

**GOVA REGION 3  
EXECUTIVE COMMITTEE  
MEETING PACKET**

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**March 18, 2026**



## Executive Committee

**Date and Time:** March 18, 2026  
10:00 a.m. – 12:00 p.m.

**Location:** All-Virtual

Link: <https://tinyurl.com/mdzj3veu>  
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.....Randy Lail
- II. Roll Call and Confirmation of Quorum.....Ann Wright
- III. Public Comments... Randy Lail
- IV. Declaration of Conflicts of Interest ..... Randy Lail
- V. Approval of Meeting Minutes and Notes ..... Randy Lail
- VI. Financial Report and Approved Projects Update .....Ann Wright
- VII. GO Virginia Region 3 Project Funding Matrix Report.....Ann Wright

### Old Business

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

### New Business.....Bryan David

- IX. Virginia's Heartland Regional Economic Development Alliance (VHREDA) Sites Planning Application
- X. Proposed GO Virginia Region 3 FY2026-2027 Capacity Building Funds Budget
- XI. Proposed GO Virginia Region 3 Staffing Transition Plan
- XII. Proposed Agreement for Services Provided by Weldon Cooper Center for Public Service –FY2026-2027 and FY2027-2028
- XIII. GO Virginia Region 3 Nominating Committee Report

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

- XIV. GO Virginia and GO TEC Funding status

### Adjourn

# MINUTES

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

**REGULAR BUSINESS**

Call To Order

Chair Willis called the GO Virginia (GOVA) Region 3 Executive Committee all-virtual meeting to order on Wednesday, December 17, 2025 at 10:01 a.m.

Roll Call and Confirmation of Quorum

Chair Willis declared a quorum was present.

Region 3 Executive Committee Members

Members	In Person	Virtual	Absent
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	
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
Emma Carrol - New River Valley Regional Council - Regional Innovation Officer		X
Jemma Sabokrouh - Virginia Tech Center for Economic and Community Engagement - Program Manager, GO Virginia Region 2		X
Billy Gammel – DHCD - GO Virginia Senior Program Administrator		X
Sarah Lyon-Hill - Virginia Tech Center for Economic and Community Engagement – Associate Director for Research Development		X
Emmalee Wagner - Virginia Tech Center for Economic and Community Engagement - Program Coordinator, GO Virginia Region 2		X
John Provo – Virginia Tech Center for Economic and Community Engagement - Director		X

Public Comments

No written or verbal public comments were received.

Declaration of Conflicts of Interest

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

Name	Organization(s)
Randolph Lail	Mid-Atlantic Broadband; SOVA 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

Amend Agenda

Chair Willis requested an amendment to the agenda to move the AM2 Tech Hub presentation forward. **Elizabeth Leggett made a motion to amend the agenda accordingly; the motion was seconded by Randy Lail and approved unanimously by roll call vote.**

### Special Appearances & Presentations

Emma Carroll, with the New River Valley Regional Council, delivered a presentation on the Virginia Tech Additive Manufacturing & Advanced Materials (AM2) Tech Hub project. The project is proposed as a statewide competitive grant intended to strengthen the competitive advantage of the advanced manufacturing and advanced materials sectors in GO Virginia Regions 2 and 3. During the discussion, members emphasized the importance of including Southside Virginia Community College and Averett University in the initiative, as well as ensuring inclusion of 9th and 10th grade students, as these grade levels are often omitted from workforce initiatives, with most programs focusing on middle school and 11th and 12th grades. **Amy Griffin made motion to advance the application on to the project review committee and Region 3 Council for consideration; the motion was seconded by Randy Lail and approved unanimously by roll call vote.**

### Approval of Minutes

Chair Willis noted that the minutes of the September 17, 2025 Executive Committee meeting were received via email prior to the meeting and included in the meeting packet. **Randy Lail made a motion that the minutes from the September 17, 2025 Executive Committee meeting be approved as presented; the motion was seconded by Amy Griffin and approved unanimously by roll call vote.**

### Financial Reports & Project Update

Bryan David, Ann Wright, and Andy Wells presented the Financial Reports and Project Updates included in the meeting packet for the period ending November 30, 2025. **Amy Griffin made a motion that the Financial Reports be approved as presented; the motion was seconded by Robert Bates and approved unanimously by roll call vote.**

### **OLD BUSINESS**

#### Project Pipeline

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

- CEA Innovation Center Research Building Expansion. This project would involve installing a prefabricated research greenhouse, completing associated building improvements, and preparing the site and utilities to support expanded facilities and services at the Center.
- Virginia's Heartland Regional Economic Development Alliance Business Site Planning Project. This project would assess the regional inventory of business investment sites and buildings, identify the current VEDP tier level of each site, and prioritize opportunities to up tier key properties.
- Farm Park Implementation Playbook. This planning project would build upon the recent feasibility report on the co-location of data centers and controlled environment agriculture greenhouses prepared by the Resource Innovation Institute.

- Virginia AI Innovation Hub and Venture Studios. Smart Innovation Corporation, a nonprofit organization, is proposing to develop an industry aligned workforce development program to support individuals pursuing careers in artificial intelligence, data analytics, and applied machine learning, as well as to assist existing businesses with AI adoption in the workplace.
- Metals Workforce Training Center. This project is being developed by the Town of Bedford Economic Development Authority following a successful feasibility and master planning effort funded by GO Virginia Region 2.
- Region 3 Leadership Development Project. This project would be developed in partnership with the University of Virginia Sorenson Institute for Leadership and the Virginia Institute for Government to establish a community leadership development program serving Region 3.

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

## **NEW BUSINESS**

Bryan David discussed the process and considerations for identifying the lead organization for the Health Science Careers Implementation Project. This project will support a regional health care workforce development initiative informed by the findings of the recently completed Health Science Careers TPI Planning project. A Request for Letters of Interest was issued to identify a lead organization to operationalize the SOVA Partnership. Several organizations expressed interest, after which a workgroup was formed to conduct interviews and evaluate potential leads. The workgroup recommended Averett University to serve as the lead organization. **Amy Griffin made a motion to designate Averett University as the lead organization and applicant, collaborating with and including the identified project partners in the implementation project; the motion was seconded by Robert Bates and approved unanimously by roll call vote.**

## **PROGRAM DIRECTOR'S REPORT**

Bryan David presented the Program Director's Report as detailed in the meeting packet which included Council staff transition planning, the pending projects report, and SOVA Innovation Hub's receipt of an OpenAI Foundation grant.

## **ADJOURN**

There being no additional business matters to be brought before the GOVA Region 3 Council, Chair Willis adjourned the meeting at 11:37 a.m.



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

Andy Wells, Southside PDC  
Executive Director

Randy Lail, GOVA Region 3  
Council Vice Chair

# FINANCIAL REPORT & PROJECT UPDATE

# GO VIRGINIA REGION 3 FY25 OPERATING BUDGET

<b>GO Virginia Remittance Activity</b>	 
FY25 Budget Year: May 1, 2025-April 30, 2026	
Report Date: February 2026 <b>Formulas are off Correct after copying</b>	

## FY25 Approved Budget Allocation

Budget Categories	Operating Budget	Revision # 1	Remit # 10	Previous Remittances	Total to Date Remittances	Balance Remaining
<b>PROGRAM OPERATIONS</b>						
Audit	1,500.00	1,500.00	-	1,500.00	1,500.00	-
<b>Meetings &amp; Facilitation</b>						
Special Events	-			-	-	-
Meetings & Trainings	6,750.00	1,190.68	-	840.68	840.68	350.00
Total Meetings & Facilitation	<b>6,750.00</b>	<b>2,690.68</b>	-	<b>840.68</b>	<b>840.68</b>	<b>350.00</b>
Supplies	150.00	35.28	-	35.28	35.28	-
Salaries - SPDC	84,000.00	106,614.68	7,378.41	77,336.27	84,714.68	21,900.00
Contract Services						
SPDC UVA MOU	113,902.00	89,654.36	-	65,233.63	65,233.63	24,420.73
SPDC Contract Staff - Riverlink	9,000.00	9,000.00	-	6,750.00	6,750.00	2,250.00
Total Contract Services	<b>122,902.00</b>	<b>98,654.36</b>	-	<b>71,983.63</b>	<b>71,983.63</b>	<b>26,670.73</b>
Outreach/Marketing - Letterpress	32,880.00	40,755.00	3,825.00	27,500.00	31,325.00	9,430.00
<b>Total Program Operations</b>	<b>248,182.00</b>	<b>248,750.00</b>	<b>11,203.41</b>	<b>159,679.78</b>	<b>190,399.27</b>	<b>58,350.73</b>
<b>PLANNING</b>						
G & D plan Update	1,250.00	1,250.00	-	-	-	1,250.00
Technical Assistance	568.00			-	-	-
<b>Total Planning</b>	<b>1,818.00</b>	<b>1,250.00</b>	-	-	-	<b>1,250.00</b>
<b>TOTAL</b>	<b>250,000.00</b>	<b>250,000.00</b>	<b>11,203.41</b>	<b>91,291.75</b>	<b>190,399.27</b>	<b>59,600.73</b>

<b>The Checking Account is comprised of</b>	49,229.79	Local Funds (Martinsville-Henry Co EDC Match)
	534.92	Interest cumulative through January 2026
	<b>49,764.71</b>	<b>Total Local Funds</b>
	<b>(11,203.41)</b>	Payments
	<b>38,454.41</b>	<b>Checkbook Register Balance</b>

Payments included in Remittance # 10	
Letterpress January	3,825.00
SPDC January Salaries	7,378.41
	-
	-
<b>Total</b>	<b>11,203.41</b>

## SEED INNOVATION HUB

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

Report Period: February 2026

Sub-Grantee: Longwood University Real Estate Foundation

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IN EACH REGION

### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #6 12/22/2025	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 12,000.00	\$ 7,423.05	\$ 747.32	\$ 7,423.05	\$ 4,576.95
Equipment	\$ 662,304.00	\$ 578,678.13	\$ 41,593.32	\$ 578,678.13	\$ 83,625.87
Contingencies	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Awarded Total</b>	<b>\$ 674,304.00</b>	<b>\$ 586,101.18</b>	<b>\$ 42,340.64</b>	<b>\$ 586,101.18</b>	<b>\$ 88,202.82</b>

### 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
<b>Match Total</b>	<b>\$ 2,368,222.00</b>	<b>\$ 2,398,269.30</b>	<b>\$ 10,271.19</b>	<b>\$ 2,408,540.49</b>	<b>\$ (40,318.49)</b>
					*Overmatched

Status: GOVA funds are 87% expended, the final remittance will be submitted in March and close out will begin. The Hub is in soft opening mode. A community grand opening is planned for late March. To date, 121 prototypes have been built in the makerspace, 155 entrepreneurs served, and 52 businesses served. 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: February 2026

Sub-Grantee: Mid-Atlantic Broadband

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### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #10 2/10/2026	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 26,713.00	\$ 10,287.18	\$ 4,576.59	\$ 14,863.77	\$ 11,849.23
MBC Project Administration	\$ 48,083.00	\$ 384.41		\$ 384.41	\$ 47,698.59
Legal Expenses	\$ 10,684.00	\$ 171.21	\$ -	\$ 171.21	\$ 10,512.79
A&E Fees	\$ 397,144.00	\$ 353,228.99	\$ 1,684.76	\$ 354,913.75	\$ 42,230.25
Contract Services	\$ 4,517,376.00	\$ 3,243,992.51	\$ 386,845.33	\$ 3,630,837.84	\$ 886,538.16
<b>Awarded Total</b>	<b>\$ 5,000,000.00</b>	<b>\$ 3,608,064.30</b>	<b>\$ 393,106.68</b>	<b>\$ 4,001,170.98</b>	<b>\$ 998,829.02</b>

### 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	\$ 4,576.59	\$ 32,203.41	\$ (5,490.41)
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	\$ 550,677.93	\$ 1,684.74	\$ 552,362.67	\$ (155,218.67)
Contract Services	\$ 4,517,375.00	\$ 3,558,430.02	\$ 386,845.35	\$ 3,945,275.37	\$ 572,099.63
<b>Match Total</b>	<b>\$ 5,000,000.00</b>	<b>\$ 4,147,680.57</b>	<b>\$ 393,106.68</b>	<b>\$ 4,540,787.25</b>	<b>\$ 459,212.75</b>

Status: GOVA funds are 80% 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: February 2026

Sub-Grantee: Institute for Advanced Learning & Research

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### GO VIRGINIA GRANT FUNDS

Budget Categories (FROM CAMS)	GOVA Budget	Previously Paid	DHCD Request Drawdown #11 1/27/2026	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
<b>Awarded Total</b>	<b>\$ 3,474,821.00</b>	<b>\$ 2,046,210.45</b>	<b>\$ 205,566.18</b>	<b>\$ 2,251,776.63</b>	<b>\$ 1,223,044.37</b>

### 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
<b>Match Total</b>	<b>\$ 2,426,079.00</b>	<b>\$ 2,635,381.49</b>	<b>\$ 382,474.11</b>	<b>\$ 3,017,855.60</b>	<b>\$ (591,776.60)</b>

Status: GOVA funds are 65% expended. A \$270,000 remittance was submitted in March. The sustainability study will be completed by the end of March and will be presented to the State Board at an upcoming meeting. The General Assembly has moved GO TEC funding to a non GO Virginia funding source, and the equivalent amount removed was not replaced. GO TEC currently operates in 49 school divisions, across 76 schools and 79 GO TEC Labs, and is expected to reach more than 11,000 students during the 2025 to 2026 school year.

## RISE Build-to-Scale

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

Report Date: February 2026

Sub-Grantee: SoVa Innovation Hub

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### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #7 12/3/2025	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 40,000.00	\$ 11,334.28	\$ 1,761.54	\$ 13,095.82	\$ 26,904.18
Fiscal Management: MBC	\$ 20,000.00	\$ 17,500.00	\$ 2,500.00	\$ 20,000.00	\$ -
Marketing: MBC	\$ 30,000.00	\$ 15,667.86	\$ 4,136.33	\$ 19,804.19	\$ 10,195.81
Contract Services	\$ 510,000.00	\$ 218,614.87	\$ 31,238.92	\$ 249,853.79	\$ 260,146.21
<b>Awarded Total</b>	<b>\$ 600,000.00</b>	<b>\$ 263,117.01</b>	<b>\$ 39,636.79</b>	<b>\$ 302,753.80</b>	<b>\$ 297,246.20</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Marketing: MBC	\$ 50,000.00	\$ 42,177.59	\$ 3,250.97	\$ 45,428.56	\$ 4,571.44
Administration: MBC	\$ 60,000.00	\$ 52,298.64		\$ 52,298.64	\$ 7,701.36
Training	\$ 190,000.00	\$ 165,000.00		\$ 165,000.00	\$ 25,000.00
<b>Match Total</b>	<b>\$ 300,000.00</b>	<b>\$ 259,476.23</b>	<b>\$ 3,250.97</b>	<b>\$ 262,727.20</b>	<b>\$ 37,272.80</b>

Status: GOVA funds are 50% expended. Programs are ongoing. Entrepreneur “office hours” are being hosted at coffee shops throughout the region. Project Management workshops are scheduled for April and May. The Spring 2026 16-Week Entrepreneur Workshop will graduate 25 participants in June. The third annual RISE Summit will be held on October 16 in Danville and will feature an AM2 Manufacturing track. To date, RISE has engaged 509 entrepreneurs, served 370 businesses, and facilitated access to \$528,593 in new capital. Businesses served have created 27 jobs, and entrepreneurs have launched 21 new startups.

## GO TEC REGION 3 EXPANSION

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

Report Date: February 2026

Sub-Grantee: Institute for Advanced Learning & Research

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### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #3 10/6/2025	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
<b>Awarded Total</b>	<b>\$ 302,690.00</b>	<b>\$ 265,542.25</b>	<b>\$ 27,649.40</b>	<b>\$ 293,191.65</b>	<b>\$ 9,498.35</b>

### 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)
<b>Match Total</b>	<b>\$ 303,500.00</b>	<b>\$ 281,772.32</b>	<b>\$ 162,033.59</b>	<b>\$ 443,805.91</b>	<b>\$ (140,305.91)</b>

Status: GOVA funds are 97% expended. One final remittance is forthcoming. Communication challenges with Brunswick County Public Schools continue. BCPS is only able to partially implement the program using a limited GO TEC curriculum at an alternate temporary location during construction of the new school facility. GO TEC administration is actively working with the division to address this issue. The delay in relocating the lab to the new school is due to the division being unable to identify a suitable space within the new building. The Henry County Public Schools lab at Fieldale Collinsville is complete, and the program is fully implemented and operating smoothly. Through Spring 2026, 630 students and two teachers have been trained, exceeding project goals.

## ADVANCED MANUFACTURING TPI

Grant Agreement Term: December 10, 2024 - June 9, 2026

Report Date: February 2026

Sub-Grantee: IALR

GO VIRGINIA



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### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #3 2/16/2026	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,400.00		\$ 848.60	\$ 848.60	\$ 2,551.40
Contract Services	\$ 81,000.00	\$ 33,000.00	\$ 48,000.00	\$ 81,000.00	\$ -
Training	\$ 12,091.00	\$ 2,835.43	\$ 3,702.49	\$ 6,537.92	\$ 5,553.08
Travel	\$ 10,507.50	\$ -	\$ 5,185.64	\$ 5,185.64	\$ 5,321.86
Indirect Costs	\$ 8,396.00	\$ 1,640.00	\$ 5,777.89	\$ 7,417.89	\$ 978.11
Other	\$ 1,350.00	\$ -	\$ -	\$ -	\$ 1,350.00
<b>Awarded Total</b>	<b>\$ 116,744.50</b>	<b>\$ 37,475.43</b>	<b>\$ 63,514.62</b>	<b>\$ 100,990.05</b>	<b>\$ 15,754.45</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Contract Services	\$ 40,000.00	\$ 18,060.00	\$ 40,033.33	\$ 58,093.33	\$ (18,093.33)
Training	\$ 1,948.00	\$ -	\$ 3,725.00	\$ 3,725.00	\$ (1,777.00)
Salaries	\$ 16,494.00	\$ 878.75	\$ 4,046.88	\$ 4,925.63	\$ 11,568.37
Other	\$ 1,400.00	\$ -	\$ -	\$ -	\$ 1,400.00
<b>Match Total</b>	<b>\$ 59,842.00</b>	<b>\$ 18,938.75</b>	<b>\$ 47,805.21</b>	<b>\$ 66,743.96</b>	<b>\$ (6,901.96)</b>

Status: GOVA funds are 86% expended. The Chmura Living Wage and Job Availability Study has been completed and made publicly available. It has already become a widely referenced resource for economic development, workforce planning, and regional policy discussions, helping guide strategies to connect residents with living wage employment opportunities. The final TPI Plan is in progress and will be completed by the June deadline.

## AI STATEWIDE LANDSCAPE ASSESSMENT

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

Report Date: February 2026

Sub-Grantee: Virginia Chamber

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### GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #2 1/26/2026	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 2,000.00	\$ 635.04	\$ 854.24	\$ 1,489.28	\$ 510.72
Contract Services	\$ 98,000.00	\$ 67,125.00	\$ 22,375.00	\$ 89,500.00	\$ 8,500.00
<b>Awarded Total</b>	<b>\$ 100,000.00</b>	<b>\$ 67,760.04</b>	<b>\$ 23,229.24</b>	<b>\$ 90,989.28</b>	<b>\$ 9,010.72</b>

### REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Salaries	\$ 44,000.00	\$ 36,237.09	\$ 3,817.00	\$ 40,054.09	\$ 3,945.91
Outreach	\$ 6,000.00	\$ -	\$ 6,000.00	\$ 6,000.00	\$ -
<b>Match Total</b>	<b>\$ 50,000.00</b>	<b>\$ 36,237.09</b>	<b>\$ 9,817.00</b>	<b>\$ 46,054.09</b>	<b>\$ 3,945.91</b>

Status: GOVA funds are 91% expended. The final remittance was submitted in March. Project close out is in progress. The AI Landscape Assessment Report was released on January 6, 2026. The study provides a comprehensive analysis of how artificial intelligence is expected to impact Virginia's workforce, business environment, and economic competitiveness over the next 5 years. The report highlights that up to 1.5 million jobs in the Commonwealth could be affected by AI through automation or augmentation of job tasks and identifies significant opportunities for business growth, workforce development, and innovation.

## SVCC Occupational Training Facility

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

Report Date: February 2026

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
<b>Awarded Total</b>	<b>\$ 570,000.00</b>	<b>\$ -</b>	<b>\$ 91,134.00</b>	<b>\$ 91,134.00</b>	<b>\$ 478,866.00</b>

### 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	\$ -
<b>Match Total</b>	<b>\$ 285,000.00</b>	<b>\$ -</b>	<b>\$ 151,800.00</b>	<b>\$ 151,800.00</b>	<b>\$ 133,200.00</b>

Status: GOVA funds are 16% expended. The remittance request that includes the tractor invoices will be submitted as soon as match is met. The two tractors and trailers have been delivered, and Region 3 GO Virginia logo decals will be added. This equipment will allow additional students to be enrolled in both the Powerline and Tractor Trailer Driving cohorts moving forward. Construction of the driving track is complete, and the training facility building is expected to be completed by August 2026.

## SOVA Fab Lab

Grant Agreement Term:

Report Date: February 2026

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	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting		\$ -	\$ -	\$ -	\$ -
Contract Services		\$ -	\$ -	\$ -	\$ -
<b>Awarded Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

### REQUIRED MATCHING FUNDS

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

Status: No remittance activity to date. The contract is expected to be executed in March. Finalization of the contract was delayed while awaiting confirmation of the construction timeline.

# PROJECT FUNDING MATRIX

# Active Projects

Active 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
<b>TOTAL ALLOCATIONS THROUGH: FY26</b>						<b>8,284,913.75</b>				
SEED Innovation Hub	Startup Ecosystem	Active	12/15/21		674,304	<b>674,304.00</b>	2,368,222.00			Per Capita
<b>MBC Middle Mile Construction</b>	<b>Site Development</b>	<b>Active</b>	<b>03/10/22</b>		5,000,000			<b>5,000,000.00</b>	\$5,000,000.00	<b>State Competitive</b>
<b>GO TEC Virginia 2025</b>	<b>Talent Evolution</b>	<b>Active</b>	<b>12/13/22</b>		3,474,821			<b>3,474,821.00</b>	\$2,426,079.00	<b>State Competitive</b>
SOVA RISE Build to Scale	Startup Ecosystem	Active	09/12/23		600,000	<b>600,000.00</b>	300,000.00			Per Capita
GO TEC Region 3 Expansion	Talent Evolution	Active	06/04/24		302,690	<b>302,690.00</b>	303,500.00			Per Capita
<b>Advanced Manufacturing/CEA Initiative</b>	<b>Talent Evolution</b>	<b>Active</b>	<b>12/10/24</b>		116,745			<b>116,745.00</b>	\$59,842.00	<b>Talent Pathways</b>
Co-Location of Data Centers & CEA	Site Development	Active	12/10/24		52,000	<b>52,000.00</b>	26,020.00			Per Capita-Planning
Chamber-AI Project (\$50,000 from Region 2)	Talent Evolution	Active	3/5/2025		100,000	<b>100,000.00</b>	50,000.00			Per Capita-Planning
SOVA Fab Lab	Startup Ecosystem	Approved	6/10/2025		510,000	<b>510,000.00</b>	260,000.00			Per Capita
SVCC Occupational Training Facility	Talent Evolution	Active	6/10/2025		570,000	<b>570,000.00</b>	285,000.00			Per Capita
VA's Gateway Region Site Dev (w/Region 4)	Site Development	Active	10/7/2025		11,111	<b>11,111.00</b>				Per Capita
Danville Aviation Training Facility	Talent Evolution	Approved	12/10/2025		92,000	<b>92,000.00</b>	46,000.00			Per Capita
<b>Blue Ridge Innovation Corridor (w/Region 2)</b>	<b>Cluster Scale Up</b>	<b>Active</b>	<b>12/10/2025</b>		<b>250,000</b>			<b>250,000.00</b>	\$125,000.00	<b>State Competitive</b>
Industrial Skills Trades Regional Expansion	Talent Evolution	Active	12/10/2025		1,346,786	<b>857,383.32</b>	673,393.00	<b>489,402.68</b>		<b>State Competitive</b>
<b>Heartland Regional Site Development Planning</b>	<b>Site Development</b>	<b>Proposed</b>			<b>94,000</b>	<b>94,000.00</b>	<b>47,000.00</b>			<b>Per Capita-Planning</b>
<b>TOTAL PROJECT FUNDING</b>					<b>23,797,983</b>	<b>8,117,558.75</b>	<b>9,718,318.60</b>	<b>14,963,072.65</b>	<b>\$13,315,497.00</b>	
<b>PER CAPITA PROJECT AVAILABLE BALANCE</b>						<b>167,355.00</b>				
<p>Of the \$1,000,000 that is awarded annually, no more than \$250,000 can be utilized for Planning Projects.</p> <p>Projects highlighted in green are not funded by the Region 3 Per Capita allocation.</p> <p>Date of Award for Planning Grants is the date DHCD staff approved it.</p> <p>DHCD recaptured \$497,944.75 per letter dated October 4, 2024.</p>										

# All Projects

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
<b>TOTAL ALLOCATIONS THROUGH: FY26</b>						<b>8,284,913.75</b>				
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
<b>GO TEC Phase 2A</b>	<b>Talent Evolution</b>	<b>Closed</b>	<b>03/12/19</b>	<b>6/30/2021</b>	<b>1,320,787</b>			<b>1,320,787.00</b>	<b>\$2,157,605.00</b>	<b>State Competitive</b>
E&I Strategic Initiative	Startup Ecosystem	Closed	10/09/19	1/13/2021	100,000	77,662.12	90,641.32			Per Capita
<b>Operation Last Mile Drone</b>	<b>Cluster Scale Up</b>	<b>Closed</b>	<b>04/15/20</b>	<b>10/15/2020</b>	<b>75,000</b>			<b>75,000.00</b>	<b>\$84,198.00</b>	<b>COVID ERR Fund</b>
IALR Common Platform	Talent Evolution	Closed	04/15/20	12/15/2021	90,140	88,914.96	119,369.53			Per Capita-Planning
<b>GO TEC Phase 2B</b>	<b>Talent Evolution</b>	<b>Closed</b>	<b>06/23/20</b>	<b>9/30/2022</b>	<b>3,575,741</b>			<b>3,360,247.21</b>	<b>\$2,672,970.00</b>	<b>State Competitive</b>
MBC Middle Mile Planning	Site Development	Closed	08/04/20	12/31/2022	100,000	99,017.68	891,159.12			Per Capita-Planning
<b>Bridge to Recovery</b>	<b>Cluster Scale Up</b>	<b>Closed</b>	<b>06/23/20</b>	<b>9/27/2023</b>	<b>925,000</b>			<b>767,818.64</b>	<b>\$722,303.00</b>	<b>COVID ERR Fund</b>
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
<b>MBC Middle Mile Construction</b>	<b>Site Development</b>	<b>Active</b>	<b>03/10/22</b>		<b>5,000,000</b>			<b>5,000,000.00</b>	<b>\$5,000,000.00</b>	<b>State Competitive</b>
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
<b>GO TEC Virginia 2025</b>	<b>Talent Evolution</b>	<b>Active</b>	<b>12/13/22</b>		<b>3,474,821</b>			<b>3,474,821.00</b>	<b>\$2,426,079.00</b>	<b>State Competitive</b>
PHCC GO TEC Welding Instructor	Talent Evolution	Closed	03/14/23	5/31/2025	118,545	118,545.00	129,261.00			Per Capita
SVCC GO TEC Mechatronics Instructor	Talent Evolution	Closed	03/14/23	5/31/2025	139,732	139,732.00	223,208.00			Per Capita
VGA Site Development	Site Development	Active	06/13/23	8/31/2025	335,050	323,695.00	164,670.00			Per Capita
SOVA RISE Build to Scale	Startup Ecosystem	Active	09/12/23		600,000	600,000.00	300,000.00			Per Capita
<b>SoVA Health Sciences Careers Planning</b>	<b>Talent Evolution</b>	<b>Closed</b>	<b>09/12/23</b>	<b>3/31/2025</b>	<b>133,000</b>			<b>108,251.12</b>	<b>\$67,500.00</b>	<b>Talent Pathways</b>
Amelia Co Reg. Commerce Center: Due Diligence	Site Development	Active	10/08/24	10/22/2025	100,000	83,620.66	50,000.00			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
<b>Advanced Manufacturing/CEA Initiative</b>	<b>Talent Evolution</b>	<b>Active</b>	<b>12/10/24</b>		<b>116,745</b>			<b>116,745.00</b>	<b>\$59,842.00</b>	<b>Talent Pathways</b>
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<b>Blue Ridge Innovation Corridor (w/Region 2)</b>	<b>Cluster Scale Up</b>	<b>Active</b>	<b>12/10/2025</b>		<b>250,000</b>			<b>250,000.00</b>	<b>\$125,000.00</b>	<b>State Competitive</b>
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<b>TOTAL PROJECT FUNDING</b>					<b>23,797,983</b>	<b>8,117,558.75</b>	<b>9,718,318.60</b>	<b>14,963,072.65</b>	<b>\$13,315,497.00</b>	
<b>PER CAPITA PROJECT AVAILABLE BALANCE</b>						<b>167,355.00</b>				
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**OLD BUSINESS**

# PROJECT PIPELINE



**DATE:** March 11, 2026

**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: Project Pipeline Report**

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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 by CEA firms and other academic institutions are at full capacity, resulting in a backlog of work. Contract research generates operating revenue for the CEA Innovation Center.

-the project would include installing a prefabricated research greenhouse, making related building upgrades, and preparing the site and utilities.

-a grant application to the Southern Crescent Regional Commission (SCRC) was submitted earlier this year for the project. On December 2nd, Dr. Lowman received word from the Virginia Department of Housing and Community Development that the grant had been approved for \$500,000.

-an application was submitted to the Tobacco Region Revitalization Commission for the Fall 2025 grant cycle to cover other related site improvement costs, but action was postponed until the SCRC grant decision was made. It is expected that the Commission will approve this \$200,000 grant at its May meeting.

-a GO Virginia Region 3 will now be developed for equipment to ready-fit the greenhouse for research, with a funding request of approximately \$250,000-\$500,000.

-submission of the implementation application will now be submitted to the Region 3 Council meeting in July rather than the April 15<sup>th</sup> meeting as initially planned.

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

-a business planning project has been developed by the Heartland Alliance's Executive Director, Alex McCoy, and the Commonwealth Regional Council's Executive Director, Christin Jackson, and was approved by the Heartland Alliance's Board of Directors at its meeting on February 26<sup>th</sup>.

-the application is to be considered by the Executive Committee at its meeting on March 18<sup>th</sup>, with submission to DHCD GO Virginia staff by the 27<sup>th</sup> for administrative approval.



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

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

-the total Region 3 per capita planning budget will be \$150k, apportioned among the 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.

-a meeting of regional and local government economic developers was convened on February 23<sup>rd</sup>. There were approximately twenty-five (25) attendees.

-the purpose of the meeting was to update the group about the *Feasibility Study* released last year, and to brief the group on the next step in the process with the *Farm Park Implementation Playbook* and solicit the group's support and participation with this project.

-recently, while development of the planning grant application with Derek Smith (Resource Innovation Institute) was underway, he was also working to secure cash match commitments from a number of companies that are either in that develop and/or operate data centers, CEA greenhouses, and a principal with the Netherlands-based model identified in *the Feasibility Study*. These companies see the model and GO Virginia Region 3 leadership as timely, with each company's strategic business interest in North America.

-because of budget timing several of these companies will not have the funds for the cash available until the start of a new fiscal year on July 1<sup>st</sup>. Accordingly, it was agreed to pause submission of the grant application until DHCD's next administrative planning grant approval deadline on June 26<sup>th</sup>. The application will be presented to the Executive Committee at its meeting on June 17<sup>th</sup> for approval.

### IV. Southern Virginia Partnership for Health Science Careers (SOVA Partnership)

-at its meeting on January 21<sup>st</sup>, the Region 3 Council approved Dr. Julie Brown on behalf of Averett University to lead the SOVA Partnership in collaboration with Longwood University and Danville Community College to develop an implementation grant.



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Since then, Dr. Brown and her colleagues at Longwood University and Danville Community College have been meeting regularly to define the scope of work, budget, schedule, and deliverables for the implementation grant. This work has involved representatives from SOVA Health, Sentara Halifax, Centra, and VCU Memorial Health.

The contours of the project have been defined to focus on three high-demand health science career pathways, from community college credentialing to four-year and postgraduate degrees. Currently, the identified pathways are medical technicians, behavioral health technicians, and nursing assistants.

Each of these fields begins with a community college credential, then a community college degree, and progresses to four-year and post-grant degree programs at Averett and Longwood Universities. Healthcare systems and other allied employers have positions available for individuals who earn the base credential at the community college. An initial focus of the SOVA Partnership will be on shared instructional resources among the three community colleges and coordination with healthcare systems for clinical work by these students.

Given the extensive coordination between the SOVA Partnership leadership and stakeholders, Dr. Brown has advised that more time is needed to develop the GO Virginia Region 3 implementation application. The grant application was scheduled to be presented to the Region 3 Council for consideration at its meeting on April 15th. This would be followed by submission to DHCD GO Virginia staff by May 1st and presentation to the GO Virginia State Board at its meeting on June 10th.

It was agreed that waiting until the Region Council's meeting on July 15th would allow this complex project to be fully developed and better positioned for success. This would be submitted to DHCD GO Virginia staff by August 8th and presented to the GO Virginia State Board at its meeting on September 15th.

The potential request for this implementation grant has not yet been determined but could be around \$500k, with \$250k in cash contributions from healthcare systems and foundations. The total project value would be \$750k.

#### V. **Virginia AI Innovation Hub & Venture Studios**

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



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

-the development of a multi-region GO Virginia grant application in Regions 7 and 3 was delayed until the release of the Virginia State Chamber of Commerce's Blueprint Virginia 2035 and the complete AI in the Workplace component this past January. This project will need to align with the report's recommendations.

-a meeting was held with the project principals on February 16<sup>th</sup> to discuss the project's status in relation to Region 7 and how it might be better aligned with Region 3's target sectors and economic environment, as distinct from Region 7.

-it was agreed that having a Region 3 organization serve as the lead for a single-region grant was preferred, and the Southern Virginia Higher Education Center leadership has expressed interest and agreed to learn more.

-the project will likely involve training incumbent workers in AI fundamentals for businesses in Region 3's target sector through non-credit hour training sessions conducted over a few days. SIC has already developed the curriculum and other necessary components and is currently implementing this training to support existing businesses funded by the State of Arkansas.

-because there is a substantial amount of planning work needed for an AI incumbent worker training program, a Region 3 planning grant will be pursued for review by the Executive Committee in July.

#### VI. **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 located on the site of the former Winoia USA steel shot foundry, which features a 60,000-square-foot industrial building on 16 acres near downtown Bedford. The property was purchased by the Bedford Economic Development Authority in 2023.

-the Institute for Advanced Learning and Research may be interested in partnering on project implementation. A discovery meeting for the principals was held on December 16<sup>th</sup>. IALR is currently reviewing an opportunity and will schedule a follow-up site visit.



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

-no additional development has occurred since December, and waiting for direction from IALR leadership.

VII. **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.

**NEW BUSINESS**



**DATE:** March 12, 2026

**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: Virginia's Heartland Regional Economic Development Alliance (VHREDA) – Site Development Planning Application**

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The Heartland Alliance's Executive Director, Alex McCoy, and the Commonwealth Regional Council's Executive Director, Christin Jackson, have collaborated with the local government members to develop a business sites planning application for approval by the Region 3 Executive Committee at its meeting on March 18<sup>th</sup>. The application will be submitted to DHCD GO Virginia staff for administrative approval by March 27<sup>th</sup>.

This planning application includes a routine site inventory and priority assessment to identify development-ready industrial and commercial sites across the northern subregion. Due to its planning focus and the Region 3 Council's funding of similar projects for other regional economic development organizations, the Project Review Committee was not convened to provide a recommendation to the Executive Committee.

The outline of the project's elements is as follows:

- **Component 1** – Re-tiering of approximately 10 existing sites based on the 2023 Timmons Group evaluation. A qualified consultant will be retained in accordance with the Virginia Procurement Act to assess existing Tier 2 sites and develop detailed cost estimates for upgrading them to Tier 4 standards. Two current Tier 4 sites will also be evaluated for advancement to Tier 5 certification. This component provides site-specific gap analyses with rough cost-to-tier roadmaps, updated VEDP tiering, and corrected VirginiaScan entries.
- **Component 2** – Identify new sites and map GIS infrastructure for about 6 counties, including discovering high-potential sites not listed in the VEDP system, and create a comprehensive GIS map of critical infrastructure such as roads, electric, fiber, water, sewer, and educational institutions to evaluate site appeal and coordinate clustering across all six counties.
- In line with the 2025 GO Virginia Region 3 Growth and Diversification Plan's target sectors—advanced manufacturing and materials, agriculture and food processing, information technology and communications, logistics and transportation, related traded-sector supply chain businesses, and energy, natural resources, and finished products—this inventory aims to connect existing site features, such as utility capacities, freight access, and physical and environmental constraints, directly with the siting needs of Region 3's target clusters.
- Essentially, this planning effort advances the Growth & Diversification Plan by addressing a core challenge shared by all these sectors throughout Region 3: the limited availability of business-ready, infrastructure-supported sites.
- Participating localities include the counties of Buckingham, Charlotte, Cumberland, Lunenburg, Nottoway, and Prince Edward. The Commonwealth Regional Council will act as fiscal agent, and the Heartland Alliance's Executive Director will serve as project lead.



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**Funding and Match:**

The proposed budget (working draft with approximate values rounded) for the project:

\$ 94,000 (GO Virginia Region 3 planning grant)  
47,000 (Matching Local Funds)

**\$ 141,000 Total Project Budget**

The planning project meets the 2:1 match requirement.

- A comprehensive project summary and the complete application will be sent to the Region 3 Council under separate cover.

**RECOMMENDATION:**

For the Region 3 Executive Committee's consideration and approval.





**DATE:** March 12, 2026

**TO:** Region 3 Executive Committee

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

Handwritten initials in blue ink, possibly 'RD'.

**RE: Proposed FY2026-2027 GO Virginia Region 3 Capacity Building Funds Budget**

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A draft FY2026-2027 GO Virginia 3 Council operating budget is attached for the Executive Committee's review and guidance. This budget outlines the expected revenue from the Department of Housing and Community Development and the anticipated operational expenses for the upcoming fiscal year.

The proposed budget allocates administration funds to carry out the Region 3 Council staffing transition plan, starting July 1st, including the creation of the Project Coordinator position in partnership with funding from the UVA Weldon Cooper Center for Public Service. Regarding the Letterpress Communications expense, a 3.4% placeholder increase from FY26 was applied. The FY2026 contract will be presented to the Executive Committee at the May or June meeting.

As in previous funding cycles, there is no increase in the \$250,000 funding in the Governor's introduced budget for the biennium or the budgets released by the Senate and House of Delegates.



A final draft of the FY2026-2027 operating budget will be presented to the Region 3 Council for approval at its April 15<sup>th</sup> meeting.

Andy Wells, Ann Wright, and I will be prepared to represent this matter at the Region 3 Executive Committee meeting.

**RECOMMENDATION:**

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

**FY27 Capacity Building Funds Budget**

<b>Date:</b>	03/12/26	<b>Region:</b> 3	 
<b>Agency Name:</b>	Department of Housing & Community Development		
<b>Agency Address:</b>	600 East Main Street Suite 300 Richmond, VA 23219		
<b>Budget Period:</b>	<b>From:</b> 07/01/26	<b>Through:</b> 6/30/2027	
<b>Budget Item</b>		<b>Amount</b>	
<b>A Administration</b>			
	Salaries (Fringe if applicable)	\$36,000.00	Southside PDC serves as the Region 3 Support Organization/Fiscal Agent and is responsible for fiscal oversight. An MOU is executed each year between Southside PDC and GO VA Region 3 Council that details the various administrative responsibilities needed to effectively manage GO VA Region 3.
	Contract Services	\$110,000.00	Program Director - A contract is in place with CTW Consulting which directs the duties and responsibilities of the Region 3 Program Director. An average of 30 hours per week are dedicated to Region 3 duties which include managing the daily operational activities, Council administration, and overall strategic visioning.
	Contract Services	\$52,000.00	Project Coordinator - A contract is in place with UVA Weldon Cooper Center which directs the duties and responsibilities of the Region 3 Program Coordinator. An average of 12 hours per week are dedicated to Region 3 duties which include building the project pipeline, developing project applications, and identifying new partnerships.
	Contract Services	\$9,000.00	Staff Support - A contract is in place with Riverlink Group to provide support services in 1) Entrepreneurship & Innovation Strategy, 2) Project Pipeline Developments, and 3) Special Projects and Technical Services. The contract terms are \$750 per month for an average of 15 hours per month.
	Marketing, Outreach, and Websites	\$34,000.00	Contract Services - The contract with Letterpress specifics that communication services will be billed at \$TBD per month, and an additional \$TBD for routine website updates, for a total of \$TBD. *Placeholder increase of 3.4% used from FY26/Contract to presented in June 2026.
	Meetings and Workshops	\$2,000.00	Council Meetings & Executive Committee Meetings-Lump Sum \$2,000.
	Supplies & Equipment	\$150.00	Projected costs to be incurred for the purchase of needed supplies and equipment.
	Audit	\$1,500.00	Southside PDC as Region 3 Fiscal Agent is responsible for contracting an auditor to perform an audit of the GO VA financials. Last year's audit fee was \$1,500.
<b>Total Administration Budget:</b>		<b>\$244,650.00</b>	
<b>B Planning Services:</b>			
	Technical Assistance	\$4,100.00	
	Annual Report	\$1,250.00	
<b>Total Planning Services Budget:</b>		<b>\$5,350.00</b>	
<b>TOTAL Expense Budget:</b>		<b>\$ 250,000.00</b>	





**DATE:** March 12, 2026

**TO:** Region 3 Executive Committee

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

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

**RE: GO Virginia Region 3 Council Staffing Transition**

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At its meeting on December 17<sup>th</sup>, the Region 3 Executive Committee reviewed and recommended approval of a draft Roles and Responsibilities document to the Region 3 Council for implementation of the staffing transition plan. This document outlined the adjusted duties for the Program Director and the duties for the new Project Coordinator position. Subsequently, at its meeting on January 21<sup>st</sup>, the Region 3 Council approved the Roles and Responsibilities document and agreed to proceed with implementing the transition plan, effective July 1<sup>st</sup>. Attached is a copy of that document for your reference.

Following the Region 3 Council action, I briefed the Cooper Center's Acting Director, Laura Hennesy, and the Virginia Institute of Government's Managing Director, Charles Hartgrove, on the overall GO Virginia program, the Region 3 Council's program focus and operations, and the existing Cooper Center partnership at a meeting with me on January 29<sup>th</sup>. The prior Executive Director, Dr. Eric Scorsone, and Laura Hennesy as Chief of Staff, were periodically briefed on the proposed staffing transition plan since July 2025, concurrently with the GO Virginia Region 3 Council and Executive Committee.

It should be noted that within the Cooper Center organization, I am part of the Virginia Institute of Government staff and report to Charles Hartgrove. During our regular monthly meetings and periodically, he has been kept informed of the transition plan and its details.

Following my January 29<sup>th</sup> briefing, a package of information, including an updated two-year Services Agreement for FY2026-2027 and FY2027-2028 was submitted to Laura Hennesy. Since the January 29<sup>th</sup> meeting with her, there has been no follow-up for additional information or questions. Charles Hartgrove has periodically made inquiries but has not received any direction to date.

A proposed budget presented earlier details compensation for the Project Coordinator and the adjusted Program Director positions. The budget maintains and carries forward the Region 3 Council funding of \$113,902 and the WCCPS funding of \$15,532 for the Program Director position from FY2025-2026.

Also, Andy Wells, the principal of the Region 3 Council Support Organization and Executive Director of the Southside Planning District Commission, has participated in developing the Roles and Responsibilities document and previously expressed that he is comfortable with the division of roles and responsibilities as outlined. He has also assisted in preparing the proposed FY2026-2027 Region 3 Council operating budget.



Region 3 Executive Committee

March 12, 2026

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A draft two-year Cooper Center/Region 3 Council Services Agreement has been prepared and submitted for FY2026-2027 and FY2027-2028, along with the Roles and Responsibilities document and the proposed FY2026-2027 Region 3 Council operating budget to Laura Hennessy. A copy of the draft Services Agreement is being presented as a separate agenda item for the Executive Committee's consideration, with a recommendation to the Region 3 Council at its April 15<sup>th</sup> meeting.

**RECOMMENDATION:**

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



## GO Virginia Region 3 Council 2026 Staffing Transition

### Roles and Responsibilities Narrative for Program Director and Project Coordinator

#### I. Region 3 Program Director

[Engaged by the Southside Planning District Commission as the Support Organization.]

##### Role Summary

The Region 3 Program Director serves as the senior professional staff lead for GO Virginia Region 3 and is responsible for overall operational leadership, Council support, compliance, and stewardship. Engaged directly by the Southside Planning District Commission (SPDC) in its capacity as the Region 3 Council Support Organization, the Program Director provides leadership to the Region 3 Council and ensures alignment with GO Virginia statutory and policy requirements.

##### Key Responsibilities

###### **Leadership and Council Support**

- Serve as the principal professional advisor to the Region 3 Council and its standing and ad hoc committees.
- Lead implementation and periodic updates of the Region 3 Economic Growth and Diversification Plan.
- Advise the Council and its committees on regional priorities, funding strategies, and GO Virginia policies.
- Prepare and support Region 3 Council and committee meetings, including agendas, briefing materials, decision memoranda, and formal recommendations.
- Represent Region 3 in statewide GO Virginia meetings, DHCD briefings, chair/vice-chair calls, and State Board-related forums.

###### **Project Oversight**

- Support the Project Coordinator with managing the quality, balance, and advancement of the Region 3 project pipeline.
- In collaboration with the Project Coordinator, jointly evaluate and advance project concepts for Council and committee consideration.
- In collaboration with the Project Coordinator, guide the review and approval of all project applications prior to submission.
- Present project recommendations along with the Project Coordinator to the Region 3 Council and relevant committees for action.
- Serve as the primary programmatic liaison with DHCD throughout application review and State Board consideration.



## **Represent Region 3 Council to the GO Virginia State Board and the Department of Housing and Community Development**

### **Compliance, Reporting, and Performance**

- Ensure Region 3 compliance with GO Virginia guidelines, Council bylaws, FOIA, and COIA, in coordination with SPDC.
- Manage individual projects for financing, reporting, implementation, outcome tracking, close-out monitoring, and other related responsibilities.
- Contribute to the Council's annual report and other required deliverables.

### **Staff and Committee Coordination**

- Work with the Project Coordinator to align work efforts and priorities.
- Coordinate and provide lead staff support to the Region 3 Council's standing and ad hoc committees, as needed, to advance project development and Council priorities.

## **II. Project Coordinator**

[Current Program Director will continue employment with the UVA Weldon Cooper Center for Public Service under an updated two-year Services Agreement with the Region 3 Council.]

### **Role Summary**

The Project Coordinator will support the Program Director and the GO Virginia Region 3 Council by providing end-to-end project and application development support, from initial concept identification through GO Virginia State Board approval. The role intends to leverage deep institutional knowledge, regional relationships, and prior strategic leadership experience to strengthen project quality, applicant readiness, and continuity. The Project Coordinator works collaboratively with and under the direction of the Program Director.

### **Key Responsibilities**

#### **Project and Application Development (End-to-End)**

- Identify, cultivate, and refine project concepts aligned with Region 3 priorities and GO Virginia eligibility criteria.
- Engage existing and new regional stakeholders to develop viable project partnerships and project scopes of work.
- Support applicants throughout the whole application lifecycle, including project design, narrative development, budget formulation, and preparation of required attachments.
- Assist in responding to Virginia Department of Housing and Community Development requests for clarification and supplemental information during application review.
- Support preparation of materials and responses related to GO Virginia State Board consideration through final approval.

### **Council and Committee Support**

- Provide staff support to the Region 3 Council and its standing and ad hoc committees for project-related matters in collaboration with the Program Director.
- Prepare background materials, project summaries, analyses, and briefing documents for Council and committee review.
- Participate in Council and committee meetings, as appropriate, to support project discussions and decision-making.

### **Stakeholder and Applicant Engagement**

- Serve as a primary point of contact for applicants and project partners during application preparation.
- Provide applicants with hands-on guidance, mentoring, and technical assistance to improve project readiness and competitiveness.
- Facilitate coordination among multi-partner project teams from concept through approval.

### **Support and Continuity**

- Provide strategic counsel to the Program Director and the Region 3 Council based on prior experience leading Region 3 programmatic efforts.
- Maintain institutional knowledge and historical context to support continuity and informed decision-making.
- Assist in maintaining a robust and forward-looking project pipeline.

### **Role Boundaries**

- Operates in a support and advisory capacity and does not hold fiduciary authority, contractual authority, or final decision-making responsibility.
- Does not serve as the formal liaison with the Virginia Department of Housing and Community Development or represent the Region 3 Council in official State Board matters.

## **III. Collaborative Staffing Model and Budget Alignment**

The Program Director and Project Coordinator serve as a *collaborative staff team*, providing coordinated support to the Region 3 Council and its standing and ad hoc committees. The Program Director retains final authority for Council support, compliance, and project advancement, while the Project Coordinator provides sustained, end-to-end project and application development support.

Compensation for both positions is supported entirely within existing budget resources and does not require additional funding outside the Region 3 Council's FY2025-2026 budget.





**DATE:** March 12, 2026

**TO:** Region 3 Executive Committee

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

**RE: Proposed Services Agreement by the UVA Weldon Cooper Center for Public Service – FY2026-2027 and FY2027-2028**

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As a follow-on to the Region 3 Council staffing transition plan presented earlier, I have prepared a working draft of the Cooper Center Services Agreement, along with its accompanying Appendix A. This document reflects the most current format for these agreements. A working draft copy was provided to Cooper Center's Acting Director, Laura Hennessy, and the Virginia Institute of Government's Managing Director, Charles Hartgrove, in early February.

The document details the fee that the Cooper Center will charge the Region 3 Council through the Southside Planning District Commission, its support organization and fiscal agent. The Region 3 Council's fee is included in the proposed FY2026-2027 Region 3 Council operating budget. Additionally, the services (duties) to be performed by the Project Coordinator precisely mirror those outlined in the *Roles and Responsibilities* document approved by the Region 3 Council.

Essentially, the Services Agreement reflects the terms and conditions of the partnership since its inception in FY2020-2021. The only adjustment, aside from the periodic annual compensation increases, is a reapportionment of the Region 3 Council's compensation participation ratio from 88% during the period FY2020-2021 through FY2025-2026 to 75% for FY2026-2027 and FY2027-2028. The Cooper Center's participation ratio was 12% earlier and has now increased to 15% under the new agreement.

This adjustment was made to reflect the Region 3 Council's fee reduction and to acknowledge the Cooper Center's current support of \$15,532 for FY2025-2026. The current Cooper Center funding amount is carried over into the first year of the new agreement. When combined, the compensation from the Region 3 Council and Cooper Center, relative to the Project Coordinator's minimum weekly hours, is fair and competitive.

If this working draft of the Services Agreement appears to meet the needs and expectations of the Region 3 Executive Committee, then a favorable recommendation to the Region 3 Council for its April 15<sup>th</sup> meeting would be appropriate.

Since this is a working draft and the Cooper Center's Acting Director has not provided guidance on its form and substance, it may therefore be subject to future edits. The Executive Committee's action should be contingent on any edits made by the Acting Director, which I will communicate to the Committee members when received.

**RECOMMENDATION:**

Per the Region 3 Executive Committee's discussion.



## Agreement for Services Provided by the Weldon Cooper Center for Public Service

The Rector and Visitors of the University of Virginia (“University”) agrees to provide services (“Services”) to the [GO Virginia Region 3 Council and the Southside Planning District Commission, VA] (“Client(s)”). These services are provided pursuant to the below service terms and conditions, coupled with the Client’s request for Services and any quotation that may be provided by the University to the Client and shall constitute the entire legally binding agreement (“Agreement”) between the University and the Client for the Services provided. Terms or conditions set forth in any request, purchase order, or other form issued by the Client shall be for administrative and tracking purposes only and shall have no legal or binding effect on this Agreement.

### 1. Scope of Services, Timeline, and Budget

A detailed scope of work, budget, and timeline are attached and incorporated herein as Appendix “A”

Timeline: FY2026-FY2027 and FY2027-2028

Total Cost (“Fee”) to the Client: \$52,000 (FY2026-FY2027

\$53,560 (FY2027-FY2028)\*

\* The fee for FY2027–2028 includes a three percent (3%) year-over-year competitive market compensation adjustment, contingent on funding from the Clients and the Project Coordinator’s satisfactory performance.

Project Name:

**GO Virginia Region 3 Council Staffing Support for Project Coordinator Position**

### 2. Billing

The University shall invoice the Client as set forth in Appendix A, and Client shall pay the University within thirty (30) days of the receipt of such invoice. All payments hereunder shall be made payable to the “University of Virginia” (Tax ID# 54-6001796) and must be remitted as directed on the invoice. Amounts unpaid after thirty (30) days from the date of the invoice will accrue interest as allowed by law until paid.

### 3. Publications and Publicity

In any scholarly publications incorporating the results of the Services, the Client shall include an appropriate acknowledgment of the University. The Client agrees not to use the name of the University in any advertising or publicity material or to make any form of representation or statement which would constitute an express or implied endorsement by the University of any

commercial product or service, or to authorize others to do so, without first having obtained written permission from the University.

#### **4. Intellectual Property and Data Rights**

It is recognized and understood that rights to the existing inventions and technologies of the Client and the University are not affected by this Agreement, and that this Agreement does not endow or create in either party any claims or rights in or to such existing inventions and technologies. All personally identifiable information will be housed in a secure environment. The University reserves the right to withhold personally identifiable information from its Services and reports to the Client. The University will not, under any circumstances release or provide the data collected under this Agreement to any third party without permission from the Client.

University grants to the Client a nonexclusive, irrevocable, perpetual, worldwide, royalty-free, transferable and sublicensable license for noncommercial purposes to use, display, perform, reproduce, publish, copy, archive, excerpt, distribute, create derivative works from and otherwise disseminate, in whole or in part, any or all of the Services.

#### **5. Confidentiality**

- A. The parties acknowledge that providing a quotation and providing the Services may require disclosure and exchange of proprietary or confidential information (“Confidential Information”). For the purposes of this Agreement, “Confidential Information” shall be defined as information (scientific or business), data, know-how, whether written or oral, technical or non-technical, as well as tangible materials, including without limitation, samples, specimens, models, drawings, or diagrams which a party receives from the other party.
- B. With respect to any and all Confidential Information which either party receives from the other, the receiving party agrees to: (i) use such Confidential Information only in connection with its performance of this Agreement; (ii) disclose such Confidential Information only to employees or agents that agree to be bound by these confidentiality obligations or who are subject to policies regarding maintenance of confidential business information no less restrictive than the obligations herein; and (iii) take all reasonable precautions to prevent the disclosure of such Confidential Information to any third-party without the prior written consent of the providing party.
- C. Confidential Information does not include, and the obligations of confidentiality shall not apply to, information which: (i) is not clearly marked as confidential at the time of disclosure, or in the case of oral disclosure not identified as confidential at the time of disclosure and summarized in a writing marked confidential and delivered to the receiving party within ten (10) business days of disclosure; (ii) was known to the receiving party prior to receipt of any Confidential Information hereunder as set forth in written records; (iii) at the time of disclosure to the receiving party was in the public domain, or which after disclosure entered the public domain through no fault of the receiving party; (iv) is hereafter made available to the receiving party from any third-party with an apparent right to do so on a non-confidential basis; (v) is developed independently by the University or Client, as can be

demonstrated by written records, without reliance on or use of the other party's Confidential Information; or (vi) is required by law, regulation, subpoena, government order or judicial order to be disclosed, provided the receiving party shall promptly notify the party who provided the information upon such request for disclosure (unless such notification is prohibited by law) and prior to such disclosure to permit the providing party to oppose same by appropriate legal action. The Client understands and acknowledges that the University is a public agency of the Commonwealth of Virginia and is subject to the Virginia Freedom of Information Act, Va. Code §2.2-3700 et seq.

- D. The University retains the right to refuse to accept any such information which is not considered to be essential to the completion of the project.
- E. The confidentiality obligations of this Section shall survive for a period of five (5) years following the performance of the Services, or in the case of personally identifiable information as long as required by law.

The obligations of the University under this paragraph shall survive and continue for one (1) year after this Agreement ends.

## **6. Liability**

- A. TO THE FULLEST EXTENT ALLOWABLE UNDER APPLICABLE LAW, SERVICES AND DELIVERABLES PROVIDED TO CLIENT PURSUANT TO THIS AGREEMENT ARE PROVIDED "AS IS" WITHOUT WARRANTY OF ANY KIND, EITHER EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT.
- B. The Client will indemnify and hold harmless the University from and against any and all losses, claims, demands, damages, liabilities, and costs incurred that directly or indirectly result from or arise in connection with: (i) any breach of this Agreement by the Client, its employees or agents; (ii) any negligent act or omission of, or breach of any applicable law by, the Client, its employees or agents, in the performance of its obligations under this Agreement; and (iii) the Client's use, sale or distribution of, or any product liability (including, but not limited to, actions in the form of tort, warranty, or strict liability) or copyright or patent infringement actions related to the Services. This indemnity obligation does not apply to transactions where the Client is a governmental entity lacking legal authority to provide indemnity. Nothing contained in this Agreement shall be considered to be a waiver of the sovereign immunity of the University or the Commonwealth of Virginia.
- C. Except for the Client's indemnity obligations contained herein, in no event shall either party be liable for any indirect, incidental, special, consequential, punitive, or other damages resulting from performance or non-performance under this Agreement for any reason, including, but not limited to, damages for loss of profits, use, data or other intangibles, even if such party had been advised of the possibility of such damages.
- D. The obligations of this Section 6 shall survive the termination or expiration of this Agreement.

## **7. Term and Termination**

- A. The term of this Agreement shall commence upon signing of this agreement and conclude upon the completion of the Services and payment of the Fee due hereunder.
- B. If a Client wishes to cancel the Services after it has accepting a quotation, it must immediately notify the University by phone or email. Notwithstanding the foregoing, if the Client cancels the Services after performance of the Services has commenced, the Client shall pay UVA all monies due on a pro rata basis for services rendered and expenses incurred by UVA up to the date of termination.

## **8. General Provisions**

This Agreement constitutes the entire agreement between the parties on the subject matter hereof, and supersedes all prior contracts, agreements, and understandings relating to the same subject matter between the parties. The headings appearing in this Agreement are for convenience and reference only and are not intended to, and shall not, define or limit the scope of the provisions to which they relate. The invalidity or unenforceability of any terms or provisions hereof in any jurisdiction shall in no way affect the validity or enforceability of any of the other terms or provisions in that jurisdiction, or of the entire Agreement in any other jurisdiction. No course of dealing between the parties or any delay on the part of either party in exercising any rights it may have under this Agreement shall operate as a waiver of any of the rights of such hereunder. This Agreement may not be modified except in a writing signed by an authorized representative of each party. This Agreement shall be construed under, and the rights of the parties hereto shall be governed by, the laws of the Commonwealth of Virginia, without regard to its conflict of laws principles.

*[the remainder of this page is intentionally blank]*

In Witness Whereof, the parties hereto have caused this Agreement to be executed as of \_\_\_\_\_.

THE RECTOR AND VISITORS  
OF THE  
UNIVERSITY OF VIRGINIA

CLIENT

By: \_\_\_\_\_

By: \_\_\_\_\_

Name Laura Hennessey

Name \_\_\_\_\_

Title Acting Executive Director  
Weldon Cooper Center for  
Public Service

Title Chair, GO Virginia Region 3  
Council

Date \_\_\_\_\_

Date \_\_\_\_\_

By: \_\_\_\_\_

Name Andy Wells

Title Executive Director, Southside PDC

Date \_\_\_\_\_

# Appendix A: Scope of Services, Timeline, and Budget

**Project Name:** GO Virginia Region 3 Council Staffing Support for Project Coordinator Position

**Clients:** GO Virginia Region 3 Council and the Southside Planning District Commission

**Date(s):** Timeline: FY2026-FY2027 and FY2027-2028

## **GO Virginia Region 3/SPDC Total Budget:**

\$52,000 (FY2026-2027) – 85% of total position compensation

\$53,560 (FY2027-2028) – 85% of total position compensation\*

\* The fee for FY2027–2028 includes a three percent (3%) year-over-year competitive market compensation adjustment for the position, contingent upon funding availability from the Clients and the Project Coordinator’s satisfactory performance.

## **University Support Budget:**

\$15,532 (FY2026-2027) – 15% of total position compensation

\$15,998 (FY2027-2028) - 15% of total position compensation\*

\* The fee for FY2027–2028 includes a three percent (3%) year-over-year competitive market compensation adjustment for the position, contingent upon funding availability from the University and the Project Coordinator’s satisfactory performance.

## **About VIG**

### **Organization, size and structure**

The Virginia Institute of Government (VIG) is a business unit of the Weldon Cooper Center for Public Service at the University of Virginia. VIG has seven full-time employees and a team of consultants, facilitators, instructors, and subject matter experts.

### **Experience and qualifications**

VIG was established in 1994 by the Virginia General Assembly to provide training, technical assistance, and information resources to its member local governments. Due to the changing needs of Virginia communities over the last quarter century, VIG has expanded beyond its original mission. The goal of VIG is to become the central navigator for local governments to assist in building governance capacity and developing dynamic leaders at all levels. This is achieved by curating a portfolio of services, partnerships, and best practices to serve our members and other clients.

Through the Senior Executive Institute (SEI), LEAD and Leap programs, VIG provides professional development to local government leaders from communities across the country. Our staff also supports the continuing education programs and conferences for the Virginia Local Government

Management Association, Treasurers Association of Virginia, and Commissioners of the Revenue Association of Virginia.

VIG is a unit of the Weldon Cooper Center for Public Service at the University of Virginia. VIG draws regularly on the Cooper Center's intellectual and technological expertise to develop and deliver services. The director, Charles Hartgrove, is responsible for leading VIG's staff, daily operations, professional development programs, and consulting services.

VIG has the ability to pull from subject matter experts within the Cooper Center, the University at-large, and external partners with experience designing and delivering programming for state and local government elected officials, senior executives, and staff.

## Primary Contact

### For the Virginia Institute of Government:

R. Bryan David, AICP  
Program Director\_Southern Virginia/GO Virginia Region 3  
Virginia Institute of Government  
Mobile: 540.395.6504  
Email: bryan.david@virginia.edu

## Proposal

### GO Virginia Region 3 Council Staffing Support for Project Coordinator Position

The Virginia Institute of Government will provide staffing for the Project Coordinator who will support the Program Director and the GO Virginia Region 3 Council by providing end-to-end project and application development support, from initial concept identification through GO Virginia State Board approval. The role will leverage deep institutional knowledge, regional relationships, and prior strategic leadership experience to strengthen project quality, applicant readiness, and continuity.

The Project Coordinator will work collaboratively with and under the direction of the Program Director.

### Key Responsibilities

#### a. **Project and Application Development (End-to-End)**

##### Services will include:

- Identify, cultivate, and refine project concepts aligned with the Region 3 Council's priorities and GO Virginia eligibility criteria.
- Engage existing and new regional stakeholders to develop viable project partnerships and project scopes of work.
- Support applicants throughout the entire application lifecycle, including project design, narrative development, budget formulation, and preparation of required attachments.
- Assist in responding to requests for clarification and supplemental information from the Virginia Department of Housing and Community Development during application review.
- Support preparation of materials and responses for GO Virginia State Board consideration through final approval.

#### b. **Council and Committee Support**

##### Services will include:

- Provide staff support to the Region 3 Council and its standing and ad hoc committees on project-related matters in collaboration with the Program Director.
- Prepare background materials, project summaries, analyses, and briefing documents for Council and committee review.

- Participate in Council and committee meetings, as appropriate, to support project discussions and decision-making.

**c. Stakeholder and Applicant Engagement**

Services will include:

- Serve as the primary point of contact for applicants and project partners during application preparation.
- Provide applicants with hands-on guidance, mentoring, and technical assistance to enhance project readiness and competitiveness.
- Facilitate coordination among multi-partner project teams from concept through approval.

**d. Role Boundaries**

Services will include:

- Operates in a support and advisory capacity and does not hold fiduciary, contractual, or final decision-making authority.
- Does not serve as the formal liaison with the Virginia Department of Housing and Community Development or represent the Region 3 Council in official matters before the State Board.

**e. Expected Outcomes**

- The Program Director and Project Coordinator serve as a collaborative staff team, providing coordinated support to the Region 3 Council and its standing and ad hoc committees. The Program Director retains final authority over Council support, compliance, and project advancement, while the Project Coordinator provides sustained, end-to-end support for project and application development.

**PROPOSED STAFFIN TIMELINE**

Year 1 – July 1, 2026, to June 30, 2027 (FY2026-2027)

Year 2 – July 1, 2027, to June 30, 2028 (FY2027-2028)

The Project Coordinator will provide approximately 12 hours of professional support per week and will be available as needed to fulfill the responsibilities outlined above. The Program Director will exercise professional judgment and discretion in allocating time to these responsibilities.

Work will begin effective July 1, 2026, and conclude by June 30, 2028.

## **PROFESSIONAL FEES**

### **GO Virginia Region 3/SPDC Total Budget:**

\$52,000 (FY2026-2027) – 85% of total position compensation

\$53,560 (FY2027-2028) – 85% of total position compensation\*

\*The fee for FY2027–2028 includes a three percent (3%) year-over-year competitive market compensation adjustment for the position subject to the availability of funding from the Clients and the Project Coordinator’s satisfactory performance.

### **University Support Budget:**

\$15,532 (FY2026-2027) – 15% of total position compensation

\$15,998 (FY2027-2028) – 15% of total position compensation\*

\*The fee for FY2027–2028 includes a three percent (3%) year-over-year competitive market compensation adjustment for the position subject to the availability of funding from the University and the Project Coordinator’s satisfactory performance.

Reimbursable Expenses - None

## **PROJECT RESUME**

### **R. Bryan David, AICP**

Mr. David serves as an Economic and Community Development:Local Government Specialist at the University of Virginia’s Weldon Cooper Center for Public Service and the Virginia Institute of Government, advancing economic, workforce, and community development in the Commonwealth. His work includes a partnership between the Cooper Center and the Growth and Opportunity Virginia Region 3 Council. After serving as Program Director for the GO Virginia Region 3 Council (2020-2026), he serves as Project Coordinator and collaborates directly with an extensive network of business and education leaders, partner organizations, and engaged residents. The Region 3 Council covers a 13-county region and the Cities of Danville and Martinsville in Southern Virginia.

With over 30 years of professional experience, Bryan has served rural Virginia localities as a County Administrator and held other leadership roles in local government. He also headed Virginia’s Region 2000 Partnership - Economic Development Council, serving the Lynchburg metropolitan region.

He earned a Master of Urban and Regional Planning from Virginia Commonwealth University, a postgraduate Certificate in Litigation from the National Center for Paralegal Training, and a Bachelor of Arts in Political Science from Hampden-Sydney College.

He serves on the Mid-Atlantic Broadband Communities Corporation Board of Directors, chairs the Council for Rural Virginia, serves on the James Solomon Russell - Saint Paul's College Museum and Archives Advisory Board, serves on the Virginia Business Roundtable for Early Education, and on the Virginia Rural Leadership Institute Advisory Committee (2019-2026).

His professional memberships include the American Institute of Certified Planners, the Virginia Economic Developers Association and its Public Policy Network and Rural Shared Interest Group, the American Planning Association and its Virginia Chapter, and the Virginia Local Government Management Association. He is a graduate of the University of Virginia's Senior Executive Institute.





**DATE:** March 12, 2026

**TO:** Region 3 Executive Committee

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

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

**RE: GO Virginia Region 3 Nominating Committee Report**

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In accordance with past practice, the Executive Committee receives a report from the Nominating Committee (L. Willis, R. Lail) on upcoming council and executive committee appointments for the next fiscal year (7.1.26-6.30.27).

There are no members of the Region 3 Council whose terms expire on June 30th except Lauren Willis and Randy Lail. They had agreed to serve an additional year as Chair and Vice Chair, respectively, for transition purposes until June 30<sup>th</sup>. New private-sector members in the eastern and northern subregions will need to be appointed by the Region 3 Council to fill their unexpired terms from July 1, 2026, through June 30, 2027.

The only remaining appointment is a private-sector representative from the western subregion to replace James McClain, who left the Council on June 30, 2025. So far, no private-sector candidate has been identified or approached for this appointment to date.

The Region 3 Council will hold its annual organizational meeting on April 15<sup>th</sup>. During this meeting, the Region 3 Council will approve the Chair and Vice Chair for 2026-2027.

The Region 3 Council bylaws provide that "...the council must be chaired by a citizen member from the region with significant private-sector business experience." It has been customary for the Vice Chair to have similar experience.

The current Chair, Lauren Willis, and Vice Chair, Randy Lail, have discussed a potential succession plan for these leadership roles, which will be presented to the Executive Committee at the March 18<sup>th</sup> meeting. Accordingly, the Executive Committee will recommend it to the Region 3 Council at its April 15<sup>th</sup> meeting.

**RECOMMENDATION:**

For the Region 3 Executive Committee's consideration.

# PROGRAM DIRECTOR'S REPORT



**DATE:** March 12, 2026

**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: Proposed State Funding for GO Virginia and GO TEC**

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As you may recall, there have been several letters over the past weeks communicating the Region 3 Council's position on the funding proposed for GO Virginia and GO TEC in the Governor's, Senate's, and House's versions of the budget. These letters were sent in partnership with other regional councils, and one was requested by the Institute for Advanced Learning on its behalf.

Another letter from the regional council chairs addressed to Governor Spanberger was circulated late last week with only a one-day turnaround. The main purpose of the letter was to seek the Governor's support in restoring \$9.34M to the GO Virginia biennial appropriation and to acknowledge the shift of the GO TEC funding from the GO Virginia appropriation. A copy of the draft letter is attached.

Given the letter's nature and content, Randy agreed to sign it on behalf of the Region 3 Council. A draft of the letter is attached. It is my understanding that the letter had not received all the regional council chairs' signatures until March 11<sup>th</sup>, and it was to be sent to the Governor afterward.

The funding status for GO Virginia and GO TEC is unknown because the budget conferees have not yet produced an agreed-upon proposed budget for the Senate and the House of Delegates to approve, and then send to the Governor for review.

**RECOMMENDATION:**

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



DRAFT

March 5, 2026

The Honorable Abigail D. Spanberger  
Governor of Virginia  
Office of the Governor  
1111 East Broad Street  
Richmond, VA 23219

**Re: Restore GO Virginia Funding in the Final FY27–28 Biennial Budget (GO TEC Transfer Reversal Should Not Become a Net Cut)**

Dear Governor Spanberger:

As Chairs of the Growth & Opportunity Virginia (GO Virginia) Regional Councils, we write to request that the final FY27–28 biennial budget restore \$9.34 million over the biennium to GO Virginia that was removed in the introduced budget and is now being redirected to the General Fund. While the introduced budget proposed shifting these dollars from GO Virginia to support GO TEC, both the House and Senate budgets maintain the removal of these funds from GO Virginia but no longer direct them to GO TEC. As a result, GO Virginia absorbs the reduction without any corresponding workforce investment—contrary to the purpose cited for the original transfer.

As you know, GO Virginia is a bipartisan, business-led initiative that aligns local government, higher education, and private industry around regionally driven growth. To date, across our nine regions, GO Virginia has invested \$144 million in over 340 projects, leveraging over \$148 million in matching funds. Preserving GO Virginia’s flexibility and core purpose is especially important as Virginia navigates ongoing economic transition and competition for transformational private investment.

In our February 4 letter to the General Assembly’s money committee chairs, we expressed concern with the introduced proposal to use GO Virginia dollars for ongoing GO TEC operations—because GO Virginia was designed as a competitive, time-limited catalyst fund, not a source of recurring operational support. We emphasized that GO TEC is valuable and should be funded through the appropriate education and workforce appropriations structure, while protecting GO Virginia’s capacity to make new, high-impact regional investments.

Since then, the budget has shifted in an important way. While both chambers have moved away from funding GO TEC through GO Virginia, they have not returned the \$9.34 million to GO Virginia—instead redirecting it to the General Fund. This leaves GO Virginia facing a compounded impact in the same biennium, given that the earlier action removing \$10 million from the GO Virginia Competitive Fund was not restored. We are not seeking to relitigate that decision; rather, we raise it to underscore the practical effect: GO Virginia is now taking multiple reductions in a single cycle, diminishing the Commonwealth’s primary flexible tool for industry-driven, collaborative regional growth.



GO Virginia has been instrumental in strengthening regional collaboration and economic competitiveness statewide, and maintaining the integrity of its funding structure is essential to its continued success.

We would welcome the opportunity to provide any additional information that may be helpful as you and your team work toward a final budget agreement.

Sincerely,

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Pam Collie-Price  
Chair, Go Virginia Region 1

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John Anzivino  
Chair, GO Virginia Region 6

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Paul Denham  
Chair, Go Virginia Region 2

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Lisa Roger  
Co-Vice Chair, GO Virginia Region 7

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Randy Lail  
Vice Chair, Go Virginia Region 3

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Yolanda Shields  
Chair, GO Virginia Region 8

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Moses Foster  
Vice Chair, Go Virginia Region 4

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Rob Archer  
Chair, GO Virginia Region 9

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Tom Frantz  
Chair, Go Virginia Region 5