	\$ 5,000.00	Local	Cash	Floyd County	No
Salaries	Pulaski County staff time	\$ 5,000.00	Local	Cash	Pulaski County	No
Salaries	Giles County staff time	\$ 5,000.00	Local	Cash	Giles County	No
Salaries	City of Radford staff time	\$ 5,000.00	Local	Cash	City of Radford	No
Salaries	City of Salem staff time	\$ 5,000.00	Local	Cash	City of Salem	No
Salaries	Roanoke County staff time	\$ 5,000.00	Local	Cash	Roanoke County	No
Salaries	Botetourt County staff time	\$ 5,000.00	Local	Cash	Botetourt County	No
Salaries	Town of Bedford staff time	\$ 5,000.00	Local	Cash	Town of Bedford	No
Salaries	Amelia County staff time	\$ 5,000.00	Local	Cash	Amelia County	No
Salaries	Campbell County staff time	\$ 5,000.00	Local	Cash	Campbell County	No
Salaries	City of Danville staff time	\$ 5,000.00	Local	Cash	City of Danville	No
Salaries	Pittsylvania County staff time	\$ 5,000.00	Local	Cash	Pittsylvania County	No
		\$ 3,692,000.00	Total Matching Funds			
		\$ 1,604,000.00	Total Local Match			

Directions: Please list all budget categories, description of uses, type of match, sources associated with the required matching funds, and if documentation was submitted. The budget categories and amounts should match the "Other Funding" column in the CAMS application budget. NOTE: State funds may NOT be used as match, but may be listed as additional leverage.

Budget Category (Dropdown)	Description of Uses of Additional Leverage	Amount (\$)	Type of Leverage (Dropdown)	Source of Leverage	Documentation Submitted (Dropdown)
		\$	- Total Leveraged Funds		
<p>Directions: Please list all sources and uses associated with additional leverage beyond the required match. Additional leverage SHOULD NOT be included in the CAMS application budget. NOTE: State funds may only be used as additional leverage and may not contribute to the required \$2:1 match.</p>					

Type of Funds	Totals
GO Virginia	\$ 7,307,205.44
Matching Funds	\$ 3,692,000.00
Total CAMS Budget	\$ 10,999,205.44
Additional Leverage	\$ -
Total Project Budget	\$ 10,999,205.44

**These answers will autofill from previous tabs.*

Type of Match	Totals
Matching Funds	\$ 3,692,000.00
At least \$2:1	YES
Local Match	\$ 1,604,000.00
At least 20% of Required Match	YES
Local Match Waiver Requested?	NO

Select answer from dropdown menu.



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

Per Capita Return on Investment

Region: 2 & 3
 Project Name: FY26 Competitive Fund Application: AM2 Initiative to Grow Advanced Manufacturin

GO Virginia Request	\$7,073,771
Additional State Leverage (if applicable)	
Total State Investment	\$7,073,771

	Year 1	Year 2	Year 3	Total
Direct Jobs Created	0	100	200	300
Average Annual Salary	\$0	\$83,230	\$83,230	
State Income Tax Revenue Generated	\$0	\$452,823	\$1,358,468	\$1,811,290
State Sales Tax Revenue Generated	\$0	\$83,507	\$250,522	\$334,030
Total State Revenue Generated	\$0	\$536,330	\$1,608,990	\$2,145,320

Commonwealth's ROI %	-69.67%
----------------------	---------

Instructions

1. Please enter what GO Virginia region you are submitting your project through.
2. Please enter the name of the Per Capita project.
3. Please enter the fields highlighted in green. This template will auto calculate the rest of the fields. Only include the direct number of jobs being created each year. The formula will aggregate jobs year-over-year. For example, if your project is creating 20 jobs in year 1, 20 jobs in year 2, and 20 jobs in year 3, **DO NOT** input 40 jobs in year 2 and 60 jobs in year 3.
4. Commonwealth's ROI % should reflect a positive return

Assumptions

1. State income tax revenue is based on \$720 + 5.75% of taxable income over \$17,0000 for each direct job
2. State sales tax revenue assumes a worker's net income will be 70% of their salary, and that worker will spend 1/3 of their net income on goods/services subjected to the state sales tax of 4.3%

Last updated 5/17/23



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

Per Capita Return on Investment

Region: 2 & 3
 Project Name: FY26 Competitive Fund Application: AM2 Initiative to Grow Advanced Manufacturi

GO Virginia Request	\$7,073,771
Additional State Leverage (if applicable)	
Total State Investment	\$7,073,771

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Direct Jobs Created	0	100	200	250	250	800
Average Annual Salary	\$83,230	\$83,230	\$83,230	\$83,230	\$83,230	
State Income Tax Revenue Generated	\$0	\$452,823	\$1,358,468	\$2,490,524	\$3,622,580	\$7,924,394
State Sales Tax Revenue Generated	\$0	\$83,507	\$250,522	\$459,291	\$668,059	\$1,461,380
Total State Revenue Generated	\$0	\$536,330	\$1,608,990	\$2,949,815	\$4,290,639	\$9,385,774

Commonwealth's ROI %	32.68%
-----------------------------	---------------

Instructions

1. Please enter what GO Virginia region you are submitting your project through.
2. Please enter the name of the Per Capita project.
3. Please enter the fields highlighted in green. This template will auto calculate the rest of the fields. Only include the direct number of jobs being created each year. The formula will aggregate jobs year-over-year. For example, if your project is creating 20 jobs in year 1, 20 jobs in year 2, and 20 jobs in year 3, **DO NOT** input 40 jobs in year 2 and 60 jobs in year 3.
4. Commonwealth's ROI % should reflect a positive return

Assumptions

1. State income tax revenue is based on \$720 + 5.75% of taxable income over \$17,000 for each direct job
2. State sales tax revenue assumes a worker's net income will be 70% of their salary, and that worker will spend 1/3 of their net income on goods/services subjected to the state sales tax of 4.3%

Last updated 5/17/23

FY26 Competitive Fund Application: AM2 Initiative to Grow Advanced Manufacturing in Virginia

OVERVIEW (Q1)

Provide an overview of the proposed project and project activities included in the project budget. ATTACHMENTS: A 1-2-page Executive Summary must be uploaded with the application.

As federal and state governments release directives to address US vulnerabilities and secure critical national supply chains, additive manufacturing and advanced materials have become key drivers to reshore and transform US manufacturing. These technologies increase manufacturing speeds, improve quality of parts and products, and support an evolving global landscape. Virginia's Additive Manufacturing and Advanced Materials (AM2) Initiative is transforming GOVA Regions 2 & 3 by making a home for advanced manufacturers wanting agile, affordable, and innovative industry solutions to address these national challenges.

During its 2-year GOVA planning grant, AM2 identified four areas of implementation that align with GOVA goals and will improve Virginia's capacity to grow and attract manufacturers. As part of a larger endeavor to gain \$40 million in federal funding, this project will establish a seamless workforce pipeline, strengthen the convening power and service coordination of the AM2 industry consortium, and accelerate technology adoption and commercialization among regional manufacturers.

The **AM2 Career Network** will *strengthen the manufacturing career pipeline by creating curriculum and quality work-based learning opportunities from middle school through graduate school*. See Figure 1.

- Add GO TEC® labs to 13 middle schools
- Develop and pilot three 9th & 10th grade manufacturing curricular models
- Implement a train-the-trainer program in New River Valley middle schools and high schools
- Help to develop a nationally-recognized industry certification for AM2 & integrate into existing workforce programs at community colleges
- Fast-track development of manufacturing apprenticeships by underwriting the work of AM2 partners: Virginia Community College System (VCCS), Virginia Manufacturers' Association (VMA), and Workforce Boards

- Coordinating with VTOP, underwrite paid internships at AM2 Studios and with regional manufacturers

GOVA will fund the GO TEC labs, the 9th & 10th grade pilot programming, the train-the-trainer program, and three of five stages needed to create an industry credential. Funding for apprenticeship development and internships will be through the AM2 Innovation Fund described below.

AM2 Innovation Studios will assist existing manufacturers in designing, refining, & testing technologies and processes to improve their efficiency and productivity resulting in regional job and GRP growth. Genedge, Virginia Tech College of Engineering (VTCOE), Institute for Advanced Learning & Research (IALR), & VMA will provide technical support based on manufacturers' needs. Physical labs will have AM2 machinery for prototyping, testing, and experiential learning for 2- and 4-year higher education students. VT AM2 Studios will provide hardware and software for proof-of-concept, de-risking, and bench-scale testing, while the IALR Studio will focus on large-scale demonstration cells and validation. GOVA funds will underwrite technical assistance and the use of existing labs.

AM2 Innovation Fellows will accelerate the commercialization timeline for regional manufacturers to promote sustained economic vitality and global competitiveness. Led by Roanoke-Blacksburg Innovation Alliance (RBIA), SOVA Innovation Hub, Launch Place, and VT Launch will identify, convene, contract with, and embed AM2 Fellows in host companies to support technology adoption. In the AM2 Innovation Challenge, an industry-led committee will identify a critical manufacturing challenge requiring AM2, robotics, Artificial Intelligence (AI) and other technological solutions. Top entrepreneurial talent will be recruited to compete for five incubators spots, receiving prioritized access to equipment in the AM2 Studios and Founders-in-Residence support to validate and accelerate the manufacturing solution. Through Proof of Concept & Capstone Projects, VT faculty and students will work with regional manufacturers to launch new products.

GOVA will fund the AM2 Innovation Challenge, the AM2 Fellow Cohort coming out of the Challenge, & VT capstone projects. Through the AM2 Innovation Fund, GOVA will fund embedded AM2 Fellows.

The **AM2 Consortium** coordinates all AM2 activities to improve collaboration amongst manufacturers, streamline and facilitate access to services, and help to attract and grow regional manufacturers. A Regional Innovation Officer or RIO (housed in the New River Valley Regional Commission) and an Executive Council (comprising Genedge, Regional Economic Development Organizations, IALR, RBIA, SOVA Innovation Hub, VMA, VEDP,

VIPC, VT Center for Economic and Community Engagement (CECE) & VTCOE work with an Industry Advisory Board to:

1. Oversee an AM2 Innovation Fund, which will underwrite technical assistance; proof-of-concept & de-risking; apprenticeship development; and work-based learning to manufacturers, addressing key gaps in the regional ecosystem. See Figure 2 to understand funding process
2. Pursue one-on-one Familiarization Meetings to expand AM2 outreach, assess manufacturers' adoption readiness levels, analyze findings to map VA manufacturing adoption of AM2 tech, and develop accelerated adoption strategies.
3. Organize quarterly All-Hands Meetings, Webinars, and a bi-annual AM2 Conference to facilitate networking among manufacturers and VA resource providers, requested by manufacturers during AM2's planning process.
4. Educate those in and outside of VA on AM2 technologies and resources through events, conferences, site selector familiarization tour, & national speaker visits.

GOVA will partially fund the AM2 Innovation Fund, manufacturing engagement and adoption readiness mapping, staff time for convening events, education and networking activities, and bring 2-3 nationally-recognized AM2 experts to the region (e.g. America Makes, Oakridge Labs, etc). EDA and other opportunities will provide additional funding for these activities.

Economic Opportunity for the Region (Q2)

Explain how this project represents a significant economic opportunity for the region. Describe how it supports the growth of traded-sector industries, as identified in the region's Economic Growth and Diversification Plan.

Advanced manufacturing is critical to the economic resilience and security of the nation. Additive manufacturing and advanced materials are driving the transformation of US manufacturing. By 2032, the global market for both technologies will go from approximately \$90 billion to \$290 billion globally¹. If Virginia captures just 3-5% of that market share, that would mean \$3-\$5 billion, or 5-8% of GOVA Region 2 & 3 Gross Regional Product (GRP). To capture some of this market share, the Additive Manufacturing and Advanced Materials (AM2) Initiative is making Virginia a globally competitive destination for advanced manufacturing solutions through streamlined services, networking events and

¹ Grand View Research. (2023). U.S. additive manufacturing market size, share & trends analysis report by component (hardware, software), by printer type (desktop, industrial), by technology, by software, by application, by vertical, by material, and segment forecasts, 2023–2030. Precedence Research. (2023, November). Advanced materials market size, share, and trends 2024 to 2034.

collaborative partners to help navigate services, a seamless pipeline of industry-ready workers, and an environment supporting innovation and adaptation.

GOVA Regions 2 & 3 have a long history of manufacturing that continues to evolve. Today, this larger region is making transformative advancements in additive manufacturing (AM) with revolutionary applications of new polymers, metals, and concrete. The region is globally competitive in large AM (e.g., 3D printing parts larger than 6ft³), meeting the needs of 'heavy industry', like transportation and energy, two primary markets for regional manufacturers. These manufacturers are supported by technical assistance, research, and innovation assets like IALR, Genedge, Launch Place, RBIA, SOVA Innovation Hub, VMA, and Virginia Tech. They benefit from talent and workforce development and retention assets such as 4-year universities, Goodwill, High School Career & Technical Education programs, REDOs, VCCS, and Workforce Development Boards. Leveraging and strengthening this network of resources, the AM2 Initiative offers agile and affordable services to accelerate manufacturers' adoption of additive manufacturing, advanced materials, and other emerging technologies that will make manufacturers globally competitive today and in the future.

The AM2 Initiative is filling distinct service gaps to guarantee a vital ecosystem for manufacturers to grow:

- **AM2 Studios:** In addition to better coordinating existing service providers to ensure the best technical assistance resources to support general manufacturing, the services through AM2 Studios also improves industry knowledge of AM2 technologies and how to integrate them into existing operations
- **AM2 Career Network:** Addresses existing curricular and work-based learning gaps along the pipeline from middle school through graduate school as well as creates opportunities for students and workers to learn about AM2 technologies and how to use them in manufacturing settings, guaranteeing a ready-workforce for manufacturers.
- **AM2 Fellows:** Improves small manufacturers' access to AM2 and other advanced manufacturing technologies by increasing the supply of commercialized tech. AM2 Fellows work with regional manufacturers to accelerate commercialization & innovation, giving small manufacturers opportunities to get in on the ground floor of disruptive, lucrative technologies.
- **AM2 Consortium:** Improves manufacturers' knowledge of AM2 and other emerging technologies; facilitates more affordable access to technology adoption and overall transitions towards more advanced manufacturing; and facilitates hands-on navigation of AM2 services and collaboration to accelerate manufacturing business

growth & attraction, small manufacturer business development, and overall transformation of regional manufacturing.

Industry Clusters and G&D Plan Alignment (Q3)

Which industry clusters identified in your region’s Economic Growth and Diversification Plan(s) will this project focus on? Describe how the project supports the Plan’s strategies and goals. What problem is the project team trying to solve?

Advanced Manufacturing is critical to the nation and GOVA Regions 2 & 3, as illustrated in three target industry clusters:

- Manufacturing for Transportation, Energy & Autonomy (Region 2)
- Advanced Materials Manufacturing (Region 2)
- Advanced Manufacturing (Region 3)

This larger region has about 1300 manufacturing payrolled business locations (likely 700-1100 individual manufacturers) employing 62,500 workers and contributing \$10.47B in GRP². To be globally competitive and grow, manufacturers need access to agile and affordable problem-solving services, transformative technologies and innovation, and creative, adaptive talent. AM2 is building on existing partner assets and filling in industry needs identified through the AM2 10-Year Roadmap and 2025 G&D Planning Process. We are pursuing the following strategies outlined in Region 2 & 3 G&D plans:

- Talent
 - Expand GO TEC, CTE Coaching, Summer Work Experiences, and other pipeline programs that connect students with industry. Support efforts to extend the brand awareness of GO TEC. (Both Regions)
 - Support efforts to analyze current course offerings and gaps among education institutions with the needs of employers. Promote collaborative workforce development and training solutions with the goal of non-degree programs e.g. certifications and credentials. (Region 3)
 - Support efforts to assess employer awareness and market demand for apprenticeships. (Region 3)
 - Develop more paid internships, work-based learning, mentoring and apprenticeship opportunities. (Region 2)
- Cluster Scale Up & Entrepreneurial Ecosystem
 - Support manufacturers in adopting new technologies and processes to cut costs and become more globally competitive. (Region 2)

² Lightcast (Dataset 2025.4). Industry Table.

- Identify/generate more well-advertised funding opportunities for proof of concept (Region 2)
- Support efforts to extend the brand awareness of entrepreneurial assets (Region 3)
- Support efforts to ensure access to capital is aligned with various stages of entrepreneurial development from pre-seed to later stage.(Region 3)
- Support efforts to ensure access to program resources is available across the Region. (Region 3)

OUTCOMES & DELIVERABLES (Q4)

Identify the project outcomes and deliverables that will be achieved during the grant performance period. For any quantitative outcomes that demonstrate project impact, select the most relevant items from the GO Virginia Core Grant Outcomes (definitions provided) and explain why they are appropriate for your project. Describe how the project team or its partners will track and report these outcomes over time.

ATTACHMENTS: Upload the GO Virginia Core Grant Outcomes spreadsheet with the application.

All outcomes and deliverables will be tracked through the AM2 Executive Council, administered by VT CECE and NRVRC. Outputs and outcomes will more easily be tracked through the AM2 Executive Council’s manufacturing intake and AM2 Innovation Fund work allocation process described in the narrative, as well as monthly calls with core members of the AM2 Studio, AM2 Fellows, and AM2 Career network service pillars.

Project partners will be provided an outputs and outcomes tracking template at the beginning of the project and receive technical assistance from CECE on identifying methods of gathering data through enhanced administrative tools or additional outreach to participants. Partners will share these completed outputs templates quarterly with CECE/NRVRC, who will review the numbers, validate where necessary, and aggregate in order to report on the program as a whole. For outcomes that occur after a participant has completed a program (for example, businesses that adopted a new technology), CECE will work with the EC and other consortium partners to maintain contact with each business receiving services, using an informal survey tool (2-3 short questions) to keep track of possible outcomes from AM2 services.

- **Workforce Development:**

- **17 New programs implemented:** The AM2 Career Network will set up 13 new GO TEC labs, three 9th & 10th grade pilots, and one train-the-trainer program

- **6 New apprenticeships created:** Through the AM2 Innovation Fund, Career Network partners will develop 6 or more apprenticeship positions among Region 2 & 3 manufacturers
- **1,500 students trained:** Through the GO TEC program expansion, participating school divisions will train at least 1,500 students and introduce them to manufacturing and technology careers
- **30 Interns Placed:** Through the AM2 Innovation Fund, Community Colleges and Universities will place 30 interns with Region 2 & 3 manufacturers (10 in Summer 2026 and 20 in Summer 2027)
- **Startup Ecosystem**
 - **5 New mentors providing business assistance:** Of the at least ten AM2 Fellows identified and on-boarded during this process, five will work with and provide assistance to manufacturers.
- **Cluster Scale-Up**
 - **50 Businesses served** through different forms of AM2 engagement through Consortium, Studios, Fellows, and Career Network.
 - 100+ businesses reached during this project
 - 10 businesses adopting or moved closer to adoption of AM2 technologies
 - 14 businesses receiving technical assistance and support through AM2 Studios
 - 6 businesses served through AM2 Fellows
 - 20 businesses receiving apprenticeship or work-based learning services (AM2 Career Network & AM2 Innovation Fund)
 - 15 new businesses becoming members of the AM2 Consortium and receiving knowledge and access through events and outreach
 - **300 Jobs created** through business attraction and expansions thanks to AM2 Consortium activities.
 - **\$2,500,000 Raised by businesses served:** The AM2 Consortium will look to match AM2 Innovation Funds that serve businesses with venture capital, research and development funds, SBIR funding, grants, and private investment.

EXPECTED IMPACTS (Q5-6)

Please attach the DHCD Economic Impact template that demonstrates the expected fiscal return to the Commonwealth. Please note that the template is used as an evaluation criterion but a positive fiscal return is not an eligibility requirement. Include an explanation and source any data used as the basis for inputs used to

complete the template. ATTACHMENTS: The DHCD Economic Impact template should be uploaded with the application.

The AM2 Initiative directly supports business attraction, retention, and expansion activities by providing resources to advance manufacturing technology adoption, innovation, and resilience, leading to growth and job creation. While we may not see immediate job creation in the first year, we anticipate a gradual increase in manufacturing jobs over the next few years. We project the creation of 300 manufacturing jobs within three years and 800 jobs within five years at an average manufacturing salary of \$83,320, according to the Lightcast Q4 2025 dataset.

Investing in the AM2 Initiative will result in a positive return on investment (ROI) for the Commonwealth in five years, generating approximately \$9,385,774 in revenue, which represents an increase of 32.68%.

Competitive applications must have the economic impact analysis reviewed by DHCD. See the DHCD Economic Impact Model Validation Process Memo for more information on how to complete this step.

REGIONAL AND LOCALITY PARTICIPATION (Q7)

Identify the GO Virginia region(s) involved in this project and list the local units of government that are actively participating. Describe each locality's role in the project, Issued / Last Updated June 2025 2 including financial contributions, staff involvement, or other meaningful forms of participation. A minimum of two localities is required for single-region competitive applications, and at least two localities from each region are required for multi-regional competitive applications. Refer to the Regional Collaboration and Local Participation Guidelines for examples of eligible participation.

GO Virginia Regions 2 and 3 are involved in this project with the following local units of government actively participating:

New River Valley Regional Commission (NRVRC)—representing Floyd, Giles, Montgomery, Pulaski counties and the City of Radford—hosts the Regional Innovation Officer (RIO), who will dedicate staff time for administration, convening, and outreach activities, as well as management of the AM2 Innovation Fund.

West Piedmont Planning District Commission (WPPDC)—representing Franklin, Henry, Patrick, Pittsylvania counties, cities of Danville, Martinsville, and the town of Rocky Mount—will dedicate staff time to participate on the AM2 Executive Council and facilitate connections with manufacturers and other organizations in Region 3.

Giles County Public Schools will launch a GO TEC Career Connections lab and provide \$100,000 in cash match, including salary/fringe benefits. (See Letters of Commitment).

Amherst County Public Schools will launch two GO TEC Career Connections labs and provide \$200,000 in cash match, including salary/fringe benefits and support service fees. (See Letters of Commitment).

Amelia County Public Schools will launch a GO TEC Career Connections lab and provide \$100,000 in cash match, including salary/fringe benefits and support service fees. (See Letters of Commitment).

Floyd County Public Schools will launch a GO TEC Career Connections lab and provide \$100,000 in cash match, including salary/fringe benefits and support service fees. (See Letters of Commitment).

Montgomery County Public Schools will launch three GO TEC Career Connections labs and provide \$300,000 in cash match, including salary/fringe benefits. (See Letters of Commitment).

Roanoke County Public Schools will launch four GO TEC Career Connections labs and provide \$400,000 in cash match, including salary/fringe benefits. (See Letters of Commitment).

Salem City Public Schools will launch a GO TEC Career Connections lab and provide \$100,000 in cash match, including salary/fringe benefits and support service fees. (See Letters of Commitment).

LOCAL GOVERNMENT ENGAGEMENT (Q8)

Discuss how the Regional Council(s) and project development team consulted with local government entities regarding the strategy and implementation of the project.

The AM2 leadership team, including representatives from Onward NRV, SVRA, VT COE, VT CECE, and NRVRC, has relied heavily upon engagement with local government entities in Regions 2 and 3 across all stages of project development. Over the past two years, supported by a GO Virginia Region Two Planning Grant, the leadership team has engaged local economic development and local school divisions in one-on-one meetings, broader quarterly consortium meetings, and, more recently, working groups to develop a strategy for creating a global hub for advanced manufacturing solutions using additive manufacturing and advanced materials technologies. Participation has been particularly strong amongst local school divisions as well as Economic Development Offices in the City of Danville, Floyd County, Halifax County, and Montgomery County.

The roadmap identifies four key strategies: providing technical assistance to manufacturers, commercializing and de-risking AM2 technology, connecting and supporting advanced manufacturing experiential learning opportunities, and strengthening AM2 presence through collaboration, alignment, and promotion. In each of these areas, consortium partners, including local government entities, are leading project implementation, a testament to their support and engagement with the AM2 Initiative and its mission to advance manufacturing.

PRIVATE INDUSTRY INVOLVEMENT (Q9)

Describe how private industry and subject matter experts have been involved in validating, developing, or planning this project. How has industry demand informed the project's purpose and design? Identify any traded-sector companies that have been engaged and explain their role or input.

Work during the AM2 planning process identified six key industry verticals that will rely on AM2 technologies in the future: Aerospace and Defense, Transportation, Energy Systems, Life Sciences, Packaging, and Construction. Most, if not all, manufacturers in Regions 2 & 3 fall within these verticals. Manufacturing within the AM2 Tech Hub comprises businesses that supply end-user markets directly or serve as intermediaries producing materials, parts, and components for final-stage manufacturers. These businesses increasingly employ advanced materials and additive manufacturing processes to boost efficiency, resilience, and speed while cutting costs and waste.

Regional manufacturers have been partners throughout the AM2 planning process and have greatly informed the strategic trajectory. The AM2 Tech Hub Consortium has engaged approximately 40 manufacturers, including MELD Manufacturing and MELD PrintWorks, IperionX, FasTech, Hollingsworth & Vose, Tekniplex, P1 Technologies, WabTec, Hanwa Azdel, Corning, and others. Ways in which they have participated include:

- Quarterly All-Hands Meetings have regularly consisted of 1/3 industry participants
- Four Webinars included manufacturers as panelists but also attendees
- Facility tours and discussions with over 40 manufacturers in the region to better understand their needs and interests in AM2 technologies
- A conference of about 120 attendees, 1/3 of which represented industry
- Working groups for AM2's four pillars (Studios, Fellows, Career Network, & Consortium). At least two companies were present for each of these bi-weekly meetings in Fall 2025.

Moving forward, we will engage a group of eight manufacturing companies in the region to serve as members of an Industry Advisory Board (IAB). The IAB will meet quarterly during

AM2 All-Hands Meetings to review work to-date, advise on AM2 activities, and review use of the AM2 Innovation Fund. IAB members will also provide periodic technical expertise in developing scopes of work through the AM2 Innovation Fund.

APPLICANT/ORGANIZATION IMPLEMENTATION (Q10)

Identify the applicant or fiscal agent and all partner organizations involved in implementing the project. For each partner, describe their role in completing the scope of work, their financial or in-kind match commitment, and their capacity to fulfill these responsibilities. Partners may include school divisions, community colleges, higher education institutions, economic and workforce development entities, local governments, regional organizations, planning district commissions, and nonprofit organizations. ATTACHMENTS: Upload Match Verification Form(s) with the application. Partners are encouraged to submit letters of support describing their role and involvement

The **New River Valley Regional Commission** will serve as the lead applicant and fiscal agent, ensuring sound financial management and grant compliance. The RIO will monitor activities of AM2 Career Network, AM2 Studios & AM2 Fellows; organize convenings and activities of the Executive Council, Industry Advisory Board, and the larger Consortium; administer the AM2 Innovation Fund; maintain ongoing outreach and messaging to Consortium members; and organize all reporting to DHCD.

Virginia Tech Center for Economic and Community Engagement (CECE) will support Consortium coordination and conduct manufacturing market research and adoption-readiness mapping, evaluation and benchmarking, manufacturing career lattice development, educational materials creation, and continued strategy development. CECE will serve on the Executive Committee. CECE will provide \$20,000 of in-kind support & \$28,000 of cash match.

Onward NRV will implement a train-the-trainer program in participating middle and high schools, coordinate Consortium members' attendance and presentations at events to promote AM2 technologies, support material development, and serve on the Executive Committee. Onward NRV will provide \$75,000 in-kind support.

Southern Virginia Regional Alliance (SVRA) will coordinate Consortium members in attending and/or presenting at in-state and out-of-state events to promote and educate on AM2 technologies and resources & support material development. SVRA will serve on the Executive Council. SVRA will provide \$50,000 of in-kind support.

Roanoke-Blacksburg Innovation Alliance will lead AM2 Fellows in identifying, onboarding, and contracting with Fellows either one-on-one or as a cohort. RBIA will also host the AM2 Innovation Challenge at the Fall 2026 Emerging Tech Conference and serve on the AM2 Executive Council. RBIA will provide \$330,000 of in-kind support.

Virginia Tech College of Engineering and Institute for Advanced Learning and Research will lead AM2 Studio programming, coordinating resources and studio program management. VT COE will provide \$125,000 of in-kind support. IALR will provide \$500,000 of in-kind support & \$270,000 of cash match.

Participating school divisions—**Montgomery County, Roanoke County, Floyd County, Giles County, Amelia County, Amherst County, and City of Salem**—will launch GO TEC Career Connections Labs, totalling 13 new labs across Regions 2 and 3. The school divisions' respective local economic development organizations will actively participate in a GO TEC advisory group implemented to provide feedback to the program. The **Institute for Advanced Learning and Research's GO TEC** team will provide curriculum, instructor training, implementation guidance, and marketing, as well as data collection, program evaluation, and on-demand technical support. The seven school divisions will provide \$1,364,000 in cash match through support service fees to GO TEC and in wage/fringe from teacher salaries.

IALR GO TEC will lead the 9th and 10th-grade pilot program creation. IALR's GO TEC leadership team will facilitate and oversee all activities, including the evaluation of each participating school division's current Program of Studies, contracted development of curriculum models, and pilot implementation in 2–3 school divisions.

Virginia Manufacturers Association & Manufacturing Skills Institute will develop a nationally-recognized AM2 credential in collaboration with **Central Virginia Community College, Danville Community College, New River Community College, Patrick Henry Community College, and Virginia Western Community College**. VMA will provide \$60,000 or 30 VMA memberships to small regional manufacturers.

GENEDGE will identify and engage manufacturers most likely to benefit from AM2. Insights gathered through company engagements will inform AM2 strategies and help coordinate AM2 Innovation Funds. Through the Fund, GENEDGE will help companies overcome operational barriers that limit participation in broader AM2 activities. Genedge will serve on the Executive Council. GENEDGE will provide \$80,000 in in-kind support.

SOVA Innovation Hub and **Launch Place** will coordinate with RBIA and others to support AM2 Fellows activities. **SOVA Innovation Hub** will serve on the Executive

Council and lead AM2 Fellows activities in Danville, providing \$200,000 of in-kind time. **Launch Place** will serve on the Executive Council, providing \$10,000 of in-kind time.

Virginia Tech LAUNCH will coordinate with RBIA and others in the AM2 Fellows, develop Proof of Concept projects and student Capstones with VT faculty, providing \$200,000 of in-kind time.

Virginia Economic Development Partnership will join the Executive Council, promote AM2 technologies at events, and help the AM2 Consortium attract manufacturers to the region. VEDP will provide \$50,000 of in-kind time.

Virginia Innovation Partnership Corporation will participate on the Executive Council and assist with obtaining SBIR and other commercialization funding, providing \$10,000 of in-kind time.

Roanoke Regional Partnership, Lynchburg Regional Business Alliance, and West Piedmont Planning District Commission will participate on the AM2 Executive Council and partner in AM2 outreach activities to manufacturers, providing \$10,000 in in-kind time each.

Central Virginia Community College, New River Community College, Virginia Western Community College, Patrick & Henry Community College, and Danville Community College will provide \$10,000 in in-kind time each for supporting discussions with VMA/MSI to launch the AM2 certification system.

Montgomery County will provide \$50,000 in in-kind match to partner in AM2 outreach activities to manufacturers.

Counties of Floyd, Pulaski, Giles, Roanoke, Bedford, Amelia, Botetourt, Campbell, Halifax, Pittsylvania, and Cities of Radford, Salem, and Danville will provide \$5,000 in in-kind time each to partner in AM2 outreach activities to manufacturers.

EXISTING PROGRAMS (Q11)

Describe any existing programs with similar goals and explain how this project will complement—not duplicate—those efforts. In what ways does this proposal add value to ongoing work that supports economic diversification and the growth of traded-sector industries? Have past or current efforts been successful and sustainable? Describe any cost efficiencies identified through collaboration with project partners.

The planning process for the AM2 Roadmap helped the Consortium to identify, build on, and learn from existing regional programs, including:

IALR GO TEC: An award-winning Institute for Advanced Learning and Research program that connects the manufacturing industry with middle schoolers to improve awareness and understanding of future work opportunities. AM2 proposes to expand this already successful program.

Other career exploration programs that informed the train-the-trainer pilot include:

- **Lynchburg’s Worlds of Opportunity Career Expo,**
- **IALR’s Career ChoICE Youth Expo, the Next Generation of Work (NOW), and Exploring Careers through Industry Teacher Externships.**

The AM2 industry credential will build on and link to existing manufacturing, machining, and tooling programs at community college programs, such as:

- **Central Virginia Community College:** 19 programs including Machine Tool (D), Computer Numerical Control (CSC), Machine Technology (CSC), Machine Tool and Quality (D), Mechatronics Fundamentals (CSC), Mechatronics (CSC), Mechatronics Plus (CSC), Mechatronics (AAS), Industrial Maintenance Mechanic (AAS), Machine Tool (AAS),
- **Danville Community College:** 14 programs including CNC Field Service Technician - Electrical (CSC), CNC Flow Cell Machining (CSC), Machining Skills (CSC), Maintenance Mechanics (C), Manufacturing Technician (CSC), Precision Machining Technology (D), Technical Studies Industrial Technician - Mechanical (AAS), Technical Studies Integrated Machining Technology (AAS)
- **New River Valley Community College:** 21 programs including Engineering (AS), Engineering Design Technology (AAS), Machine Technology (AAS), Welding Technology (C), Advanced Manufacturing 1 (CSC), and Advanced Manufacturing 2 (CSC).
- **Patrick Henry Community College:** 20 programs including Advanced Manufacturing Technician (CSC), Advanced Manufacturing: Advanced Films Technology (CSC), Applied Mechatronics (CSC), Computer Aided Drafting and Design (CADD) - 3D Modeling (CSC), Computer Aided Drafting and Design (CADD) - Architectural Design (CSC), Machining Technician (CSC), Robotics and Automation Technology (CSC),
- **Virginia Western Community College:** 12 programs including Mechatronics Systems Engineering Technology (MSET) (AAS), MSET: Design Engineering Technology Specialization (AAS), Computer Aided Drafting & Design (CSC), Maintenance Technology (CSC), Mechatronics: Advanced Technology in Mechatronics (CSC), Mechatronics: Technology in Mechatronics (CSC), Machining

(CTC), Mechatronics: Mechanical Systems (CTC), and Mechatronics: Programmable Logic Controllers (PLC) and Sensors (CTC).

The industry credential will offer community college students and existing workers a basic competency in additive and subtractive manufacturing, which could be paired with a more intense training through **IALR's Accelerated Training in Defense Manufacturers (ATDM)** program if desired.

Technical assistance provided through **Genedge, Virginia Manufacturers Association, Virginia Tech**, and programs like **Reconfigure Virginia's Manufacturers for Modernization Program (RE-VAMMP)** have illustrated the need for further technology familiarization, clear value proposition arguments across multiple industry sectors, lower financial and logistics/systems barriers, and pre-adoption technical assistance steps to help manufacturers adopt "advanced manufacturing" technologies like additive manufacturing, advanced materials, and automation technology. This AM2 proposal builds on and addresses gaps that prevent manufacturers' use of these existing programs. Learning from another GOVA-funded project, the **Virginia Alliance for Semiconductor Technology (VAST)**, the VT AM2 Studio will also pursue consolidating all available equipment onto a cloud-based reservation system to maximize use of these tools by regional manufacturers.

AM2's proposed program also provides additional tools and capacity for existing innovation and entrepreneurship programs—**RBIA, Virginia Tech LAUNCH, SOVA Innovation Hub, and Launch Place**—to better reach manufacturers and grow manufacturers' intrapreneurship capacity. The intellectual property or emerging technologies coming out of this program will be supported by and grown through these existing programs. Similarly, AM2 has learned from and will expand the capacity of **Project VITAL** to engage life science manufacturers. The recently funded **Project RISE** may also play a part in the AM2 Studios as AM2 applies for EDA funding.

The AM2 Consortium has reached out to the **Blue Ridge Innovation Corridor (BRIC)**. We see our work as complementary, particularly in light of BRIC's focus on physical infrastructure, which was not addressed in AM2's Roadmap, as well as SIR's regional marketing expertise. We also look forward to learning from the findings of the BRIC planning grant.

PROJECT TIMELINE AND MILESTONES (Q12)

Describe the project timeline and the specific project milestones and deliverables that will be utilized to track project progress and fund disbursement. ATTACHMENTS:

Upload the DHCD Project Milestones Template, including the proposed Drawdown Schedule with the application.

The following timeline covers GOVA-funded activities.

Quarter 1

- AM2 launch & contract procurement (New River Valley Regional Commission, NRVRC)
- AM2 CAREER NETWORK
 - GO TEC: Begin equipment purchasing and procurement
 - 9th & 10th Grade Program: Begin CTE evaluations, complete subcontract with curriculum vendor (GO TEC)
 - Train-the-trainer: Create program syllabus and receive feedback from schools (Onward NRV)
 - Industry Credential: Select 5 companies to work with for analysis (VMA)
 - Internships: Identify 10 internship opportunities for Summer 2026 (CECE)
- AM2 FELLOWS
 - Identify and engage 10 AM2 Fellows in program (RBIA)
 - Innovation Challenge: Identify 3-5 broad challenges through Industry Advisory Board, Identify 2-4 parties interested in participating in challenge (RBIA)
- AM2 STUDIOS: Onboard all studio partners
- AM2 CONSORTIUM
 - Innovation Fund: Develop AM2 familiarization material, onboard industry advisory board and experts, develop manufacturer outreach plan with Executive Council (RIO, CECE)
 - Set time and place for an All-Hands Kick-Off Meeting (RIO, CECE)
 - Identify and create a plan for in-state events to promote AM2 (Onward, SVRA)

Quarter 2

- AM2 CAREER NETWORK
 - GO TEC: Train CTE educators
 - 9th & 10th Grade Program: Begin designing 2-3 instructional models (GO TEC)
 - Train-the-trainer: Identify participants for teach cohort; Onboard host companies; Host one AM2 manufacturing industry tour with teacher cohort (Onward NRV)

- Industry Credential: Complete job profiling & occupation analysis (VMA)
- Launch Summer 2026 AM2 Internships
- AM2 FELLOWS
 - Launch Innovation Challenge and sign up 4-6 participants (RBIA)
- AM2 CONSORTIUM
 - Innovation Fund: Outreach to 15+ manufacturers (RIO)
 - Begin manufacturer mapping and adoption readiness analysis (CECE & Genedge)
 - Host AM2 All-Hands Kick-Off Meeting (RIO, CECE)
 - Attend 1+ in-state event to promote AM2 (Onward, SVRA)
 - Schedule 2-3 national speakers for AM2 track of Fall 2026 Emerging Tech Conference; coordinate other AM2 track activities (RIO, CECE)

Quarter 3

- AM2 CAREER NETWORK
 - GO TEC: GO TEC program launch
 - 9th & 10th Grade Program: Complete CTE evaluations, finish instructional models (GO TEC)
 - Industry Credential: Complete AM2 competency framework development & pathway alignment (VMA)
 - Internships: Host internship workshop helping manufacturers develop internships and connect with students.
- AM2 FELLOWS
 - 2+ AM2 Fellows contracts through Innovation Fund (RBIA)
 - Host Manufacturing Challenge at 2026 Emerging Tech Conference (RBIA)
- AM2 STUDIOS: 5+ AM2 Studios contracts through Innovation Fund (RIO)
- AM2 CONSORTIUM
 - Innovation Fund: Outreach to 20 manufacturers (RIO)
 - Host quarterly AM2 All-Hands Meeting with Industry Advisory Board (RIO)
 - Attend 1+ in-state event to promote AM2 (Onward, SVRA)
 - Host AM2 track of Fall 2026 Emerging Tech Conference (RIO, CECE)

Quarter 4

- AM2 CAREER NETWORK
 - 9th & 10th Grade Program: Launch teacher training and pilots (GO TEC)
 - Train-the-trainer: Host one AM2 manufacturing industry tour with teacher cohort; Teacher cohort meets with AM2 industry partner to develop classroom project (Onward NRV)

- Industry Credential: Continue steps toward credential through EDA or other funding (VMA)
- 3+ Apprenticeships under development
- AM2 FELLOWS
 - 1+ new contract through Innovation Fund (RBIA)
 - Start AM2 Fellows Cohort (RBIA)
 - Organize Region 3 AM2 Manufacturing Challenge (SOVA Innovation Hub)
- AM2 CONSORTIUM
 - Innovation Fund: Outreach to 20 manufacturers (RIO)
 - Host quarterly AM2 All-Hands Meeting with Industry Advisory Board (RIO)
 - Attend 1+ in-state event to promote AM2 (Onward, SVRA)

Quarter 5

- AM2 CAREER NETWORK
 - Launch 9th & 10th Grade Pilot (GO TEC)
 - Train-the-trainer: Teacher implements AM2 industry project as part of classroom instruction; Students present results of industry project to AM2 industry partners; Conduct feedback survey (Onward NRV)
 - Industry Credential: Start Certification System Launch & Community College Readiness Development Activities (VMA)
 - Identify 20 internship opportunities for Summer 2027
- AM2 FELLOWS
 - 1+ new contract through Innovation Fund (RBIA)
 - Host Region 3 AM2 Innovation Challenge (SOVA Innovation Hub)
- AM2 STUDIOS: 5+ new contracts through Innovation Fund (RIO)
- AM2 CONSORTIUM
 - Innovation Fund: Outreach to 20 manufacturers; Begin sustainability planning of fund (RIO)
 - Complete initial adoption readiness analysis; facilitate strategizing session at Quarterly AM2 All-Hands Meeting (CECE)
 - Attend 1+ in-state event to promote AM2 (Onward, SVRA)

Quarter 6

- AM2 CAREER NETWORK
 - Train-the-trainer: Identify second teacher cohort of participants; Onboard host companies; Host one AM2 manufacturing industry tour with teacher cohort; Teacher cohort meets with AM2 industry partner to develop classroom project for students based on industry needs (Onward NRV)

- Pilot Industry Credential (VMA)
- Launch Summer 2027 AM2 Internships
- AM2 FELLOWS
 - 1+ new contract through Innovation Fund (RBIA)
- AM2 CONSORTIUM
 - Innovation Fund: Outreach to 20 manufacturers (RIO)
 - Host quarterly AM2 All-Hands Meeting (RIO, CECE)
 - Attend 1+ in-state event to promote AM2 (Onward, SVRA)

Quarter 7

- AM2 CAREER NETWORK
 - Train-the-trainer: Teacher implements AM2 industry project as part of classroom instruction; Students present results of industry project to AM2 industry partners (Onward NRV)
 - Apprenticeships: At least 3 more Apprenticeships under development
- AM2 FELLOWS
 - 1+ new contract through AM2 Innovation Fund (RBIA)
- AM2 STUDIOS: 5+ new contracts through Innovation Fund (RIO)
- AM2 CONSORTIUM
 - Innovation Fund: Outreach to 20 manufacturers (RIO)
 - Host Quarterly AM2 All-Hands Meeting with Industry Advisory Board (RIO, CECE)
 - Attend 1+ in-state event to promote AM2 (Onward, SVRA)

Quarter 8

- AM2 CAREER NETWORK
 - 9th & 10th Grade Expansion Strategy with Evaluation of Pilot (GO TEC)
- AM2 FELLOWS: Present AM2 Fellows Cohort Products at Quarterly All-Hands Meeting
- AM2 STUDIOS: Host Panel of Manufacturers served by Studios at Quarterly All-Hands Meeting
- AM2 CONSORTIUM
 - Report and evaluate effectiveness and impacts of AM2 Innovation Fund with sustainability plan
 - Host quarterly AM2 All-Hands Meeting (RIO)

PROJECT BUDGET (Q13)

Describe the total project budget, including how GO Virginia funds will be used, how matching funds will be allocated, and the sources and uses of all matching contributions. If applicable, identify any additional leveraged funds that are not eligible as match—such as other state or federal resources—that support the full scope of the project. (2:1 match)

The total project budget is **\$10,744,771**. GO Virginia funds (**\$7,073,771**) will be used:

New River Valley Regional Commission (\$1,700,000): \$400,000 (staff time); \$1,300,000 (AM2 Innovation Fund). The AM2 Innovation Fund will underwrite technical assistance, proof-of-concept & de-risking, and work-based learning to manufacturers, addressing key gaps in the regional ecosystem, without duplicating efforts.

Virginia Tech CECE (\$310,771): \$229,771 in staff time; \$11,000 in travel for outreach; \$10,000 for benchmarking and research materials; \$60,000 in contractual services for online interactive manufacturing career lattice.

Onward NRV (\$150,000): \$110,000 in staff time; \$10,000 in travel to 8 in-state and 4 out-of-state events; \$30,000 in materials and space rental for events

Southern Virginia Regional Alliance (\$100,000): \$55,000 in staff time; \$35,000 in travel to 8 in-state and 4 out-of-state events; \$10,000 in materials

13 GO TEC Career Connections Labs (\$2,405,000): \$2,044,250 in equipment (\$157,250 per school), \$360,750 in administrative support for GO TEC program (\$27,750 per school).

IALR GO TEC 9th-10th Grade Pilot (\$500,000): \$80,000 in staff time; \$175,000 in contractual services for curriculum & materials development and validation; \$195,000 for equipment supporting 2-3 pilots; \$5,000 for regional convenings and professional development; \$5,000 in travel; \$40,000 in administrative/operational costs

VMA/MSI (\$100,000): Staff time to complete job profiling & occupational analysis, competency framework development, AM2 education, workforce & apprenticeship pathway alignment with education and workforce partners.

Roanoke-Blacksburg Innovation Alliance (\$510,000): \$260,000 in staff time for AM2 Fellows; \$250,000 in contract services to 5 Challenge winners (cohort)

AM2 Innovation Challenge – RBIA & SOVA Innovation Hub (\$150,000): \$70,000 for outreach and organization of AM2 Innovation Challenge; \$30,000 in supplies for two AM2 Innovation Challenges; \$50,000 in contract services (space and expert support)

Virginia Tech LAUNCH (\$200,000): \$100,000 to fund two proof-of-concept (POC) projects with faculty; \$100,000 to fund five Virginia Tech capstone projects in which students will engage with regional manufacturers and conduct POC work.

Genedge (\$158,000): Staff time to do manufacturing business engagement, landscape & capability mapping, supply chain & barriers analysis, reporting and recommendations

IALR (\$770,000): \$500,000 in staff time for AM2 Studio management and business engagement; \$270,000 for first year studio space rental to serve as gap year before studio services cover rent.

Virginia Tech CPE Grant Management and Support (\$233,434.44): As the Region 2 grantee, Virginia Tech will recover a 3.3% administrative fee to ensure effective grant management, financial oversight, data collection, and reporting.

A portion of the total GOVA request goes to travel - this is for travel for in and out of state AM2 education and promotion with the goal of educating regional manufacturers about AM2 resources and attracting out-of-region manufacturers, as well as in-region travel to promote regional collaboration across the AM2 Tech Hub.

Sources and Uses of Matching Funds (\$3,671,000):

IALR (\$770,000): Purchase of equipment to be used in AM2 Studio in Danville

NRVRC (\$100,000): \$100,000 of in-kind staff time.

Virginia Tech CECE (\$48,000): \$20,000 of in-kind faculty time; \$18,000 in cash to support creation of online, interactive manufacturing career lattices; \$10,000 in cash from conference sponsorship fund

Onward NRV (\$75,000): (Confirmed but waiting on match verification form)

SVRA (\$50,000): (Confirmed but waiting on match verification form)

Floyd County Public Schools: \$100,000 in salary/fringe benefits and **\$16,000** in support service fees.

Amherst County Public Schools: \$200,000 in salary/fringe benefits and **\$16,000** in support service fees.

Amelia County Public Schools: \$100,000 in salary/fringe benefits and **\$16,000** in support service fees.

Salem City Public Schools: \$100,000 in salary/fringe benefits and **\$16,000** in support service fees.

Roanoke County Public Schools: \$400,000 in salary/fringe benefits.

Montgomery County Public Schools: \$300,000 in salary/fringe benefits. Montgomery Public Schools will also provide in-kind match of **\$20,000**, as the GO TEC In-Region Coordinating Entity in Region 2.

Giles County Public Schools: \$100,000 in salary/fringe benefits.

VMA/MSI (\$60,000): In-kind memberships to 30 manufacturers over 2-years

RBIA & RBTC (\$330,000): Confirmed but waiting on match verification

VT LAUNCH (\$200,000): Staff time to support AM2 Fellows program and five student capstone projects

GENEDGE (\$80,000): Staff time to support outreach to AM2 manufacturers

VT COE (\$125,000): Staff time to support AM2 Studios launch in NRV

SOVA Innovation Hub (\$200,000): Staff time to support AM2 Fellows program launch in Danville

VEDP (\$50,000); Staff time to support outreach to AM2 manufacturers

Roanoke Regional Partnership (\$15,000): Staff time to support outreach to AM2 manufacturers and participate on the Executive Council

Lynchburg Regional Business Alliance (\$15,000): Staff time to support outreach to AM2 manufacturers and participate on the Executive Council

VIPC (\$10,000): Staff time to participate on the Executive Council

West Piedmont PDC (\$10,000): Staff time to participate on the Executive Council

Launch Place (\$10,000): Staff time to participate on the Executive Council

Montgomery County (\$50,000): In-kind match to support outreach to AM2 manufacturers

Counties of Floyd, Pulaski, Giles, Roanoke County, Botetourt, Campbell, Halifax, Pittsylvania, and Cities of Radford, Salem, and Danville (\$5,000 each): Staff time to support outreach to AM2 manufacturers

Central Virginia Community College, New River Community College, Virginia Western Community College, Patrick & Henry Community College, and Danville Community College (\$10,000 each): Staff time to support VMA/MSI in the creation of the AM2 certification system and adoption.

ROLES AND RESPONSIBILITIES (Q14)

If this is a multi-regional proposal, describe how the project will be implemented across participating regions. Outline the roles and responsibilities of the project team, including how tasks are divided among administrators, support organizations, and partners. Explain how communication will be managed across regions to ensure coordinated execution.

This proposal is a product of strong collaborations between the New River Valley and the area encompassing the Southern Virginia Regional Alliance. Specifically, the following organizations have led collaborations over the past four years to develop a 10-year roadmap, bring GO TEC to Region 2, attract companies such as IperionX & Microporous to Region 3, and expand additive manufacturing capabilities at the Institute for Advanced Learning and Research:

- Institute for Advanced Learning and Research
- New River Valley Regional Commission (Administrator)
- Onward NRV
- Southern Virginia Regional Alliance
- Virginia Tech Center for Economic and Community Engagement
- Virginia Tech College of Engineering

This core group of partners is now expanding this work and reach by incorporating other key partners that represent GOVA 2 and 3 geographies as well as activities areas contributing to the larger AM2 vision. The AM2 Executive Council and AM2 Industry Advisory Boards will be representative of these geographies and work streams, and will guarantee distribution of services across the two GOVA regions.

To ensure a balance of services and manufacturer support across Regions 2 & 3, the AM2 project draws on talent and expertise of support organizations from both regions. AM2 Studios is anchored by **IALR** in Region 3 and **Virginia Tech** in Region 2. It is also supported by statewide organizations like **GENEDGE** and **VMA**. For AM2 Fellows, **RBIA** (Region 2) and **SOVA Innovation Hub** (Region 3) are partnering to promote and provide innovation and entrepreneurial services to both GOVA regions. The AM2 Career Network activities represent the expressed needs of local workforce providers and industry, where Region 2 requires more industry exploration in middle school via GO TEC labs, and both regions require more 9th & 10th grade programming as well as Community College exposure to AM2 technologies via an industry certification. This work will entail participation of **Region 2 & 3 community colleges and school systems**. This work draws on the work and expertise of **IALR's GO TEC** and **VMA's Manufacturing Skills Institute**. Finally, the AM2

Consortium has two representative bodies, an Executive Council and Industry Advisory Board, both with representatives from both regions. This work includes **Onward NRV** (Region 2) and **Southern Virginia Regional Alliance** (Region 3) leading promotion and education of the AM2 Initiative, services and technology across the region and Virginia.

POSSIBLE RISKS OR BARRIERS (Q15)

Discuss any major barriers or risks that could affect the successful implementation of the project. What strategies will the project administrator use to address or overcome these challenges?

Like many industry sectors, manufacturing is currently experiencing a certain level of economic uncertainty. Employment levels in some, not all, industrial verticals, are declining. For example, while layoffs are occurring in transportation manufacturing, we are seeing growth in defense and energy-related manufacturing. Despite this uncertainty, investment in product development and process improvements is continuing across all sectors. In fact, down cycles are actually the best time to pursue activities with such firms. We are also encouraged by clear and continuing commitments at the federal level to support the growth of advanced manufacturing in ways aligned with this proposal.

Other potential barriers to implementation are stakeholder management and communication. Addressing the former, the AM2 Tech Hub has many engaged partners across regions and strategy areas. Aligning these and ensuring congruent implementation will not be possible without the AM2 Executive Council, Industry Advisory Board, and quarterly consortium meetings. With a dedicated governance system and program administrator, we also ensure coordination, as well as data collection and evaluation, is consistent.

Another identified barrier is communication. The AM Tech Hub initiative is a complex project with many moving parts, and it can be difficult to communicate the overall vision of the project and benefits of participation. We address this in our scope of work by providing immediate value through technical and commercialization assistance, an identified need. Onward NRV and Southern Virginia Regional Alliance also plan to develop educational materials for manufacturers to increase awareness of AM2 resources (Studios, Fellows program, Career Network, etc.). Clear value communicated well will also help the AM2 Tech Hub encourage long-term stakeholder engagement and continued investment across regions.

PREREQUISITE ACTIVITIES TO IMPROVE EFFICIENCY OF PROGRAM DELIVERY (Q16)

Describe any prerequisite activities undertaken by project partners to improve the efficiency of program delivery and support a successful project launch. If the applicant or its partners have previously led GO Virginia-funded projects, summarize the outcomes of those efforts and explain how that experience strengthens this proposal.

The GOVA Planning grant for the AM2 Tech Hub enabled the consortium to identify the key players already engaged in this type of work and the barriers they and manufacturers face within the system. The AM2 Core team collected information and input from regional and national stakeholders through interviews, site visits, webinars and facilitated discussions, workshops at AM2 All-Hands Meetings, and information conversations at meetings and events. The key needs or gaps identified were:

- More coordinated services around innovation, talent, and community for small and mid-sized manufacturers
- More organizations and certified labs in the region that can offer affordable test, de-risk, and final inspection services for AM2 products.
- Connection of intellectual property and intellectual capital from universities and companies to market opportunities.
- Capital and business assistance resources to commercialize IP, identify markets, and develop/implement business models.
- Financial and other incentives to adopt new technologies and “industrialize” AM2 technologies; i.e. leverage the region’s ability to print large-scale manufacturing parts.
- Education and outreach followed by one-on-one technical assistance to integrate technologies.
- Encouragement of peer-to-peer engagement.
- Assistance identifying supply chain opportunities.
- Reliable talent at the certificate/two-year degree level with the knowledge of AM2 technologies, but also aptitude for continuous learning and problem-solving.
- Retainment or attraction of engineers capable of integrating and implementing AM2 technologies.

We leveraged these insights to design a project roadmap that builds on the strengths of regional partners while addressing systemic weaknesses. Industry partners in particular resonated with:

- Leading the nation in talent pipeline development of technicians and engineers skilled in using, maintaining, and inspecting AM2 technologies and products.
- Facilitating and streamlining services for adoption of AM2 technologies for small and medium manufacturers.
- Establishing more industry-certified labs to test and inspect machine parts made with AM2 technologies, from prototyping to first article production.

Moreover, since completing the project roadmap three months ago, we have coordinated with industry and service partners to consider the day-to-day operational details of implementation. We have met bi-weekly with the four working groups representing the AM2 Consortium, Fellows, Studios, & Career Network. We have held a Conference and an All-Hands Meeting, during which we have reviewed work to date and proposed activities of the Consortium in the coming two years. These meetings allowed for industry to highlight needs and desires for this work, consortium members to identify the weaknesses and possible barriers to implementation, and the core team of implementing partners to refine the details of the scope of work.

PROJECT SUSTAINABILITY (Q17)

Discuss how the project will achieve stable, long-term sustainability beyond the initial GO Virginia funding period? Have any funding sources been secured to continue implementation once these funds are exhausted? If not, what is the plan to identify and secure future support?

AM2 activities will continue through leveraged funds and revenue-generating business models. Specifically:

- All AM2 Career Network curricula will be piloted and in-place after GOVA and EDA funding, supported by the administrative budgets of respective schools to ensure sustainability. If successful, the NRV train-the-trainer program will be funded by a combination of school, economic development, and AM2 Innovation Funds.
- AM2 partners are in the process of developing a tiered membership model to continue AM2 Consortium activities including: promoting the region as an advanced manufacturing hub, its AM2 technologies, the manufacturing workforce pipeline, and other regional resources, which lays the foundation for attracting talent and businesses; convening and networking AM2 partner organizations to generate creative collaborations; sharing best practices and lessons learned from the programming of the AM2 Initiative and elsewhere; identifying and pursuing ways of filling gaps and needs for manufacturers.

- The AM2 Studios and AM2 Fellows will be sustained through a fee-for-service business model already in place at Virginia Tech. This model will be adjusted by the AM2 Executive Council and AM2 Industry Advisory Board to create a scaled-version based on ability to pay. For smaller manufacturers who cannot afford services that fall under AM2, the AM2 Consortium will work to sustain the AM2 Innovation Fund, pursuing a capital campaign to raise funds for an on-going AM2 Innovation Endowment.

REPLICABILITY AND SCALEABILITY (Q18)

Explain how this project could be replicated or scaled in other GO Virginia regions. What aspects of the model or approach make it transferable?

This project is designed to scale up and facilitate access to existing programs and services in Regions 2 and 3. During the planning process, AM2 identified many successful programs already happening in Regions 2 and 3; however, these programs were not all connected, not easy to access due to small manufacturers' lack of knowledge and funds, and not at the scale needed. As illustrated in question 11 of this proposal (Existing Programs), AM2 leverages, connects, expands/builds the capacity of and promotes better access to these existing programs. In that sense, this work is similar to that of Project VITAL for Life Science, but it is for manufacturing. The coordination and planning done for this project could similarly be replicated for other traded sectors.

Certain component projects that could be replicated and scaled to other regions of Virginia include:

- The 9th and 10th grade manufacturing-related curriculum to fill that two year gap between GO TEC career exploration and CTE courses in 11th and 12th grade
- The AM2 industry certification, which will be adoptable by all community colleges across the Commonwealth
- The programming for AM2 Studios and AM2 Fellows that will better align regional support organization programming, make access to services easier (particularly for the university), and curate underwritten services, providing a concierge-style experience for manufacturers





DATE: December 11, 2025

TO: GO Virginia Region 3 Executive Committee

FROM: R. Bryan David, Program Director

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

RE: Southern Virginia Partnership for Health Sciences Careers – Selection of Lead Organization

At its October 15th meeting, the Region 3 Council received an update on the status of the Southern Virginia Partnership for Health Science Careers (SOVA Partnership).

The following is the information that was presented:

- The Talent Pathways Initiative planning project was 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 was presented to the Region 3 Council at its meeting on July 16th.
- Since that time, Dr. Brown has left IALR and begun serving as Provost of Averett University. She had been serving as the in-region coordinator for the SOVA Partnership.
- A meeting of the SOVA Partnership members was held on September 12th to discuss possible paths forward to operationalize the SOVA Partnership. All voiced commitment to support the SOVA Partnership and its work in the future.
- At its meeting on Wednesday, September 17th, the Executive Committee received information about the SOVA Partnership's commitment to continue with its work. The committee members discussed potential options for identifying a lead organization to support and coordinate the SOVA Partnership's work.
- Accordingly, the Executive Committee approved the preparation and posting of a *Request for Letters of Interest* from GO Virginia eligible organizations to serve as the Lead Organization for the Southern Virginia Partnership for Health Science Careers (SOVA Partnership). In this role, the selected organization will prepare and submit a GO Virginia Region 3 Per Capita Implementation Grant to support and coordinate the SOVA Partnership.
- The *Request for Letters of Interest* was prepared and announced on Friday, September 26th. The request was sent to all members of the SOVA Partnership and posted on the GO Virginia Region 3 website deadline for submitting letters of interest was Wednesday, October 8th.



GO Virginia
Region 3 Executive Committee
December 11, 2025
Page 2

- A number of organizations expressed interest in supporting the work of the SOVA Partnership and the pursuit of a GO Virginia Region 3 Per Capita implementation grant to operationalize the SOVA Partnership. This interest ranged from being the lead organization to supporting implementation of the grant. The organizations responding to the *Request for Letters of Interest* were:

Averett University Danville Community College
Longwood University Pittsylvania County Public Schools
Southern Virginia Higher Education Center

- Region 3 Chair, Lauren Willis, has formed a workgroup of Randy Lail, Sheldon Barr (Region 3 Council member/President_VCU Community Memorial Health), and Dr. Keith Harkens (Region 3 Council member/Vice President of Academic and Workforce Programs_Southside Virginia Community College) to meet with the organizations that responded to an invitation to schedule interviews. The workgroup is interviewing the following organizations on December 12th:

Averett University Danville Community College
Longwood University

The workgroup's discussion and recommended lead organization will be presented to the Executive Committee at the December 17th meeting.

The lead time needed to prepare the Region 3 Single-Region Competitive Application for consideration by the Region 3 Council at its meeting on April 15th, followed by submission to DHCD GO Virginia staff by May 1st, is significant. The GO Virginia State Board would consider the application at its June 9th meeting.

It is advisable for the Region 3 Executive Committee to select the lead organization at its December 17th meeting, given the time needed to prepare the application. The Region 3 Council can ratify the lead organization at its January 14th meeting.

RECOMMENDATION:

Per Region 3, the Executive Committee's discussion.

PROGRAM DIRECTOR'S REPORT



DATE: December 11, 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' in the 'FROM:' field.

RE: GO Virginia Region Council Staffing Transition

In continuing to implement the staffing transition presented earlier this year to the Executive Committee and Region 3 Council.

Ann Wright and I are developing a *Roles and Responsibilities* document assigning our duties under this new staffing profile for the Region 3 Council. A draft document will be distributed under separate cover to the Executive Committee in advance of the December 17th meeting.

As noted earlier, the transition plan would entail reassigning duties and responsibilities among current staff members within the existing compensation budget.

Ann and I will represent this matter at the Executive Committee's meeting.

RECOMMENDATION:

For the Region 3 Executive Committee's information.





DATE: December 11, 2025
TO: GO Virginia Region 3 Executive Committee
FROM: R. Bryan David, Program Director 
RE: Pending Projects Report

The GO Virginia State Board approved these pending Region 3 projects on December 9th:

- **Blue Ridge Innovation Corridor (BRIC)**

BRIC's Vision 2050 is intended to serve as a guiding study to inform a super-regional strategy to promote the economic growth and vitality of GO Virginia Regions 2 and 3. The study will contain strategic guidance on seven (7) topics:

- Advanced Manufacturing Sector Strategy: How to scale the cluster and ecosystem.
- Life Sciences and Biotechnology Sector Strategy: How to position BRIC as a biotech hub.
- Information Technology and Emerging Technology Sector Strategy: How to utilize existing assets to develop regional competitiveness.
- Infrastructure Investment Strategy: Prioritizing a set of infrastructure investments within the megaregion to promote target cluster growth.
- Funding Roadmap Strategy: A strategic initiative to identify the world of funding opportunities for potential priorities.
- Connectivity Strategy: A framework to unify Virginia Tech, IALR, the Roanoke Biotech cluster, and Danville-Martinsville's advanced manufacturing sector.
- Governance Model: To structure the current and future work and development of BRIC.

Type of Funds	Totals
GO Virginia Request	\$ 250,000
Matching Funds	\$ 125,000
Local Match	\$ 25,000
Additional Leverage	\$ -
Total Project Budget	\$ 375,000

- **Danville Aviation Training Facility**

- This project will establish a state-of-the-art 13,244 sq. ft. Aviation Training Facility at Danville Regional Airport to serve as a hub for aviation education and workforce development. In addition, a 6,400-square-foot hangar will be constructed, and a 3,900-square-foot hangar will be renovated to support aviation training activities. GO Virginia Region 3 funding will be used to retrofit the building and hangars with FAA-approved network capabilities.



- Expand training capacity for Danville Community College’s Aviation Maintenance Technology program and Averett University’s Aeronautics program, increasing combined enrollment from 150 to 200 students annually.
- Enhance dual-enrollment pathways linking Danville Public Schools to Danville Community College and Averett University for college-level aviation science courses.
- Advance the City’s broader airport redevelopment plan and complement the US Economic Development Administration and private-sector investments at the Danville Regional Airport.

Type of Funds	Totals
GO Virginia Request	\$ 92,000
Matching Funds	\$ 46,000
Local Match	\$ 18,400
Additional Leverage	\$ 8,041,928
Total Project Budget	\$ 8,179,928

- **Industrial Skilled Trades Regional Expansion**

Through partnerships with Danville Community College (DCC) and Southside Virginia Community College (SVCC), the proposed expansion program will provide training offerings in industrial skills trades professions to include electrical, carpentry, HVAC, plumbing, and industrial maintenance. Major activities include:

- Acquisition of industry-standard training equipment;
- Alignment of curricula with national credentialing frameworks, including the National Center for Construction Education and Research (NCCER), National Coalition of Certified Centers (NC3), and Greenlee;
- The launch of mobile training units to serve rural and underserved areas;
- Additional instructor support to meet rising enrollment demand; and
- Paid work experiences.

A mobile training unit will also extend workforce development correctional facilities across Southern Virginia, providing credentialed instruction in electrical trades and plumbing to incarcerated individuals preparing for reentry into the workforce.

Graduates completing training and earning industry-recognized certifications will either be directly employed by traded sector firms in advanced manufacturing and related industries or by specialty contractors performing electrical, HVAC, mechanical, industrial maintenance, or construction services under contract to those firms.



Type of Funds	Totals
GO Virginia Request	\$ 1,346,786
Matching Funds	\$ 673,393
Local Match	\$ 0
Additional Leverage	\$ 2,340,857
Total Project Budget	\$ 4,361,036

RECOMMENDATION:

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





DATE: December 11, 2025

TO: GO Virginia Region 3 Executive Committee Council

FROM: R. Bryan David, Program Director

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

RE: SOVA Innovation Hub – OpenAI Foundation People First AI Grant

The SOVA Innovation Hub recently received an announcement that its application for an unrestricted grant from the OpenAI Foundation was approved for \$60,000. This grant program was identified by Tad Deriso, President/CEO of Mid-Atlantic Broadband Communities Corporation, and the application was successfully submitted by Lauren Mathena, Director of Economic Development & Community Engagement, and her team.

This grant will build on a recent \$80,000 grant from Microsoft TechSpark to help launch *SOVA AI Connect*. According to the SOVA Innovation Hub media release, "...this new community-based initiative will be designed by and for Southern Virginians, anchored at the SOVA Innovation Hub. SOVA AI Connect aligns with the mission of the SOVA Innovation Hub to spark economic transformation in Southern Virginia."

The OpenAI Foundation media release and Microsoft's continued investment demonstrate that the SOVA Innovation Hub and its entrepreneurship ecosystem development are receiving well-earned national attention.

Attached are a feature article from Cardinal News and media releases from the OpenAI Foundation and the SOVA Innovation Hub.

RECOMMENDATION:

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

ECONOMY

Southside organization receives grant from the OpenAI Foundation

South Boston-based SOVA Innovation Hub is one of four organizations serving Virginia — and among 208 nationwide — to receive an award from the foundation linked to ChatGPT.



by **Tad Dickens**
December 8, 2025



The SOVA Innovation Hub building in South Boston. Courtesy of Mid-Atlantic Broadband Communities Corp.



Southside organization receives grant from the OpenAI Foundation

0:00

Southside organization receives g

5:41

1x

Everlit

Audio sponsored by



The nonprofit connected to artificial intelligence purveyor ChatGPT is giving \$60,000 to a Southside organization to build AI skills in the region.

The OpenAI Foundation last week announced the first recipients of its \$50 million People-First AI Fund, designed to help nonprofits strengthen their communities and expand AI opportunities. Among the 208 grant winners is the South Boston-based SOVA Innovation Hub.

The money is equal to 10% of the hub's \$600,000 annual operating budget, said Tad Deriso, president and CEO of Mid-Atlantic Broadband Communities Corp. The internet service provider, MBC for short, teamed with Microsoft to develop the SOVA Innovation Hub, which opened in 2021.

The hub houses meeting spaces, co-working spaces and the Microsoft Experience Center, which showcases technology germane to the Southside economy. Other SOVA Innovation Hub programs include Evolve, which helps nonprofits improve their efficiency, and RISE, short for Regional Investment in Startups and Entrepreneurs, said Liz Smith, marketing manager for MBC and an innovation hub team member.

Organizers will use the OpenAI grant to found SOVA AI Connect to help “rural residents, small businesses, schools, farms and nonprofits build practical AI skills through workshops, demonstrations, civic innovation challenges, and job-skills training,” according to a news release.

SOVA AI Connect will be an extension of MBC's original mission. The nonprofit ISP was founded in 2004 to use money from the Virginia Tobacco Commission and the U.S. Department of Commerce's Economic Development Administration for broadband deployment.

"I think it's really interesting when you look at the infrastructure we've put together, kind of building the digital highway to make these things happen," said Deriso, who was MBC's first employee. "And one of our mantras early on and our guiding principle has always been, level the playing field. ... There shouldn't be a rural penalty to have broadband. It's just insane."

AI presents yet another opportunity for rural Southside, Deriso said.

"It's this new technology, and if you look at media, sometimes it's like, Oh, it's going to take our jobs or it's the end of the world or whatever. But there's a lot of good that can come out of that. And we want to be the ones that say, hey, we're a trusted partner, we're a trusted voice in the region.

"Let us be able to train you. Let's talk about the ways to use it responsibly, creatively. What are some ways that we can just help people kind of get over the fear factor and actually start to use it?"

The first program will be Generative AI for Business Impact, in tandem with Microsoft and accelerator company gener8tor — the latter having shepherded multiple SOVA hub cohorts through project management, data analytics, IT and other training tracks.

Deriso discovered the grant opportunity earlier this year on a business trip to California. AI was among the topics, and a meeting participant joked, "OpenAI is a nonprofit. You guys are a nonprofit. Why aren't you all worth billions of dollars?"

It sparked a laugh and curiosity, Deriso said. He began surfing the OpenAI website, focusing on its nonprofit arm, and discovered a post touting the People-First AI Fund. In September, an MBC team put together an application "with a little help from Chat GPT," making the Oct. 8 deadline, Deriso said. Then came the Wednesday announcement.

"Fastest grant thing I've ever seen in my life," he said of the small application window and quick turnaround time.

The foundation distributed \$40.5 million and will release \$9.5 million more in the coming months, according to the OpenAI news release.

The announcement's recipient list includes one other organization — Arlington-based Educacion Para Nuestro Futuro Founded By Escuela Bolivia — located solely in Virginia. Several other entities, such as the Rural Opportunity Institute, the Center for Common Ground, the News Literacy Project and the Martin Luther King Jr. Center for Nonviolent Social Change and Veterans for All Voters, include Virginia among the states they serve.

Deriso said he believes it is the beginning of a relationship with the foundation.

"People love investing in successes, and that's why I think Microsoft is here," he said. "People invest in Southern Virginia because they see good things coming out of it. And I think this is just the first of many opportunities we have to work together and if anything, just getting visibility into rural Virginia and what OpenAI is helping to do, that's a pretty big deal, we think."



Tad Deriso, Courtesy of Mid-Atlantic Broadband Communities Corp.

Announcing the initial People-First AI Fund grantees

Unrestricted funding for 208 nonprofits advancing people-first work nationwide.

▶ Listen to article 8:43

🔗 Share

The OpenAI Foundation is announcing the first recipients from the [People-First AI Fund](#), a multi-million dollar investment in community-based nonprofits working to strengthen local communities and expand the opportunity of AI.

Through an open call, the Foundation will provide \$40.5 million in unrestricted grants to 208 nonprofits across the United States. Funds will be disbursed by the end of the year. A second wave of \$9.5 million in Board-directed grants will be announced in the coming months, supporting organizations already advancing transformative AI work in areas like health that reflect the Fund's people-first values and potential for broad public benefit.

*“The People-First AI Fund reflects our commitment to supporting a wide range of organizations advancing work that strengthens communities and expands opportunity. We’re proud to support this first group of grantees and to continue work that is mission-driven and responsive to the people it exists to serve.” —**Bret Taylor, Chair of the OpenAI Foundation Board***

The OpenAI Foundation looks forward to learning alongside these organizations and local leaders, sharing insights, and expanding our grantmaking work.

[See below for full list.](#)

The open call selection process

for these grants: the work of our independent [Nonprofit Commission](#), nationwide community listening, [the Commission's public report](#), and the launch of the [People-First AI Fund](#).

The application window for the first wave of grants—all unrestricted—was open from September 8 through October 8 and featured a short, four-question application. Nearly 3,000 organizations applied from across the country—an indication of both the demand for support and desire among community-based organizations to help shape how AI can be applied to their work and the people they serve.

Daniel Zingale, who had served as convener of the [Nonprofit Commission](#), supported the Foundation in translating the Commission's recommendations into the Fund's implementation. Together with external grantmaking experts, advisors, and members of the Nonprofit Commission, the group conducted a multi-step, independent human review and screening process. Every application was reviewed, with shortlisted recommendations advanced to the OpenAI Foundation Board for final consideration.

This cohort includes organizations that are mission-driven, community-centered, and ready to move. Many have never used AI or are early in their exploration, reflecting the Fund's goal of supporting trusted local organizations at the front lines of community impact. California nonprofits are well represented, consistent with our commitment to our home state.

Ask ChatGPT

A nationwide portfolio

The organizations announced today serve people and communities in every region of the United States, across both rural and urban areas. The portfolio includes national networks advancing news literacy and veteran support, youth-led innovation in the Midwest, faith-based networks in the South, rural capacity-building organizations in California's Central Valley, Native-led media and STEM education programs in the Southwest.

Examples are highlighted below:

- **[Digital NEST \(CA\)](#)**: A workforce development nonprofit helping youth in agricultural communities thrive in today's digital economy through career

- **Be Loud Studios (LA)**: Amplifies the voices of young people through radio and digital media and is exploring how to elevate youth perspectives in conversations around AI and mental health.
- **Delaware Alliance for Nonprofit Advancement (DE)**: Champions Delaware’s nonprofit sector by providing tools, knowledge, and connections that nonprofits need to strengthen their organizations and expand their impact.
- **Valley Initiative for Development and Advancement (TX)**: Empowers underserved, low-income students and working adults to achieve economic mobility through comprehensive case management, wrap-around financial assistance, career navigation, and strong employer partnerships. VIDA is expanding access to AI and technology training programs to equip communities with the skills needed to thrive in the future workforce.
- **Rural Opportunity Institute (NC)**: Builds the capacity of rural communities to support youth well-being, including helping school districts use existing public funding to expand on-site mental health services.
- **Springboard to Opportunities (MS)**: Supports residents of federally subsidized housing as they pursue their goals in school, work, and life. Created the first and longest-running guaranteed income initiative in the United States and is now exploring how AI impacts the communities they serve.
- **Arc of Madison County (AL)**: Serves individuals with intellectual and developmental disabilities, and their families, and is exploring how AI can support specialized education and career pathways for neurodivergent learners.
- **Healthy Archuleta (CO)**: Works to improve food and healthcare systems in a rural community to strengthen access, equity, and community wellbeing, strategically capturing learning that can be shared with other rural communities. The organization is exploring how AI can strengthen initiatives like the Community Food Hub, which connects local food producers, consumers, and entrepreneurs through a centrally located food hall.
- **Camai Community Health Center (AK)**: Federally Qualified Health Center exploring how AI can improve primary care and community health services for remote Alaskan communities.

Education Departments and is running AI literacy programs to help strengthen tribal sovereignty.

- **3 Dots Downtown (PA)**: Local arts and community center exploring workshops and programs around AI literacy, art, and professional development.
- **Warriors & Quiet Waters Foundation (MT)**: Helps post-9/11 combat veterans rediscover purpose, connection, and healing through transformative, nature-based experiences.
- **Ephrata Public Library (PA)**: Independent, nonprofit public library that offers digital literacy and workforce development programs.
- **STEM From Dance (CA, FL, IL, MA, NY, NC, TX)**: Partners with schools, community centers, and youth-serving organizations to combine dance and AI learning for young girls of color.
- **Amigos Together for Kids (FL)**: A Miami nonprofit dedicated to preventing child abuse and neglect by empowering parents, supporting families in crisis, and providing safe, enriching after-school and summer programming for children.
- **Maui Roots Reborn (HI)**: Multicultural disaster response and justice organization that provides legal, financial, and social support to Maui's immigrant and migrant community.
- **SOVA Innovation Hub (VA)**: Provides coworking space, training, and events that bring together entrepreneurs, educators, students, and nonprofit leaders to build digital skills and drive economic transformation in Southern Virginia.
- **Native American Journalists Association (AZ, CA, KS, MN, MT, NM, NY, ND, OK, OR, WY)**: Advances the voices of Indigenous peoples in the media, which guides how they engage with emerging technologies like AI.

About the People-First Fund

The People-First AI Fund backs work in areas that communities told us matter most, with flexible, unrestricted funding to address immediate needs:

- **AI literacy and public understanding.** Programs that build knowledge, skills, and confidence so people—especially trusted local leaders like teachers, faith leaders, and youth mentors—can engage with AI in ways that matter for their lives.

improving access to essential services, and supporting well-being in place-based settings such as schools, libraries, clinics, and community centers.

- **Economic opportunity.** Programs that expand access to meaningful, fairly distributed work as AI changes the labor landscape, including training for the jobs of the future, cooperative and shared-value models, and support for caregivers and local businesses.
- **Transformative grants.** A Board-directed second wave of grants will support organizations already advancing transformative AI work across areas like health, and will prioritize projects with the potential to scale and create durable public benefit.

Thank you to the community leaders who helped shape this Fund. We're committed to learning side-by-side with grantees, sharing insights, and continuing to support efforts that improve people's lives.

We're just getting started.

—The OpenAI Foundation Board

People-First AI Fund: Award List

3 Dots Downtown (PA)

3Strands Global Foundation (CA)

AccesSOS (CA, NM)

African American Community Service Agency (CA)

Afro-American Cultural Center, Inc. (NC)

All Star Code Inc. (CA, IL, NJ, NY, PA, TX)

Alliance For A Better Community (CA)

Amigos Together For Kids, Inc. (FL)

Arc of Madison County Inc (AL)

Bainbridge Youth Services (WA)

Bay Area Video Coalition, Inc. (CA)

Better Youth, Inc. (CA)

Big Brothers Big Sisters of Idaho (ID)

Black Girls Do Engineer Corporation (NY, TX)

Boston Project Ministries Inc (MA)

Boys and Girls Club of Fontana (CA)

Boys and Girls Clubs of Chaves and Lincoln Counties (NM)

Bridge Builders Foundation Inc (CA)

California Association of African American Superintendents And Admin (CA)

California Black Womens Collective Empowerment Institute (CA)

California Rural Legal Assistance Foundation Inc. (CA)

Camai Community Health Center, Inc (AK)

Capital B News, Inc. (GA, IN)

Capitalists For Shared Income (CA, ME, NJ, OH, PA)

Center for Asian Americans United For Self-Empowerment, Inc (CA)

Center for Common Ground (AL, GA, NY, NC, SC, VA)

Central Valley Immigrant Integration Collaborative (CA)

Charity Cultural Services Center (CA)

Chicano Awareness Center Inc (NE)

Childrens Museum Inc (PA)

Chinese Culture Foundation of San Francisco (CA)

Citizens 4 Community, Inc. (OR)

City Heights Community Development Corporation (CA)

Code Girls United (MT)

College Dreams (OR)

College of Adaptive Arts (CA)

Commonwealth Prevention Alliance (PA)

Commún Denver Inc. (CO)

Community Interventions (CA)

Comunidades Organizando El Poder Y La Accion Latina Copal Education (MN)

Creative Girls Rock (TN)

Culturesource (MI)

Defend Our Health (ME, MA, MI, PA, SC)

Delaware Alliance For Nonprofit Advancement (DE)

Dent Education (MD)

Diakonia (CO)

Dibia Dream Inc (FL, GA, LA, TN)

Digital Democracy Institute of The Americas (CA, DC, FL, NV, NM, TX)

Digital Justice Lab (CA)

Digital NEST Inc (CA)

Divine Truth Unity Fellowship Church Dba Rainbow Pride Youth Alliance (CA)

DJM Community Outreach (IL)

Dolores Huerta Foundation (CA)

Donaldina Cameron House (CA)

Dottie Rose Foundation (NC)

DreamYard Project Inc (NY)

East Harris County Empowerment Council (TX)

Educacion Para Nuestro Futuro Founded By Escuela Bolivia (VA)

El Rescate (CA)

El Sol Neighborhood Educational Center (CA)

Ella Baker Institute Inc (NY)

Emerald South Economic Development Collaborative (IL)

Ephrata Public Library (PA)

Eradicate Hate Global Summit (CA, MA, PA, HI, IL, NY, TX, CO, DC)

Esq Apprentice (CA)

F.Y. Eye, Inc. (NY)

Fabnewport (RI)

Family Alliance For Counseling Tools & Resolution (CA)

First Congregational Church Westfield Nj (NJ)

Foot Soldiers Park (AL)

Franklin Food Bank (NJ)

Grace-Mar Services Inc (NC)

Groundswell Community Mural Project Inc (NY)

Gryphon Place (MI)

Healthy Archuleta Inc (CO)

Heartland Forward, Inc (AL, AR, IL, IN, IA, KS, KY, LA, MI, MN, MS, MO, NE, ND, OH, OK, SD, TN, TX)

Hispanas Organized For Political Equality-California (CA)

Hispanic Center of Western Michigan Inc (MI)

Hollywood 4Wrd (CA)

Homeboy Art Academy Inc (CA)

If Project (WA)

Illinois Philharmonic Orchestra (IL)

Income Movement Foundation (CA, CO)

Income to Support All Foundation (MA, CA, DC, NY)

Ink People Inc (CA)

Interfaith Community Housing of Delaware, Inc. (DE)

International Examiner (WA)

Iola Foundation (CA, FL, GA, IL, MA, NY, NC, PA, TX, WA)

J Herman Bosler Memorial Library Bosler Free Library (PA)

Just Harvest Education Fund (PA)

Keshet Dance Company (NM)

Kidznotes (NC)

Kultivate Labs (CA)

La Cocina (CO)

Laborers' Community Service And Training Foundation (CA)

Legal Aid Society of San Bernardino (CA)

Liberated Success, Inc. (NY)

Lights Camera Discover (AZ, FL, IL)

Little Brothers-Friends of The Elderly (MA)

Loaves, Fishes, & Computers, Inc. (CA)

Long Beach Journalism Initiative Inc (CA)

Make A Day Foundation (OH)

Make Projects (CA)

Maui Roots Reborn (HI)

Mckinleyville Community Collaborative (CA)

Media Arts Center San Diego (CA)

Merge Opportunities Inc (CA)

Merrick Community Services (MN)

Midtown Utica Community Center (NY)

Mile High Ministries (CO, MO, NM)

Milpa (CA)

Ministries of Grace, Inc. - Ga (GA)

Mockingbird Society (WA)

Mongabayorg Corporation (CA)

Moveius Contemporary Ballet DbA Dance Loft On 14 (DC)

Muralism (CA)

National Crime Victim Law Institute (AZ, CA, CO, IL, NM, OH, OR, SC, NH)

National Institute for Workers' Rights (CA, DC)

Native American Journalists Association (AZ, CA, KS, MN, MT, NM, NY, ND, OK, OR, WY)

Navigate the Maze to Achievement (NY)

Neighbor to Neighbor Ministries (NC)

Neutral Zone (MI)

Northern California Educational Television Assn, Inc. (CA)

Northern Nevada Literacy Council (NV)

NYTAG Inc (NY)

One Media (OR)

Only7Seconds (WA)

Openhouse (CA)

Oregon Entrepreneurs Forum (OR, WA)

PawsWithCause (WA)

PICO California (CA)

PRO Youth and Families, Inc. (CA)

Program for Female Offenders of South Central Pennsylvania Inc (PA)

Progress for Good Inc (NY)

Project Equity (CA)

Public Health Advocates (CA)

Public Housing Community Fund (NY)

Radio Bilingue, Inc. (AZ, CA, CO, NM, OR, TX)

Reach Out West End Inc (CA)

Ready to Succeed (CA)

Reality Changers (CA)

Red Hook Art Project, Inc. (NY)

Restore Hope Inc (AR, IA, MI)

Rural Opportunity Institute (GA, NC, SC, TN, VA)

Sacramento Youth Center (CA)

Safe Harbor Coronado (CA)

Safe Organized Spaces Richmond (CA)

Library Foundation SD (CA)

San Francisco Information Clearinghouse (CA)

San Francisco Women's Centers (CA)

Seal Future Foundation (CA, FL, NY, TN, TX, VA)

Service to School (CA, FL, GA, IL, MA, NY, NC, TX, VA, WA)

Sigma Beta Xi, Inc. (CA)

Sikh American Legal Defense And Education Fund (AZ, CA, CO, CT, DE, DC, FL, GA, IL, IN, KS, KY, MD, MA, MI, MN, MS, NV, NJ, NM, NY, NC, OH, OR, PA, SC, TN, TX, UT, VA, WA, WI)

Silence the Shame, Inc. (GA)

Siskiyou County Job Council (CA)

Social Creatures Inc (NY)

Social Enterprise Greenhouse (RI)

Social Justice Learning Institute Inc (CA)

South End Community Outreach Ministry (MI)

Spanish Speaking Citizens Foundation (CA)

Springboard to Opportunities (MS)

St Ann's Warehouse Inc (NY)

STEM From Dance, Inc. (CA, FL, IL, MA, NY, NC, TX)

STEMarts Lab (NM)

Suicide Prevention Coalition of Eagle Valley (CO)

The Forbes Funds (PA)

The Giving Kitchen Initiative, Inc (GA, NC, TN)

The Kelsey (AL, CA, CO, GA, KY, MA, MI, OH, RI, TN, TX, WY)

The Knowledge House Fellowship Inc (CA, CT, GA, NJ, NY)

The Lighthouse Black Girl Project (MS)

The Lunar Foundation (TX)

The Martin Luther King Jr Center for Nonviolent Social Change (AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY)

The National Federation for Just Communities of Western New York (NY)

The News Literacy Project (AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY)

The Source LGBTQ+ Center (CA)

The Stories of Us, Inc (CA, DC, GA, IL, LA, MI, NY, OH, PA)

The Synod of The Covenant Presbyterian Church Usa (IN, KY, MI, OH, WI)

Theatresquared (AR)

Three Rivers Young Peoples Orchestras (PA)

Tomorrows Leaders NYC (NY)

Transgender District Company (CA)

Tribal Education Departments National Assembly (OK)

Two River Times Foundation (NJ)

Upsolve Inc (AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, WA, WV, WI, WY)

Urgent, Inc. (FL)

Valley Initiative For Development And Advancement (TX)

Veggielution (CA)

Veterans For All Voters (AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY)

Voices of Pacific Island Nations (WA)

Warriors & Quiet Waters Foundation (MT)

Welcoming Center For New Pennsylvanians (PA)

Women of Color On the Move (CA, NC)

Women on The Rise GA (GA)

Women's Economic Self-Sufficiency Team Corp (NM)

Worcester Youth Center, Inc. (MA)

Youth 2 Leaders Education Foundation (CA)

Youth Action Programs And Homes Inc (NY)

Youth Law Center (CA)

YouthBeat (CA)

YWCA Greater Pittsburgh (PA)

Community 2025

Author

OpenAI

Keep reading

View all



Introducing SOVA AI Connect

by SOVA Innovation Hub | Dec 3, 2025 | Blog, Digital Skills, Innovation & Entrepreneurship, Nonprofit Resources, small business support, SOVA Innovation Hub News, Technology



Building Southern Virginia’s Future Through Community-Driven AI Innovation

The SOVA Innovation Hub is proud to announce that it has been awarded an [OpenAI Foundation People-First AI Grant](#). The SOVA Innovation Hub was one of 208 nonprofits nationwide, and one of only four in Virginia, chosen from more than 3,000 applicants. This award underscores both the strength of Southern Virginia’s innovation-driven vision and the meaningful work already underway to advance that vision.

With this support, the SOVA Innovation Hub will launch **SOVA AI Connect** in 2026. This new community-based initiative will be designed by and for Southern Virginians anchored at the SOVA Innovation Hub. SOVA AI Connect aligns with the mission of the SOVA innovation Hub to spark economic transformation in Southern Virginia.

SOVA AI Connect will help people build AI literacy, confidence, and practical skills through hands-on workshops and demonstrations, civic innovation challenges, and workforce training. The initiative will help people apply AI responsibly and creatively to strengthen local industries, improve services, and solve community challenges. This project will deepen the SOVA Innovation Hub’s ability to support community innovation and workforce development.

The SOVA Innovation Hub was created in a partnership between Mid-Atlantic Broadband Communities Corporation (MBC) and Microsoft TechSpark to inspire people to pursue entrepreneurship and develop digital skills. Through coworking, hands-on training, [signature programs](#) like RISE, EXCITE, and EVOLVE, and regional community outreach, the SOVA Innovation Hub brings together entrepreneurs, educators, students, and non-profit leaders to learn, collaborate, and grow.

MBC has spent over two decades expanding broadband infrastructure and economic opportunity across Southern Virginia. Through the SOVA Innovation Hub, MBC supports programs that build digital skills, support entrepreneurship, and ensure that rural communities have access to the tools they need to thrive in a modern economy.

“MBC invests in the SOVA Innovation Hub because we believe every community in Southern Virginia deserves the chance to participate fully in the digital economy,” said Tad Deriso, President & CEO, Mid-Atlantic Broadband Communities Corporation. “This recognition from the OpenAI Foundation affirms the impact of that work and the potential of the people who call this region home. SOVA AI Connect will help residents build trust, skills, and confidence with AI—ensuring that emerging technology benefits our farms, schools, small businesses, and nonprofits in practical, meaningful ways.”

We look forward to launching SOVA AI Connect in partnership with the OpenAI Foundation and continuing to expand innovation capacity across Southern Virginia.

To receive updates and announcements about SOVA AI Connect, please join the [SOVA Innovation Hub newsletter](#) and follow the SOVA Innovation Hub on [Facebook](#), [Instagram](#), and [LinkedIn](#).



715 Wilborn Avenue
South Boston, VA 24592

(434) 570-1305

[Email Us](#)

Quick Links

[About](#)
[Coworking Space](#)
[Programs & Events](#)



Subscribe to the SOVA Innovation Hub Newsletter

Email

[Subscribe](#)