

**GOVA REGION 3
EXECUTIVE COMMITTEE
MEETING PACKET**

June 17, 2026



Executive Committee

Date and Time: June 17, 2026
10:00 a.m. – 12:00 p.m.

Location: All-virtual

Link: <https://tinyurl.com/fcmhvw4z>

Dial-In: 646-931-3860

Meeting ID: 339 011 5898

Password: 202011

Purpose Statement

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

AGENDA

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

Old Business

- VIII. Project PipelineBryan David

New Business

- IX. Letterpress Communications Marketing & Communications Contract (FY2026-2027).....Bryan David
- X. GO Virginia Region 3 Council Budget Amendments (FY2026-2027)..... Ann Wright
- XI. Region 3 Project Coordinator and Senior Program Advisor – Letters of InterestAnn Wright

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

- XII. GO Virginia Regional Council Assessment – Region 3
- XIII. GO Virginia Staffing Transition Update
- XIV. Pending Projects Report

Adjourn

MINUTES

GO VIRGINIA REGION 3 EXECUTIVE COMMITTEE
MEETING MINUTES
Wednesday, March 18, 2026

REGULAR BUSINESS

Call To Order

Vice Chair Lail called the GO Virginia (GOVA) Region 3 Executive Committee all-virtual meeting to order on Wednesday, March 18, 2026 at 10:00 a.m.

Roll Call and Confirmation of Quorum

Vice Chair Lail 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
Billy Gammel – DHCD - GO Virginia Senior Program Administrator		X
Alex McCoy – Virginia’s Heartland Alliance – Executive Director		X
Christin Jackson – Commonwealth Regional Council – Executive Director		X

Public Comments

No written or verbal public comments were received.

Declaration of Conflicts of Interest

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

Name	Organization(s)
Randolph Lail	Mid-Atlantic Broadband; SOVA Innovation Hub
Rhonda Hodges	Patrick Henry Community College
Clark Casteel	Danville Regional Foundation
Lauren Willis	Charlotte County Public Schools
Charley Majors	The Institute for Advanced Knowledge & Research; Mid-Atlantic Broadband; SOVA Innovation Hub

Approval of Minutes

Vice Chair Lail noted that the minutes of the December 17, 2025 Executive Committee meeting were received via email prior to the meeting and included in the meeting packet. **Elizabeth Leggett made a motion that the minutes from the December 17, 2025 Executive Committee meeting be approved as presented; the motion was seconded by Robert Bates and approved unanimously by roll call vote.**

Financial Reports & Project Update

Bryan David and Ann Wright presented the Financial Reports and Project Updates included in the meeting packet for the period ending February 28, 2026. **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.
- Southern Virginia Partnership for Health Science Careers (SOVA Partnership). It will establish coordinated training pathways in high demand healthcare fields, including medical technicians, behavioral health technicians, and nursing assistants, through a partnership involving Longwood University, Danville Community College, regional healthcare systems, and other higher education institutions.
- 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.

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

NEW BUSINESS

Project Application

Bryan David presented Virginia's Heartland Regional Economic Development Alliance Project application for consideration by the Executive Committee. 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. **Elizabeth Leggett made a motion to approve the application for submission to DHCD as presented; the motion was seconded by Amy Griffin and approved unanimously by roll call vote.**

Region 3 FY27 Budget

Bryan David presented the Region 3 FY27 Capacity Building (Operations) Budget which was included in the packet. **Amy Griffin made a motion to approve the Budget as presented; the motion was seconded by Robert Bates and approved unanimously by roll call vote.**

Staff Transition Plan

Bryan David discussed the status of the Staff Transition Plan. The Region 3 FY27 Budget details compensation for the new Project Coordinator position and the adjusted Program Director position which are supported entirely within existing budget resources.

Weldon Cooper Center Agreement

Bryan David presented the proposed FY27–FY28 Weldon Cooper Center Agreement with Region 3. The Cooper Center’s Acting Director has not yet provided guidance on the Agreement’s form and substance; therefore, it may be subject to future edits. The Executive Committee’s action should be contingent on any edits made by the Acting Director, which will be communicated to the Committee through a special called meeting once received.

Nominating Committee Report

The Nominating Committee recommended Robert Bates to serve as Chair and Elizabeth Leggett to serve as Vice Chair for the upcoming FY27 (July 1, 2026 through June 30, 2027). **Amy Griffin made a motion to accept the Nominating Committee recommendations for Chair and Vice Chair; the motion was seconded by Randy Lail and approved unanimously by roll call vote. Robert Bates abstained from the vote to elect him as Chair, and Elizabeth Leggett abstained from the vote to elect her as Vice Chair.**

PROGRAM DIRECTOR’S REPORT

Bryan David presented the Program Director’s Report as detailed in the meeting packet which included General Assembly actions on GO Virginia funding and the status of GO TEC funding.

ADJOURN

There being no additional business matters to be brought before the GOVA Region 3 Council, Vice Chair Lail adjourned the meeting at 11:40 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

GO Virginia Remittance Activity		GO VIRGINIA				
FY25 Budget Period: May 1, 2025 - May 31, 2026				<small>VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION</small>		
Report Period: May 2026						
FY25 Approved Budget Allocation						
Budget Categories	Operating Budget	Revision # 1	Remit # 13	Previous Remittances	Total to Date Remittances	Balance Remaining
PROGRAM OPERATIONS						
Audit	1,500.00	1,500.00	-	1,500.00	1,500.00	-
Meetings & Facilitation						
Special Events	-			-	-	-
Meetings & Trainings	6,750.00	1,190.68	279.74	840.68	1,120.42	70.26
Total Meetings & Facilitation	6,750.00	2,690.68	279.74	840.68	1,120.42	70.26
Supplies	150.00	35.28	-	35.28	35.28	-
Salaries - SPDC	84,000.00	106,614.68	5,675.69	94,843.75	100,519.44	6,095.24
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	-	9,000.00	9,000.00	-
Total Contract Services	122,902.00	98,654.36	-	74,233.63	74,233.63	24,420.73
Outreach/Marketing - Letterpress	32,880.00	40,755.00	2,625.00	36,575.00	39,200.00	1,555.00
Total Program Operations	248,182.00	248,750.00	8,580.43	208,028.34	216,608.77	32,141.23
PLANNING						
G & D plan Update	1,250.00	1,250.00	-	-	-	1,250.00
Technical Assistance	568.00			-	-	-
Total Planning	1,818.00	1,250.00	-	-	-	1,250.00
TOTAL	250,000.00	250,000.00	8,580.43	208,028.34	216,608.77	33,391.23

The Checking Account is comprised of	49,229.79	Local Funds (Martinsville-Henry Co EDC Match)
	433.93	Interest cumulative through May 2026
	49,663.72	Total Local Funds
	(8,580.43)	Payments
	41,083.29	Checkbook Register Balance

Payments included in Remittance # 13	
Letterpress April	2,625.00
SPDC April Salaries	5,675.69
SPDC Reimburse Southern Plenty Full Council	279.74
	-
Total	8,580.43

MBC MIDDLE MILE CONSTRUCTION

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

Report Period: May 2026

Sub-Grantee: Mid-Atlantic Broadband

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #12 4/15/2026	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 14,863.77	\$ 14,863.77	\$ -	\$ 14,863.77	\$ -
MBC Project Administration	\$ 384.41	\$ 384.41	\$ -	\$ 384.41	\$ -
Legal Expenses	\$ 171.21	\$ 171.21	\$ -	\$ 171.21	\$ -
A&E Fees	\$ 419,695.13	\$ 419,695.13	\$ -	\$ 419,695.13	\$ -
Contract Services	\$ 4,564,885.48	\$ 4,489,802.48	\$ 36,838.12	\$ 4,526,640.60	\$ 38,244.88
Awarded Total	\$ 5,000,000.00	\$ 4,924,917.00	\$ 36,838.12	\$ 4,961,755.12	\$ 38,244.88

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
SPDC Project Administration	\$ 32,203.41	\$ 32,203.41	\$ -	\$ 32,203.41	\$ -
MBC Project Administration	\$ 384.40	\$ 384.40	\$ -	\$ 384.40	\$ -
Legal Expenses	\$ 10,561.40	\$ 10,561.40	\$ -	\$ 10,561.40	\$ -
A&E Fees	\$ 617,144.06	\$ 617,144.06	\$ -	\$ 617,144.06	\$ -
Contract Services	\$ 4,339,706.73	\$ 5,622,457.63	\$ 36,838.11	\$ 5,659,295.74	\$ (1,319,589.01)
Match Total	\$ 5,000,000.00	\$ 6,282,750.90	\$ 36,838.11	\$ 6,319,589.01	\$ (1,319,589.01)
					*Overmatched

Status: GOVA funds are 99.2% expended. 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: May 2026

Sub-Grantee: Institute for Advanced Learning & Research

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories (FROM CAMS)	GOVA Budget	Previously Paid	DHCD Request Drawdown #12 3/9/2026	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 17,288.00	\$ 17,154.07	\$ -	\$ 17,154.07	\$ 133.93
Contract Services	\$ 332,243.69	\$ 262,929.43	\$ 7,758.90	\$ 270,688.33	\$ 61,555.36
Equipment (Freight, Inflationary)	\$ 292,146.96	\$ 292,146.96	\$ -	\$ 292,146.96	\$ -
Indirect Costs	\$ 256,114.00	\$ 195,610.16	\$ 20,031.78	\$ 215,641.94	\$ 40,472.06
Marketing (Outreach)	\$ 94,000.00	\$ 14,333.44	\$ 64,537.26	\$ 78,870.70	\$ 15,129.30
Salaries & Fringe	\$ 1,961,228.00	\$ 1,458,887.99	\$ 165,617.53	\$ 1,624,505.52	\$ 336,722.48
Supplies	\$ 151,602.79	\$ 125,358.75	\$ 666.45	\$ 126,025.20	\$ 25,577.59
Training	\$ 336,697.56	\$ 263,922.31	\$ 5,937.13	\$ 269,859.44	\$ 66,838.12
Travel	\$ 33,500.00	\$ 27,567.83	\$ 5,900.94	\$ 33,468.77	\$ 31.23
Awarded Total	\$ 3,474,821.00	\$ 2,657,910.94	\$ 270,449.99	\$ 2,928,360.93	\$ 546,460.07

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	\$ 426,560.76	\$ 7,533.75	\$ 434,094.51	\$ (33,594.51)
Salaries & Fringe	\$ 1,232,540.00	\$ 1,913,978.60	\$ 2,745.93	\$ 1,916,724.53	\$ (684,184.53)
Supplies	\$ 120,000.00	\$ 87.47	\$ -	\$ 87.47	\$ 119,912.53
Travel	\$ 10,000.00	\$ 9,306.66	\$ -	\$ 9,306.66	\$ 693.34
Match Total	\$ 2,426,079.00	\$ 3,017,855.60	\$ 10,279.68	\$ 3,028,135.28	\$ (602,056.28)

Status: GOVA funds are 85% expended. A final remittance is expected to drawdown most of the remaining funds. The Sustainability Plan is complete and will be presented to the State Board at an upcoming meeting. The disposition of the Plan is still pending before the State Board.

RISE Build-to-Scale

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

Report Date: May 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 #8 5/7/2026	Total Paid After Remittance	Grant Balance
SPDC Project Administration	\$ 30,000.00	\$ 13,095.82	\$ 1,121.19	\$ 14,217.01	\$ 15,782.99
Fiscal Management: MBC	\$ 20,000.00	\$ 20,000.00	\$ -	\$ 20,000.00	\$ -
Marketing: MBC	\$ 60,000.00	\$ 19,804.19	\$ 33,759.99	\$ 53,564.18	\$ 6,435.82
Contract Services	\$ 490,000.00	\$ 249,853.79	\$ 98,840.19	\$ 348,693.98	\$ 141,306.02
Awarded Total	\$ 600,000.00	\$ 302,753.80	\$ 133,721.37	\$ 436,475.17	\$ 163,524.83

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Marketing: MBC	\$ 50,000.00	\$ 45,428.56	\$ 4,468.59	\$ 49,897.15	\$ 102.85
Administration: MBC	\$ 60,000.00	\$ 52,298.64	\$ 601.26	\$ 52,899.90	\$ 7,100.10
Training	\$ 190,000.00	\$ 165,000.00		\$ 165,000.00	\$ 25,000.00
Match Total	\$ 300,000.00	\$ 262,727.20	\$ 5,069.85	\$ 267,797.05	\$ 32,202.95

Status: GOVA funds are 73% expended. Programs are ongoing. A 6-week Marketing Bootcamp was recently hosted by LetterPress. The Spring 2026 16-week Entrepreneur Workshop will graduate 25 participants in June. The 3rd annual RISE Summit will be held on October 16 in Danville and will feature an AM2 manufacturing track. To date, RISE has engaged 591 entrepreneurs, served 424 businesses, and facilitated access to \$603,593 in new capital. Businesses served have created 29 jobs, and entrepreneurs have launched 23 new startups.

GO TEC REGION 3 EXPANSION: CLOSED

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

Report Date: May 2026

Sub-Grantee: Institute for Advanced Learning & Research

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #3 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
Awarded Total	\$ 302,690.00	\$ 265,542.25	\$ 27,649.40	\$ 293,191.65	\$ 9,498.35

REQUIRED MATCHING FUNDS

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

Status: GOVA funds are 97% expended. A final remittance is expected to draw down the remaining funds. GO TEC administration received confirmation from the Brunswick County Public Schools superintendent that the space identified for the new GO TEC lab at James S. Russell Middle School is currently undergoing renovations. Work is expected to continue through the summer months. GO TEC staff have engaged school-level officials to assist with and coordinate efforts for final lab setup and program implementation. 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 total and 2 teachers have been trained, exceeding project goals.

ADVANCED MANUFACTURING TPI: CLOSED

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

Report Date: May 2026

Sub-Grantee: IALR

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #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
Awarded Total	\$ 116,744.50	\$ 37,475.43	\$ 63,514.62	\$ 100,990.05	\$ 15,754.45

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
Match Total	\$ 59,842.00	\$ 18,938.75	\$ 47,805.21	\$ 66,743.96	\$ (6,901.96)

Status: GOVA funds were 86% expended. Close out is in process. 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. Final data compilation and edits are in progress on the TPI Plan.

SVCC Occupational Training Facility

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

Report Date: May 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 #2 4/2/2026	Total Paid After Remittance	Grant Balance
Project Monitoring & Reporting	\$ 4,000.00	\$ -	\$ 1,014.41	\$ 1,014.41	\$ 2,985.59
Equipment	\$ 492,106.00	\$ 91,134.00	\$ 261,147.88	\$ 352,281.88	\$ 139,824.12
Contingencies	\$ 73,894.00	\$ -	\$ -	\$ -	\$ 73,894.00
Awarded Total	\$ 570,000.00	\$ 91,134.00	\$ 262,162.29	\$ 353,296.29	\$ 216,703.71

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
A&E	\$ 133,200.00	\$ -	\$ 123,284.37	\$ 123,284.37	\$ 9,915.63
Land Acquisition	\$ 151,800.00	\$ 151,800.00	\$ -	\$ 151,800.00	\$ -
Match Total	\$ 285,000.00	\$ 151,800.00	\$ 123,284.37	\$ 275,084.37	\$ 9,915.63

Status: GOVA funds are 62% expended. 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.

The Hub at 801

Grant Agreement Term: April 1, 2026 - March 31, 2028	 <small>VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION</small>
Report Date: May 2026	
Sub-Grantee: SOVA Innovation Hub	

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	\$ 20,000.00	\$ -	\$ -	\$ -	\$ 20,000.00
Fiscal Management/Accounting	\$ 20,000.00	\$ -	\$ -	\$ -	\$ 20,000.00
Equipment	\$ 350,000.00	\$ -	\$ -	\$ -	\$ 350,000.00
Contract Services	\$ 85,000.00	\$ -	\$ -	\$ -	\$ 85,000.00
Outreach	\$ 35,000.00	\$ -	\$ -	\$ -	\$ 35,000.00
Awarded Total	\$ 510,000.00	\$ -	\$ -	\$ -	\$ 510,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Contract Services	\$ 150,000.00	\$ -	\$ -	\$ -	\$ 150,000.00
Rent/Lease	\$ 110,000.00	\$ -	\$ -	\$ -	\$ 110,000.00
Match Total	\$ 260,000.00	\$ -	\$ -	\$ -	\$ 260,000.00

Status: No remittance activity has occurred to date. The project name has been amended from "SoVa Fab Lab" to "The Hub at 801." Renovations to accommodate equipment installation are ongoing. GOVA-funded equipment orders are expected upon completion of renovations.

BRIC (Blue Ridge Innovation Cooridor)

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

Report Date: May 2026

Sub-Grantee: BRIC



GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #1	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,000.00	\$ -	\$ -	\$ -	\$ 3,000.00
Contract Services	\$ 247,000.00	\$ -	\$ -	\$ -	\$ 247,000.00
Awarded Total	\$ 250,000.00	\$ -	\$ -	\$ -	\$ 250,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Contract Services- Harvest Foundation	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00
Contract Services- Montgomery	\$ 10,000.00	\$ -	\$ -	\$ -	\$ 10,000.00
Contract Services- Danville	\$ 5,000.00	\$ -	\$ -	\$ -	\$ 5,000.00
Contract Services- Pittsylvania	\$ 5,000.00	\$ -	\$ -	\$ -	\$ 5,000.00
Salaries- Boterourt	\$ 1,250.00	\$ -	\$ -	\$ -	\$ 1,250.00
Salaries- Franklin	\$ 1,250.00	\$ -	\$ -	\$ -	\$ 1,250.00
Salaries- Henry	\$ 1,250.00	\$ -	\$ -	\$ -	\$ 1,250.00
Salaries- Martinsville	\$ 1,250.00	\$ -	\$ -	\$ -	\$ 1,250.00
Match Total	\$ 125,000.00	\$ -	\$ -	\$ -	\$ 125,000.00

Status: No remittance activity to date. BRIC has hired Deloitte as the consulting firm to execute the plan, with SIR providing support. Introductions are being made between the BRIC and AM2 teams, as the projects will have significant crossover and potential synergy but are non-competing. The BRIC Executive Committee meets every other week, and the 70-member Steering Committee will meet monthly.

Industrial Skilled Trades Regional Expansion

Grant Agreement Term: July 1, 2026 - June 30, 2028

Report Date: May 2026

Sub-Grantee: Patrick & Henry Community College Foundation

GO VIRGINIA



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

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #1	Total Paid After Remittance	Grant Balance
Project Monitoring & Reporting	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00
DCC Salaries	\$ 150,450.00	\$ -	\$ -	\$ -	\$ 150,450.00
P&HCC Salaries	\$ 316,968.00	\$ -	\$ -	\$ -	\$ 316,968.00
SVCC Salaries	\$ 330,000.00	\$ -	\$ -	\$ -	\$ 330,000.00
Salaries TOTAL	\$ 797,418.00	\$ -	\$ -	\$ -	\$ 797,418.00
DCC Equipment	\$ 250,000.00	\$ -	\$ -	\$ -	\$ 250,000.00
P&HCC Equipment	\$ 42,568.00	\$ -	\$ -	\$ -	\$ 42,568.00
SVCC Equipment	\$ 50,000.00	\$ -	\$ -	\$ -	\$ 50,000.00
Equipment TOTAL	\$ 342,568.00	\$ -	\$ -	\$ -	\$ 342,568.00
Fees & Licenses (DCC Student Certs)	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00
Other (PHCC Paid Workplace)	\$ 156,800.00	\$ -	\$ -	\$ -	\$ 156,800.00
Awarded Total	\$ 1,346,786.00	\$ -	\$ -	\$ -	\$ 1,346,786.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
DCC Other (Programming)	\$ 150,000.00		\$ -	\$ -	\$ 150,000.00
P&HCC Other (WIOA + SFME)	\$ 72,627.00		\$ -	\$ -	\$ 72,627.00
Other TOTAL	\$ 222,627.00	\$ -	\$ -	\$ -	\$ 222,627.00
P&HCC Equipment	\$ 125,561.00		\$ -	\$ -	\$ 125,561.00
SVCC Equipment	\$ 145,000.00		\$ -	\$ -	\$ 145,000.00
Equipment TOAL	\$ 270,561.00	\$ -	\$ -	\$ -	\$ 270,561.00
Construction (SVCC Training Facility)	\$ 180,205.00		\$ -	\$ -	\$ 180,205.00
Match Total	\$ 673,393.00	\$ -	\$ -	\$ -	\$ 673,393.00

Status: No remittance activity to date; contract start date July 1, 2026. Onboarding has been completed with the sub-grantee and all project partners.

Danville Aviation Training Facility

Grant Agreement Term: **TBD**

Report Date: May 2026

Sub-Grantee: City of Danville

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #1	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,000.00	\$ -	\$ -	\$ -	\$ 3,000.00
Equipment	\$ 69,000.00	\$ -	\$ -	\$ -	\$ 69,000.00
Contingencies	\$ 20,000.00	\$ -	\$ -	\$ -	\$ 20,000.00
Awarded Total	\$ 92,000.00	\$ -	\$ -	\$ -	\$ 92,000.00

REQUIRED MATCHING FUNDS

Budget Categories from CAMS	Committed Match	Previous Match	Current Match	Total Match To Date	Match Balance
Construction- EDA	\$ 27,600.00	\$ -	\$ -	\$ -	\$ 27,600.00
Construction- Danville	\$ 18,400.00	\$ -	\$ -	\$ -	\$ 18,400.00
Match Total	\$ 46,000.00	\$ -	\$ -	\$ -	\$ 46,000.00

Status: No remittance activity to date. The contract is expected to be executed in June for a July 1, 2026 start date.

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
TOTAL ALLOCATIONS THROUGH: FY26						8,284,913.75				
MBC Middle Mile Construction	Site Development	Active	03/10/22		5,000,000			5,000,000.00	\$5,000,000.00	State Competitive
GO TEC Virginia 2025	Talent Evolution	Active	12/13/22		3,474,821			3,474,821.00	\$2,426,079.00	State Competitive
SOVA RISE Build to Scale	Startup Ecosystem	Active	09/12/23		600,000	600,000.00	300,000.00			Per Capita
GO TEC Region 3 Expansion	Talent Evolution	Active	06/04/24		302,690	302,690.00	303,500.00			Per Capita
Advanced Manufacturing/CEA Initiative	Talent Evolution	Active	12/10/24		116,745			116,745.00	\$59,842.00	Talent Pathways
The Hub at 801	Startup Ecosystem	Active	6/10/2025		510,000	510,000.00	260,000.00			Per Capita
SVCC Occupational Training Facility	Talent Evolution	Active	6/10/2025		570,000	570,000.00	285,000.00			Per Capita
VA's Gateway Region Site Dev (w/Region 4)	Site Development	Active	10/7/2025		11,111	11,111.00				Per Capita
Danville Aviation Training Facility	Talent Evolution	Approved	12/10/2025		92,000	92,000.00	46,000.00			Per Capita
Blue Ridge Innovation Corridor (w/Region 2)	Cluster Scale Up	Active	12/10/2025		250,000			250,000.00	\$125,000.00	State Competitive
Industrial Skills Trades Regional Expansion	Talent Evolution	Active	12/10/2025		1,346,786	857,383.32	673,393.00	489,402.68		State Competitive
Heartland Regional Site Development Planning	Site Development	Proposed			94,000	94,000.00	47,000.00			Per Capita-Planning
TOTAL PROJECT FUNDING					23,797,983	8,085,771.28	9,718,318.60	14,963,072.65	\$13,315,497.00	
PER CAPITA PROJECT AVAILABLE BALANCE						199,142.47				
<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 to Date

Project Name	G & D Plan Investment Strategy	Project Status	Award Date	Fiscal Close Out Report Date	Grant Amount Awarded	Per Capita Grant Amount Expended	State Competitive Amount Expended	Per Capita Project Match	State Competitive Match	Funding Pool
TOTAL ALLOCATIONS THROUGH: FY26						8,284,913.75				
GO TEC Phase 1	Talent Evolution	Closed	02/13/18	3/12/2021	648,000	617,172.79		1,966,230.33		Per Capita
SOVA Innovation Hub	Startup Ecosystem	Closed	07/25/18	6/30/2020	80,000	79,919.80		79,919.81		Per Capita-Planning
GO TEC Phase 2A	Talent Evolution	Closed	03/12/19	6/30/2021	1,320,787		1,320,787.00		\$2,157,605.00	State Competitive
E&I Strategic Initiative	Startup Ecosystem	Closed	10/09/19	1/13/2021	100,000	77,662.12		90,641.32		Per Capita
Operation Last Mile Drone	Cluster Scale Up	Closed	04/15/20	10/15/2020	75,000		75,000.00		\$84,198.00	COVID ERR Fund
IALR Common Platform	Talent Evolution	Closed	04/15/20	12/15/2021	90,140	88,914.96		119,369.53		Per Capita-Planning
GO TEC Phase 2B	Talent Evolution	Closed	06/23/20	9/30/2022	3,575,741		3,360,247.21		\$2,672,970.00	State Competitive
MBC Middle Mile Planning	Site Development	Closed	08/04/20	12/31/2022	100,000	99,017.68		891,159.12		Per Capita-Planning
Bridge to Recovery	Cluster Scale Up	Closed	06/23/20	9/27/2023	925,000		767,818.64		\$722,303.00	COVID ERR Fund
E&I Implementation	Startup Ecosystem	Closed	03/16/21	9/29/2023	449,000	448,120.25		418,229.59		Per Capita
SVRA Site Development	Talent Evolution	Closed	09/23/21	12/31/2025	1,534,900	1,494,464.19		767,450.00		Per Capita
ExperienceWorks	Talent Evolution	Closed	09/23/21	3/31/2024	515,628	321,436.64		257,814.00		Per Capita
Controlled Environment Ag (CEA) Planning	Cluster Scale Up	Closed	11/29/21	6/30/2023	77,803	77,315.50		40,230.90		Per Capita-Planning
SEED Innovation Hub	Startup Ecosystem	Active	12/15/21	5/1/2026	674,304	651,139.21		2,368,222.00		Per Capita
VGA Refresh Planning	Site Development	Closed	01/19/22	12/31/2023	100,000	100,000.00		51,000.00		Per Capita-Planning
MBC Middle Mile Construction	Site Development	Active	03/10/22		5,000,000		5,000,000.00		\$5,000,000.00	State Competitive
Gupton Initiative (\$64,200 from Regions 1,2,4,8)	Talent Evolution	Closed	06/23/22	12/31/2023	99,200	99,177.65		55,000.00		Per Capita-Planning
CRC REDO Planning	Site Development	Closed	08/18/22	1/31/2024	65,000	64,279.45		44,500.00		Per Capita-Planning
GO TEC Virginia 2025	Talent Evolution	Active	12/13/22		3,474,821		3,474,821.00		\$2,426,079.00	State Competitive
PHCC GO TEC Welding Instructor	Talent Evolution	Closed	03/14/23	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
SoVA Health Sciences Careers Planning	Talent Evolution	Closed	09/12/23	3/31/2025	133,000		108,251.12		\$67,500.00	Talent Pathways
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
Advanced Manufacturing/CEA Initiative	Talent Evolution	Active	12/10/24		116,745		116,745.00		\$59,842.00	Talent Pathways
Co-Location of Data Centers & CEA	Site Development	Active	12/10/24	3/23/2026	52,000	51,907.53		26,020.00		Per Capita-Planning
Chamber-AI Project (\$50,000 from Region 2)	Talent Evolution	Active	3/5/2025	4/22/2026	100,000	91,469.79		50,000.00		Per Capita-Planning
The Hub at 801	Startup Ecosystem	Active	6/10/2025		510,000	510,000.00		260,000.00		Per Capita
SVCC Occupational Training Facility	Talent Evolution	Active	6/10/2025		570,000	570,000.00		285,000.00		Per Capita
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OLD BUSINESS

PROJECT PIPELINE



DATE: June 10, 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 'FROM' line.

RE: Project Pipeline Report

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

I. **CEA Innovation Center Research Building Expansion**

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

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

-a grant application to the Southern Crescent Regional Commission (SCRC) for the project was submitted earlier this year. 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.

-subsequently, the Tobacco Commission approved a \$350,00 grant at its January 12, 2026, meeting, and the grant award is in process.

-a GO Virginia Region 3 implementation grant can now be developed to fund equipment to ready-fit the greenhouse for research, with a funding request of approximately \$150,000.

-based on updated information from Dr. Lowman, the GO Virginia Region 3 application will be considered by the Region 3 Council at its meeting on October 21st and then by the GO Virginia State Board at its meeting on December 8th.

-the equipment should be ordered in spring 2027.



Region 3 Executive Committee
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II. 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 held on February 23rd. There were approximately twenty-five (25) attendees.

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

-over the past number of months, Derek Smith (Resource Innovation Institute) approached a number of companies that develop and/or operate data centers and CEA greenhouses, as well as a principal with the Netherlands-based model identified in the Feasibility Study, to request a cash match. These companies view the model and GO Virginia Region 3 leadership as timely, given each company's strategic business interests in North America. These discussions have continued to date.

-since early February, I have been aware of a study resolution sponsored by Delegate Richard Sullivan (D-Arlington) that directs the Virginia Department of Energy to prepare a report and recommendations on the beneficial uses of waste heat from data centers. Here's a link to the adopted resolution: [Chapter 591](#). The report is due in September 2026.

-I sent Delegate Sullivan all of the co-location information developed to date by the Region 3 Council, the CEA Innovation Center, and Resource Innovation Institute. He expressed great interest in February but wanted to wait until after the General Session ended to meet.

-Scott Lowman, Derek Smith, and I met with Delegate Sullivan in early May. The meeting was highly productive, and Delegate Sullivan is engaged in the co-location strategy and the work to date.



Region 3 Executive Committee
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-at Delegate Sullivan's request, I have been invited to serve on the workgroup representing our project team. The workgroup will meet in late June and July.

-in parallel with this opportunity, Scott Lowman and I met with the Secretary and Assistant Secretary of Agriculture and Forestry, Katie Frazier and Caroline Buscaglia, on June 1st. The meeting aimed to introduce the CEA Innovation Center and Scott Lowman, provide information about the CEA Summit East in October, and brief them on the co-location project and Delegate Sullivan's study.

-Delegate Sullivan encouraged us to brief them on the project and the study. Also, Secretary Frazier and I served on the Council for Rural Virginia, and she was knowledgeable about our colocation work before her appointment.

-Secretary Frazier contacted the Secretary of Commerce and Trade, Carrie Chenery, following our meeting and requested that her office be represented on the workgroup. The Virginia Department of Energy is part of the Commerce and Trade Secretariat.

-as a result of these events, we will pause the Farm Park planning grant application to await the workgroup's outcome. Based on the discussion with Delegate Sullivan, he likely expects to introduce bills for the 2027 General Assembly session that could include the substance of this Region 3 planning grant.

-further updated information will be available for the Region 3 Council at its meeting on July 15th.

III. **Southern Virginia Partnership for Health Science Careers (SOVA Partnership)**

Background Information

-at its January 21st meeting, 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.

-since then, Dr. Brown and her colleagues at Longwood University and Danville Community College have met regularly to define the scope of work, budget, schedule, and deliverables for the implementation grant. This work involves 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, spanning community college credentials, four-year degrees, and postgraduate degrees. Currently, the identified pathways are medical technicians, behavioral health technicians, and nursing assistants.



Region 3 Executive Committee

June 10, 2026

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-each of these fields begins with a community college credential, then a community college degree, and progresses to four-year and postgraduate 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 on 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 additional 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 April 15th meeting. This would be followed by submission to DHCD GO Virginia staff by May 1st and by presentation to the GO Virginia State Board at its June 10th meeting.

-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. It would be submitted to DHCD GO Virginia staff by August 8th and presented to the GO Virginia State Board at its September 15th meeting.

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

Updated Information

-recently, a significant federal grant opportunity has become available that could support the SOVA Partnership. The program is part of HR1, passed by the US Congress in the summer, and a GO Virginia Region 3 implementation grant could use this federal funding as a match.

-the [Virginia Rural Healthcare Transformation Program](#) will run for multiple years, and in the coming year ~\$189MM has been allocated. As with all federal grants, there are a number of requirements and qualifications, the foremost being designation as a "rural" region under a federal definition. All of GO Virginia Region 3 is designated as rural for the program.

-in May, Governor Spanberger appointed Heidi Lail Hertz, MS, RD, as Director of Rural Health Transformation.



Region 3 Executive Committee
June 10, 2026
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-Dr. Brown and I agreed it was beneficial to pause development of the SOVA Partnership implementation grant until the federal program's details are better understood. Accordingly, I have coordinated a virtual informational meeting with Director Hertz for June 29th. Members of the SOVA and Blue Ridge Partnerships have been invited.

-the status of this grant and the federal funding opportunity will be provided to the Region 3 Council at its July 15th meeting.

IV. Virginia AI Innovation Hub & Venture Studios

Background Information

-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.

-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 for 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 in January. This project will need to align with the report's recommendations.

-a meeting was held with the project principals on February 16th 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, rather than with 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 held 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 a substantial amount of planning work is needed for an AI incumbent worker training program, a Region 3 planning grant will be pursued for review by the Executive Committee in July.



Region 3 Executive Committee
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Updated Information

-the principals at Smart Innovation Corporation have not followed up since my last communication in April regarding submitting a draft application.

-the project will be removed from the Project Pipeline until the principals request that it be moved forward.

V. Metals Workforce Training Center

Background Information

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

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

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

-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 direction from IALR leadership is awaited.

Updated Information

-the project principals with the Town of Bedford EDA have not communicated any updates on the application for several months.

-the project will be removed from the Project Pipeline until the principals request that it be moved forward.



Region 3 Executive Committee
June 10, 2026
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VI. RISE Regional Entrepreneurship & Innovation Strategy: Phase III (working title)

-the RISE Regional Entrepreneurship & Innovation Strategy: Phase III is a two-year regional implementation initiative to strengthen entrepreneurship, innovation, talent development, and business growth across GO Virginia Region 3.

-there are three components: Student Entrepreneurship Expansion; Regional Ecosystem Building and Local Capacity Development; and AI Literacy for Innovation Capacity.

-the project will focus on Region 3 priority sectors and address "...uneven access to entrepreneurial support services; limited innovation infrastructure in rural communities; insufficient entrepreneur and mentor networks; gaps in entrepreneurship education and talent development; limited AI readiness among small businesses; and the need for stronger regional coordination among ecosystem partners."

-this implementation grant will be led by Lauren Mathena at the SOVA Innovation Hub, with support from the SEDD Innovation Hub, the Southern Virginia Higher Education Center, the Institute for Advanced Learning and Research, and Patrick & Henry Community College's Dalton IDEA Center.

-the grant request will be for ~\$310,000, with a cash match from a grant to the SOVA Innovation Hub by the Open AI Foundation and a cash or in-kind match from the Southern Virginia Higher Education Foundation, the Longwood University Real Estate Foundation, and others in development.

-the application will be presented to the Project Review Committee during the week of July 7-10 and to the Region 3 Council at its July 15th meeting. The application will then be submitted to DHCD for consideration by the GO Virginia State Board at its September 8th meeting.

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: June 11, 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: Letterpress Communications Marketing & Communications Services Contract (FY2026-2027)

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

Attached is an updated proposal for FY2026-2027. As communicated to the Executive Committee and the Region 3 Council and Executive Committee at recent meetings, a 3.4% placeholder increase for FY2026-2027 was included in the adopted budget.

The total fee of \$35,340 is proposed, representing a 7.74% increase from the FY2025-2026 fee of \$32,800. There was no fee increase between FY2024-2025 and FY2025-2026.

There is an FY2026-2027 budget amendment pending for the Executive Committee that covers this increase of \$1,424.80 above the adopted budget figure.

Alex Veatch | CEO, and Karyn Keane | Project Manager, Social Media Manager, will attend the June 17th meeting to represent this matter.

RECOMMENDATION:

Accept the proposal for services as presented for FY2026-2027 as presented.



**LETTERPRESS COMMUNICATIONS
PROPOSAL FOR SERVICES**

GO Virginia Region 3 | Marketing & Communications

Prepared by Alexandra Veatch
Ronda Gentry

Services Marketing & Communications
Services

Date June 10, 2026

Version #2

Company GO Virginia Region 3

Attention Bryan David

Notes *Proposal is valid for 30 days.*

PROPOSAL GOALS

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

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

RETAINER COST	\$32,760/year
HOSTING COST	\$1,380/year
ANNUAL REPORT COST	\$1,200
TOTAL COST	\$35,340

MONTHLY RETAINER SERVICES

Starting July 1, 2026 and concluding on June 30, 2027, Letterpress will support GO Virginia Region 3 with 19.5 retainer hours per month (234 hours annually), completing the following as budget allows:

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

MONTHLY COST: \$2,730

19.5 hrs/month at \$140/hour



WEBSITE ONGOING HOSTING, SECURITY & MAINTENANCE

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

- Managed security means we monitor the site for intrusions and security alerts.
- If an active hack is detected, the system will block the IP address completely, which immediately stops all hack attempts from that location.
- Ability to block out entire countries.
- Most hacks happen because sites and servers are allowed to get out of date. We update the server the site is hosted on as well as the site and its features as well.
- MFA (multi-factor authentication) used for admin logins if desired.
- **New! Automatic Privacy Policy Widget:** We recommend adding this to your current site. The widget informs users about how you collect and handle their personal data, who you share it with, if you sell it, and any other relevant details. This widget automatically updates privacy policy language based on any new laws and regulations.

COST: \$1,380/year

ANNUAL REPORT CREATION

Letterpress Communications will support GO Virginia Region 3 with the creation and development of a digital annual report. This project includes two revisions and the following:

- Light optimization of content provided by GO Virginia Region 3 staff.
- Graphic design of the annual report.
 - Created in InDesign
- Digital version of the report only.

COST: \$1,200



Proposal is valid for 30 days.

PROJECT TIMELINE

Statement of Work Signature	June 2026
Annual Communications and Marketing Retainer Begins	July 1, 2026
Annual Report Content Optimization & Graphic Design	Sept. - October 2026
Annual Report Completion	October 31, 2026
Retainer Renewal Discussions	April - May 2027
Annual Communications and Marketing Retainer Ends	June 30, 2027







DATE: June 5, 2026

TO: Region 3 Executive Committee

FROM: Ann Taylor Wright, Region 3 Staff

RE: **Proposed FY26 Region 3 Capacity Building Budget Revision**

In July 2026, Region 3 will fully expend its FY25 funds and transition to the FY26 budget. A draft of the proposed FY26 Region 3 Capacity Building (Operations) budget revisions 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 anticipated operational expenses for the upcoming budget term.

The FY26 budget was originally approved by the Region 3 Council on April 16, 2025. The proposed budget revision allocates administration funds to carry out the Region 3 Council staffing transition plan beginning July 1, 2026, including the creation of the Project Coordinator position. The LetterPress Communications budget line item was increased based on the proposed contract covering July 1, 2026, through June 30, 2027.

The SPDC Support Staff budget line was originally \$84,000; however, this amount was reached within nine months of the FY25 budget due to staff support for program management and delivery for the Program Director, and development and finalization of the G&D Plan Update. For FY26, the majority of this amount was moved to the Program Director line item. All non-project-specific duties will now fall under the Program Director line, except for SPDC Finance Director, Executive Director, and Administrative Assistant hours.

The Weldon Cooper Center at UVA has not submitted invoices for October 2025 through June 2026, totaling \$85,427. Cooper Center staff are currently working to submit all outstanding invoices, which will close out the FY25 budget, with the remaining balance to be paid from the FY26 budget. The average monthly cost for contract services is approximately \$20,375, not including outstanding UVA invoices. Based on this estimate, approximately nine months of contract service expenses will reach the \$250,000 FY26 budget amount by March 31, 2027, after which Region 3 will transition to the FY27 budget.

Multiple Operations budget revisions were required to realign funding as other line items, such as marketing, received regular invoices and were drawn down. This FY26 budget amendment represents a best effort to accurately project upcoming expenses and the related timeframe.

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

Andy Wells, Bryan David, and I will be prepared to present this matter at the Region 3 Executive Committee meeting.

RECOMMENDATION:

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

FY26 Capacity Building Funds Budget

DRAFT

Date:	06/11/26	Region: 3	 
Agency Name: Department of Housing & Community Development			
Agency Address: 600 East Main Street Suite 300 Richmond, VA 23219			

DHCD FY26 Budget Period: From: 07/01/25 Through: 6/30/2026	Projected Region 3 FY26 Budget Period: From: 7/1/2026 Through: 2/28/2027
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Budget Item	Amount	
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A Administration

	Contract Services	\$ 64,595.00	UVA Weldon-Cooper - UVA has not submitted invoices for October 2025 through June 2026, totaling \$85,427 (\$20,832 remaining in FY25 budget deducted from this total).
	Contract Services	\$ 22,990.00	Support Staff – The Southside Planning District Commission (SPDC) serves as the Support Organization and Fiscal Agent for Region 3, including procurement of Region 3 contract staff, Region 3 contract staff support, fiscal oversight, fiduciary management, expenditure reporting, and payment processing for operations and awarded projects.
	Contract Services	\$ 82,503.00	Program Director – SPDC provides contract staff to serve as the Region 3 Program Director, providing program oversight, facilitating Council meetings, coordinating project and regional updates, and serving as liaison between sub-grantees, the Council, and DHCD. (average 30 hours/week).
	Contract Services	\$ 38,997.00	Project Coordinator – SPDC provides contract staff to serve as the Region 3 Project Coordinator, providing project pipeline development, project application oversight, applicant support through the review and approval process, and support to the Program Director. (average 12 hours/week).
	Contract Services	\$ 6,750.00	Senior Program Advisor – SPDC provides contract staff to serve as the Senior Program Advisor, providing support to the Program Director and Project Coordinator, advising on state and federal legislative affairs, assisting with G&D Plan updates, and supporting Council development activities. (average 15 hours/month).
	Contract Services	\$ 26,505.00	Marketing - SPDC secures a contractor to provide marketing, outreach, and website maintenance services for Region 3.
	Contract Services	\$ 2,160.00	Program Support Services – SPDC secures contractual support services to assist Region 3 staff with annual report preparation, research, data collection and analysis, and development of reports and related materials as needed.
	Contract Services TOTAL	\$ 244,500.00	
	Meetings and Workshops	\$ 2,000.00	Expenses related to Full Council, Executive Committee, and other Region 3 meetings, including meeting supplies, meals, workshops, and training.
	Audit	\$ 1,500.00	SPDC secures an independent auditor to conduct the annual audit of Region 3 financial records and related activities.

Total Administration Budget:	\$ 248,000.00	
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B Planning Services:

	G&D Plan Update	\$ 2,000.00	SPDC secures contractual support services related to development and completion of the required Fall 2027 Growth & Diversification Plan update.

Total Planning Services Budget:	\$ 2,000.00	
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TOTAL Expense Budget:	\$ 250,000.00	
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DATE: June 5, 2026

TO: Region 3 Executive Committee

FROM: Ann Taylor Wright, Region 3 Staff

RE: Staff Position RFPs Issued and Letters of Interest Received

On May 26, 2026, the Southside Planning District Commission (SPDC), as the Support Organization and Fiscal Agent for GO Virginia Region 3, issued Requests for Proposals (RFPs) for two contract staff positions: Project Coordinator and Senior Program Advisor. Per SPDC procurement policy, these positions must be procured every two years. The SPDC received one Letter of Interest for each position by the submission deadline. The RFPs and both proposals are attached for your review.

The Council will convene in closed session to discuss the proposals with Andy Wells, SPDC Executive Director. Any resulting action, including consideration of the Executive Committee's recommendation, will be taken in open session following closed session.

RECOMMENDATION:

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

REQUEST FOR PROPOSAL
GO Virginia Region 3 – Project Coordinator
Issue Date: May 26, 2026

Overview

The Southside Planning District Commission (SPDC), in its capacity as the 3 Support Organization and Fiscal Agent for the GO Virginia Region 3 Program Council, is soliciting proposals from qualified firms or individuals to provide contractual services supporting the GO Virginia Region 3 program and its operations. The SPDC is responsible for the procurement and administration of contracts, subcontracts, and related agreements necessary to carry out the mission and objectives of the Region 3 Council. Through this RFP, the SPDC seeks to engage a qualified contractor to serve as Region 3 Project Coordinator.

GO Virginia is an initiative of the Commonwealth of Virginia intended to grow and diversify Virginia's economy and create jobs through state financial incentive grants for regional projects that encourage collaboration among private-sector companies, the workforce, education, and government stakeholders in each region. GO Virginia Region 3 consists of the localities in Planning District 12 (Counties of Henry, Patrick, and Pittsylvania and the Cities of Danville and Martinsville); Planning District 13 (Counties of Brunswick, Halifax, and Mecklenburg); and Planning District 14 (Counties of Amelia, Buckingham, Charlotte, Cumberland, Lunenburg, Nottoway, and Prince Edward). The Region 3 Council is charged with implementing the GO Virginia Program across these 15 jurisdictions.

Services to be Provided

Services include but are *not* limited to the following:

- Support and collaborate with the Program Director and Senior Program Advisor.
- Identify, cultivate, and refine project concepts aligned with Region 3 priorities, the Growth & Diversification Plan, and GO Virginia grant eligibility criteria.
- Engage existing and new regional stakeholders to develop viable project partnerships and scopes of work, budgets, schedules, and deliverables.
- Support grantee applicants throughout the entire application lifecycle, including project concept and design, narrative development, budget formulation, match identification and securing, and preparation of required attachments.
- Assist with responding to DHCD requests for clarification and supplemental information during the application review process.
- Support the preparation of materials and responses related to GO Virginia State Board consideration through final award approval.
- Provide staff support to the Region 3 Council and its standing and ad hoc committees for project-related and other matters under the direction and guidance of the Program Director.
- Prepare background materials, project summaries, analyses, and briefing documents for review by Council and its committees.
- Attend and participate in Council and committee meetings, as appropriate, to support project discussions and decision-making.
- Provide strategic counsel to the Program Director and the Region 3 Council, drawing on prior experience leading Region 3 programmatic efforts and other relevant professional experience.
- Maintain institutional knowledge and historical context to ensure continuity and informed decision-making.
- Assist in maintaining a robust, viable, and forward-looking project pipeline.
- Other operational activities in support of the Program Director and the Senior Program Advisor that may arise from time to time.

Timing of Performance

Work will begin immediately upon contract execution and may be extended thereafter, subject to review of service costs and the commitment of funding resources.

Submission of Proposal

Firms/individuals shall submit electronically the following information listed below, and all other information identified in the Request for Proposals. The submittal shall include the following items:

- **Letter of Interest**

At a minimum, the letter of interest should include the following:

- The name and address of the Consulting Firm/Individual.
- The name, address, telephone number, and e-mail address of the designated contact and principals authorized to conduct negotiations for the Consulting Firm/Individual.
- A brief description of the Consulting Firm/Individual's interest in performing the required services.
- Description of previous experience with the proposed services and products.

- **Description of Qualifications and Experience**

Qualifications and experience must address the requirements of this RFP in accordance with the requested scope of services. At a minimum, this section should include the following:

- Overview of Firm/Individual, including size of organization and types of services provided.
- Applicable individual and corporate Virginia licensing and/or certification information.
- In-depth familiarity with the GO Virginia Region 3 area, including the region's economic needs, opportunities, and challenges, current projects and initiatives, and project development.

Evaluation and Award of Contracts

The SPDC reserves the right to award more than one contract for the services requested in this RFP. Generally, the SPDC will consider the Firm/Individual's overall suitability to provide the services outlined in the request, given any time, budget, and operational constraints, as well as the offeror's background and experience related to these services. The selected Firm/Individuals will be notified via e-mail of the contract award.

The SPDC is an Equal Opportunity Employer. Submittals shall not exceed two pages. The SPDC reserves the right to reject any and all proposals. Firms/individuals will not be compensated for time spent preparing responses to this RFP. Questions regarding this RFP shall be directed to Tanya Jessup, Administrative Assistant at tjessup@southsidepdc.org or by calling 434.447.7101.

Proposals are due June 10, 2026 by 2:00 p.m. and may be e-mailed to tjessup@southsidepdc.org or mailed to:

Southside Planning District Commission
Attn: Tanya Jessup
200 S. Mecklenburg Avenue South
Hill, VA 23970



Swing Bridge Associates LC
R. Bryan David, Owner and Principal
221 Dove Ct., Lynchburg, VA 24501
rbdavid1227@gmail.com | 540.395.6504
EIN: 85-1224511 | VA SCC Entity ID: 11055957
June 3, 2026

Tanya Jessup, Administrative Assistant
Southside Planning District Commission
200 S. Mecklenburg Avenue
South Hill, VA 23970
tjessup@southsidepdc.org

RE: Proposal — GO Virginia Region 3 Project Coordinator

I. Letter of Interest

Swing Bridge Associates LC (the Firm) is pleased to submit this proposal in response to the Southside Planning District Commission's Request for Proposals for the GO Virginia Region 3 Project Coordinator. The Firm's designated contact authorized to conduct negotiations is R. Bryan David, Owner and Principal, 221 Dove Ct., Lynchburg, VA 24501; 540.395.6504; rbdavid1227@gmail.com.

Swing Bridge Associates LC is a Virginia sole proprietorship, incorporated in May 2020 and registered with the Virginia State Corporation Commission (Entity ID: 11055957). The Firm provides professional consulting services in economic, workforce, and community development; regional planning and collaboration; program management; and stakeholder engagement, with a practice focused on Southern Virginia and GO Virginia Region 3. The Firm maintains continuous professional errors and omissions liability insurance coverage of \$1,000,000, in force to date, through United States Liability Insurance, a Berkshire Hathaway company.

Bryan David has served as the Region 3 Program Director since May 2020, providing direct operational leadership for the GO Virginia Region 3 program under a Services Agreement between the University of Virginia's Weldon Cooper Center for Public Service and the Region 3 Council. In that role, he has led the development and implementation of approximately \$39 million in competitive GO Virginia grants, leveraging \$23 million in matching funds for workforce and economic development, broadband infrastructure, entrepreneurial ecosystems, business-ready sites, and emerging-sector scale-up. He is thoroughly familiar with the Region 3 economic development, workforce, and community development landscape, its stakeholder network, project development process, and program requirements, and is uniquely positioned to provide continuity and maintain project quality in the Project Coordinator role.

II. Description of Qualifications and Experience

Firm Overview

Swing Bridge Associates LC is a single-principal sole proprietorship. All services under this engagement would be performed directly by R. Bryan David. The Firm's practice encompasses economic, workforce, and community development program management; regional collaboration and planning; grant application development and project pipeline management; stakeholder engagement; policy analysis; and advisory services for regional councils and local governments.

In-Depth Familiarity with GO Virginia Region 3

- Economic needs and opportunities: Supported the most recent comprehensive review and update of the Region 3 Growth and Diversification Plan (approved in March 2026), which includes targeted sector strategies for advanced manufacturing, energy and natural resource finished products, information technology and communications, healthcare, controlled environment agriculture, business services, agribusiness and food processing, and logistics and distribution across the 13-county, two-city region.
- Current projects and project development: Directly managed the Region 3 project portfolio from concept identification through State Board approval and post-award monitoring. Provided hands-on technical assistance to applicants throughout project design, narrative development, budget formulation, match identification, Virginia Department of Housing and Community Development/GO Virginia State Board workgroup review and comments, and contract development.
- Stakeholder network: Established working relationships with the Region 3 Council membership, business and industry leaders, higher education and K–12 institutions, local governments, planning district commissions, regional economic development organizations, the Virginia Economic Development Partnership, the Virginia Department of Housing and Community Development, and Virginia Community College System partners across all 15 jurisdictions.

Education and Experience

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 led Virginia's Region 2000 Partnership - Economic Development Council, which served the Lynchburg metropolitan region.

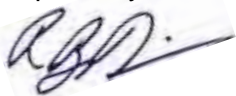
He earned a Master of Urban and Regional Planning from Virginia Commonwealth University, a postgraduate certificate in litigation from the National Center for Paralegal Training, and a Bachelor of Arts in Political Science from Hampden-Sydney College.

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, and serves on the Virginia Business Roundtable for Early Education. He also served 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.

Swing Bridge Associates LC is ready to begin work immediately upon contract execution and appreciates the opportunity to submit a proposal.

Respectfully submitted,



R. Bryan David, AICP
Owner and Principal, Swing Bridge Associates LC

REQUEST FOR PROPOSAL
GO Virginia Region 3 – Senior Program Advisor
Issue Date: May 26, 2026

Overview

The Southside Planning District Commission (SPDC), in its capacity as the 3 Support Organization and Fiscal Agent for the GO Virginia Region 3 Program Council, is soliciting proposals from qualified firms or individuals to provide contractual services supporting the GO Virginia Region 3 program and its operations. The SPDC is responsible for the procurement and administration of contracts, subcontracts, and related agreements necessary to carry out the mission and objectives of the Region 3 Council. Through this RFP, the SPDC seeks to engage a qualified contractor to serve as Region 3 Senior Program Advisor.

GO Virginia is an initiative of the Commonwealth of Virginia intended to grow and diversify Virginia's economy and create jobs through state financial incentive grants for regional projects that encourage collaboration among private-sector companies, the workforce, education, and government stakeholders in each region. GO Virginia Region 3 consists of the localities in Planning District 12 (Counties of Henry, Patrick, and Pittsylvania and the Cities of Danville and Martinsville); Planning District 13 (Counties of Brunswick, Halifax, and Mecklenburg); and Planning District 14 (Counties of Amelia, Buckingham, Charlotte, Cumberland, Lunenburg, Nottoway, and Prince Edward). The Region 3 Council is charged with implementing the GO Virginia Program across these 15 jurisdictions.

Services to be Provided

Services include but are *not* limited to the following:

- Support and collaborate with the Program Director and Project Coordinator in regional program operations and initiatives.
- Monitor and advise on state and federal legislative affairs, policy, and program developments impacting GO Virginia Region 3 priorities, the Growth & Diversification Plan, grantees, and related stakeholders.
- Participate in Region 3, DHCD, Support Organization, and State GO Virginia Board meetings, calls, and workshops, keeping the Program Director, Project Coordinator, and the Region 3 Council informed of relevant actions, requirements, and policy updates.
- Assist with updates to the Region 3 Growth & Diversification Plan and development of the Council's annual report.
- Support Council leadership development activities, including efforts by the Nomination Committee, and to identify and recruit new Council members.

Timing of Performance

Work will begin immediately upon contract execution and may be extended thereafter, subject to review of service costs and the commitment of funding resources.

Submission of Proposal

Firms/individuals shall submit electronically the following information listed below, and all other information identified in the Request for Proposals. The submittal shall include the following items:

- **Letter of Interest**

At a minimum, the letter of interest should include the following:

- The name and address of the Consulting Firm/Individual.
- The name, address, telephone number, and e-mail address of the designated contact and principals authorized to conduct negotiations for the Consulting Firm/Individual.
- A brief description of the Consulting Firm/Individual's interest in performing the required services.
- Description of previous experience with the proposed services and products.

- **Description of Qualifications and Experience**

Qualifications and experience must address the requirements of this RFP in accordance with the requested scope of services. At a minimum, this section should include the following:

- Overview of Firm/Individual, including size of organization and types of services provided.
- Applicable individual and corporate Virginia licensing and/or certification information.
- In-depth familiarity with the GO Virginia Region 3 area, including the region's economic needs, opportunities, and challenges, current projects and initiatives, and project development.

Evaluation and Award of Contracts

The SPDC reserves the right to award more than one contract for the services requested in this RFP. Generally, the SPDC will consider the Firm/Individual's overall suitability to provide the services outlined in the request, given any time, budget, and operational constraints, as well as the offeror's background and experience related to these services. The selected Firm/Individuals will be notified via e-mail of the contract award.

The SPDC is an Equal Opportunity Employer. Submittals shall not exceed two pages. The SPDC reserves the right to reject any and all proposals. Firms/individuals will not be compensated for time spent preparing responses to this RFP. Questions regarding this RFP shall be directed to Tanya Jessup, Administrative Assistant at tjessup@southsidepdc.org or by calling 434.447.7101.

Proposals are due June 10, 2026 by 2:00 p.m. and may be e-mailed to tjessup@southsidepdc.org or mailed to:

Southside Planning District Commission
Attn: Tanya Jessup
200 S. Mecklenburg Avenue South
Hill, VA 23970

May 30, 2026
Ms. Tanya Jessup, Administrative Assistant
Southside Planning District Commission
200 S. Mecklenburg Avenue
South Hill, Virginia 23970

RE: Proposal in Response to RFP – GO Virginia Region 3 Senior Program Advisor

Dear Ms. Jessup:

YellowSocks LLC (DBA The RiverLink Group) is pleased to submit this proposal in response to the Southside Planning District Commission's 2026 Request for Proposals for a GO Virginia Region 3 Senior Program Advisor. We are highly interested in continuing and expanding our support to the Region 3 Program Council and the SPDC in this capacity.

Firm Contact Information:

YellowSocks LLC (DBA The RiverLink Group)
9702 Gayton Road, Suite 336
Richmond, Virginia 23238
Contact/Principal: Elizabeth Povar
Phone: 804-399-8297
Email: riverlinkllc@gmail.com
Website: www.riverlinkgroup.com

Qualifications and Experience and Overview of Firm

YellowSocks LLC (DBA The RiverLink Group) was established in 2016 as a Virginia-based Limited Liability Corporation headquartered in Henrico County, Virginia. The firm is a certified Virginia SWaM business (#822198) and a certified federal government small business (CAGE Code 97NQ4). The RiverLink Group specializes in economic and community development advisory services, GO Virginia program support, legislative monitoring, stakeholder engagement, and strategic planning. The RiverLink Principal, Elizabeth Povar, has over 45 years of economic development experience at the local, regional and state levels, and holds the designation of *Certified Economic Developer Emeritus* from the International Economic Development Council. She is also a past President of the *Virginia Economic Developers Association* and currently serves as a Governor's designee to the Board of the *Virginia Rural Center*. She is also an inaugural member of the Virginia Chamber's *Women in Business Leadership Council*.

The RiverLink Group has served as a contractor to the SPDC supporting GO Virginia Region 3 since the Region's launch in 2016. This sustained engagement means it has direct, in-depth familiarity with the Region 3 geography, its economic landscape, its stakeholder network, and its investment strategies. We bring established working relationships with the Region 3 Council, the Program Director, the Project Coordinator, the Virginia Department of Housing & Community Development, and the GO Virginia State Board – assets that allow us to contribute effectively from day one.



Scope of Services

In direct response to the RFP's defined scope of services, The RiverLink Group will provide the following:

- Support and collaborate with the Program Director and Project Coordinator in regional program operations and initiatives, drawing on our established working relationships and institutional knowledge of Region 3.
- Monitor and advise on state and federal legislative affairs, policy, and program developments impacting GO Virginia Region 3 priorities, the Growth & Diversification Plan, grantees, and related stakeholders – providing timely, actionable intelligence to Council leadership.
- Participate in Region 3, DHCD, Support Organization, and State GO Virginia Board and committee meetings, calls, and workshops, keeping the Program Director, Project Coordinator, and the Region 3 Council informed of relevant actions, requirements, and policy updates.
- Assist with updates to the Region 3 Growth & Diversification Plan and development of the Council's annual report, including maintaining status reports and contributing strategic analysis.
- Support Council leadership development activities, including efforts by the Nomination Committee, and assist in identifying and recruiting new Council members to strengthen regional governance.

The RiverLink Group proposes to continue these services at the current monthly retainer fee of \$750 (based on an average of 15 hours per month).

It is a privilege to have supported the GO Virginia Region 3 program, and we are eager to continue serving the SPDC and the Region 3 Council in this capacity as Senior Program Advisor. I am available to discuss our qualifications at your convenience and answer any questions you may have.

Sincerely,



YellowSocks, LLC (DBA The Riverlink Group)
Elizabeth Povar, Principal
riverlinkllc@gmail.com



PROGRAM DIRECTOR'S REPORT



DATE: June 11, 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 'FROM' line.

**RE: Virginia Department of Housing and Community Development – GO Virginia
Regional Council Assessment for Region 3**

The GO Virginia staff retained a Richmond-based consultant, The Spark Mill, to conduct a statewide assessment of members from all nine GO Virginia Regional Councils. The purpose of the assessment was "...to gather feedback directly from council members about their experience serving on the council—including insights on governance, engagement, operations, collaboration, and the overall support received."

The results are intended to help GO Virginia leadership identify common strengths and areas for improvement; shape future support strategies for councils; and strengthen alignment among the State Board, DHCD, and Regional Councils.

The Region 3 Council results are presented in the attached Summary Report and in the assessment results tables. Also attached is a information piece prepared by DHCD GO Virginia staff and circulated to the Regional Program Directors earlier this year.

Of the Region 3 Council's nineteen (19) members, five (5) completed the survey. It is my understanding that there was a wide range of response rates across the other regional councils.

Since the release of these results in April, there has been no follow-up from the DHCD GO Virginia staff. Further, the assessments manager, Shara Gibson, recently left her DHCD GO Virginia staff position to take another management role at a state agency.

I have no recommendations for next steps for the Executive Committee, particularly given the low response rate from the Region 3 Council members and the lack of follow-up from the DHCD GO Virginia staff.

RECOMMENDATION:

For the Executive Committee's discussion and guidance.

GO VIRGINIA

Regional Council Assessment

REGION 3

Southside / Piedmont

Summary Report | 2026

REGION 3 EXECUTIVE SUMMARY

This report summarizes the results of the GO Virginia Regional Council Assessment for Region 3 (Southside / Piedmont). A total of 5 council member(s) completed the survey. The following pages present quantitative rating results, open-ended response themes, and key findings across mission alignment, roles and governance, engagement, operations, resources, and cross-regional collaboration.

Council Overview

Region	Region 3 — Southside / Piedmont
Total Survey Respondents	5
Chair	1
Vice Chair	0
Members	4
Committee Participation	Executive Committee, Strategic Planning, Growth & Diversification Plan Committee

Q5 | MISSION, VISION & PURPOSE

Respondents rated three statements related to understanding and using GO Virginia's mission to guide their work as a Regional Council member.

Understand the mission and purpose of GO Virginia	100% Agree or Strongly Agree
Agree with the mission and purpose of GO Virginia	100% Agree or Strongly Agree
Use the mission and purpose to guide decisions	100% Agree or Strongly Agree

Q6 | ROLES, RESPONSIBILITIES & RELATIONSHIPS

This section covers self-assessed understanding of council roles, relationships with the State Board, and perceptions of staff support.

Council Member Relationships

Understand own roles and responsibilities	100% Agree or Strongly Agree
Respect fellow council members	Predominantly Agree/Strongly Agree
Feel respected by fellow council members	Predominantly Agree/Strongly Agree

State Board Relationships

State Board is responsive to regional priorities	80% Agree or Strongly Agree
State Board initiatives reflect regional needs	Predominantly Agree
Relationship with State Board is productive	Predominantly Agree

Staff Relationships

Staff provides sufficient support	100% Agree or Strongly Agree
Respect the staff	Predominantly Strongly Agree
Feel respected by staff	Predominantly Agree/Strongly Agree

Q7 | ENGAGEMENT

Received adequate orientation when joining	80% Agree/Strongly Agree
Attend a majority of council meetings	100% Agree/Strongly Agree
Come to meetings prepared	Predominantly Agree/Strongly Agree
Receive meeting agendas in a timely manner	Predominantly Agree/Strongly Agree

Q8 | OPERATIONS

Projects approved are aligned with regional priorities	100% Agree/Strongly Agree
Meetings are efficient and effective	Predominantly Agree/Strongly Agree
Council decisions are transparent and inclusive	80% Strongly Agree (1 Disagree)
Council has the right mix of skills and experience	Predominantly Agree/Strongly Agree

Q9 | RESOURCES

Aware of Planning/Implementation funds from the GA	100% Agree/Strongly Agree
Understand the application process for accessing funds	Predominantly Agree/Strongly Agree
Deploying these funds is a priority	Predominantly Agree/Strongly Agree
Region sufficiently works to access and deploy funds	100% Agree/Strongly Agree

Q11 | TOP REGIONAL PRIORITIES

The following priorities were most frequently identified by respondents (Q11):

- Workforce development: preparing the future workforce for in-demand industries
- Site development: preparing industrial sites to attract new business investment
- Entrepreneurship ecosystem development
- Job training and job growth
- Regional collaboration across the large geographic footprint

Q12 | PRIMARY CHALLENGES TO EFFECTIVENESS

Respondents identified the following as the primary challenges facing the Regional Council (Q12):

- Staff funding frozen at \$250,000 since 2016 despite significantly increased responsibilities
- Getting project applications that align meaningfully with stated regional goals
- Large geographic area makes coordination and service delivery difficult
- Executive Committee pre-deciding agenda items before full council votes (governance concern)

Q13 | PRIMARY STRENGTHS

The following strengths were most frequently identified by respondents (Q13):

- Founding member since October 2016 — deep institutional knowledge
- Ability to identify and develop partnerships within and outside the region
- Politically connected leadership that helps get funding requests approved
- Diverse group of individuals willing to work together
- Active cross-regional collaboration, especially with Region 2

Q14 | CROSS-REGIONAL COLLABORATION

Respondents were asked about their awareness of other regions' priorities and use of the collaboration fund.

Aware of other regions' needs and priorities	100% Agree/Strongly Agree on collaboration fund awareness
Own region works to utilize the collaboration fund	80% Agree/Strongly Agree on region utilizing fund
Regional Councils make reasonable efforts to work together	Predominantly Agree or Neutral

Q15 | FUND ACCESS CHALLENGES

Respondents identified the following challenges to accessing and utilizing the three GO Virginia fund categories designated for Regional Councils:

Planning Fund

Good ideas can fail not because they are poorly conceived, but because timing or external constraints are wrong — not project quality.

Implementation Fund

Finding qualified partners to apply for and administer GO Virginia grants is a persistent challenge. Match funding is also a barrier.

Collaboration Fund

Different regions have different needs, which makes true collaboration harder. Regions 2 and 3 have successfully collaborated due to geographic and economic similarity.

NOTABLE MEMBER COMMENTS

The following direct comments from respondents illustrate key themes from the open-ended responses:

"I believe Region 3 staff is amazing and works diligently and effectively. I wish we could pay them more for their hard work." — Q6 — staff comment

"Providing for quality staff and resources which lead to quality projects with the same \$250,000 allocated for such work in 2016" — Q12 — primary challenge

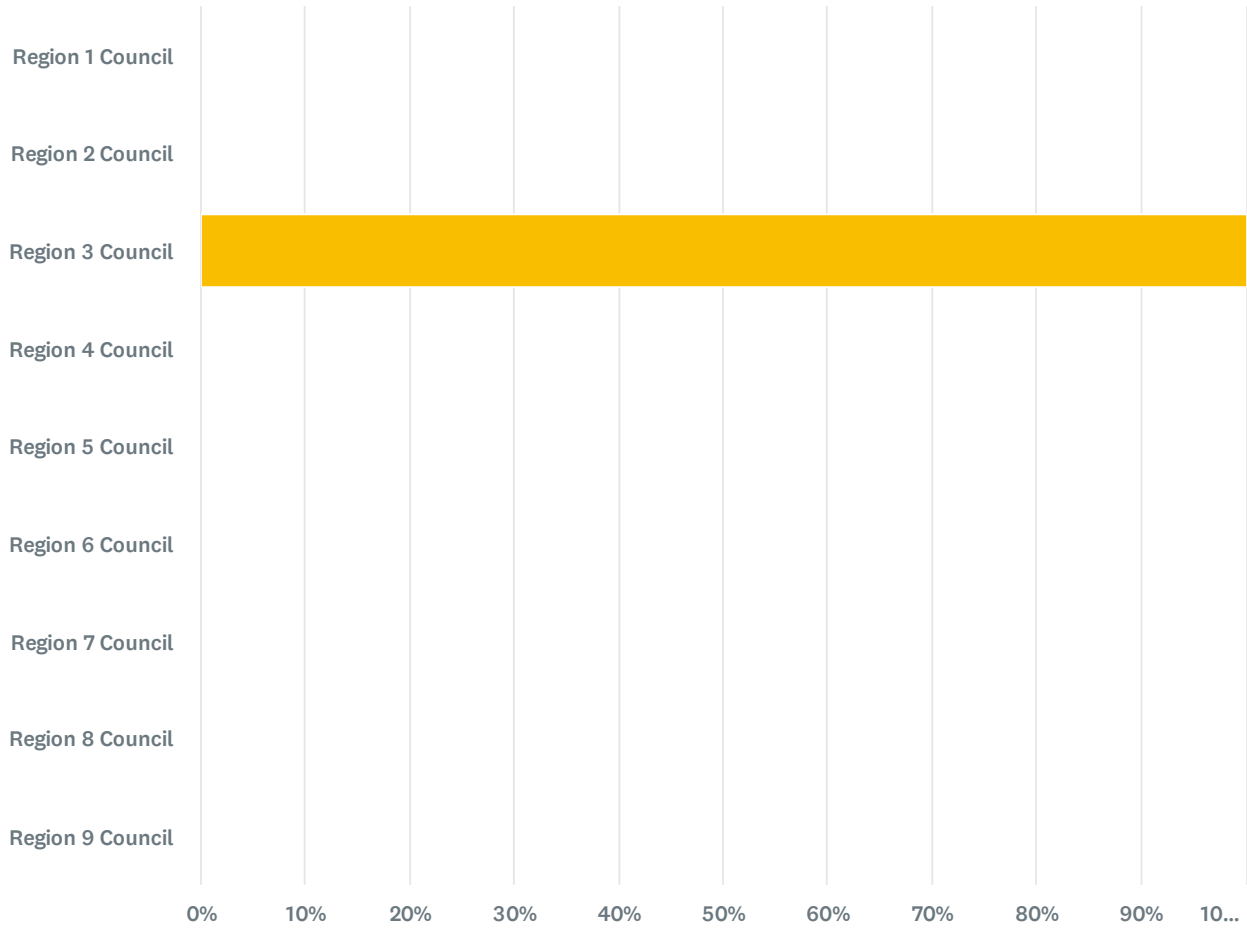
"In the last 2 years I have been assigned to a committee that no longer operates... My region is dominated by a small number of longstanding individuals who are reluctant to relinquish power." — Q7 — engagement comment

KEY OBSERVATIONS & FINDINGS

One respondent raised notable governance concerns, indicating that the Executive Committee pre-decides items and expects ratification by the full board. Stagnant staff funding since 2016 was identified as a critical structural challenge. Region 3 benefits from deep founding-era experience.

Q1 Please identify which Regional Council you are a member of:

Answered: 5 Skipped: 0



Answer Choices	Percentage	Responses
● Region 1 Council	0%	0
● Region 2 Council	0%	0
● Region 3 Council	100.00%	5
● Region 4 Council	0%	0
● Region 5 Council	0%	0
● Region 6 Council	0%	0
● Region 7 Council	0%	0
Total		5

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

Answer Choices	Percentage	Responses
● Region 8 Council	0%	0

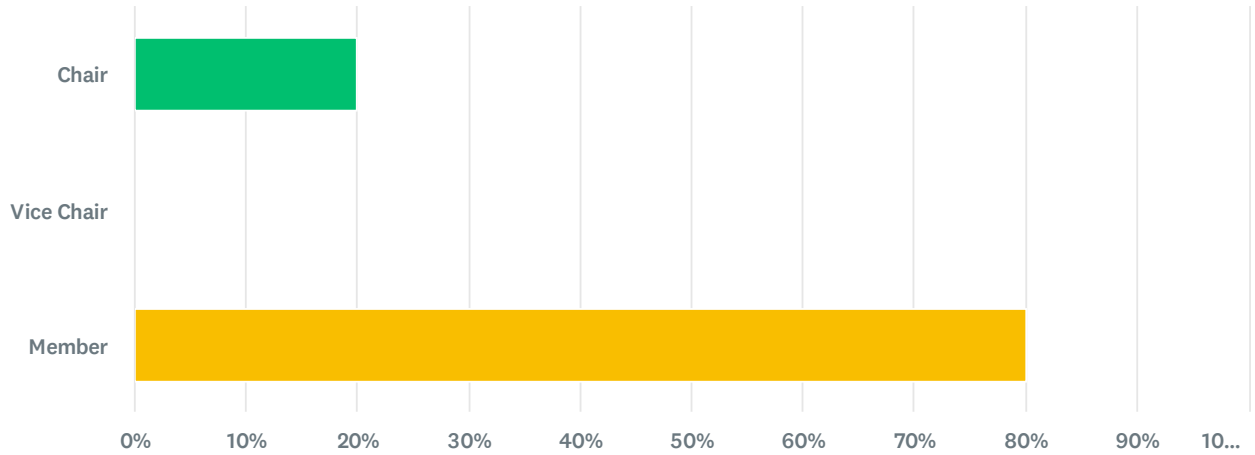
Q2 How long have you served on the council?

Answered: 5 Skipped: 0

#	RESPONSES	DATE
1	Since the beginning, October 2016	2/9/2026 2:58 PM
2	9 years	1/19/2026 12:11 PM
3	5 years	1/15/2026 3:37 PM
4	3	1/15/2026 1:50 PM
5	A year and a half	1/15/2026 12:11 PM

Q3 Which of the following best describes your position on the council?

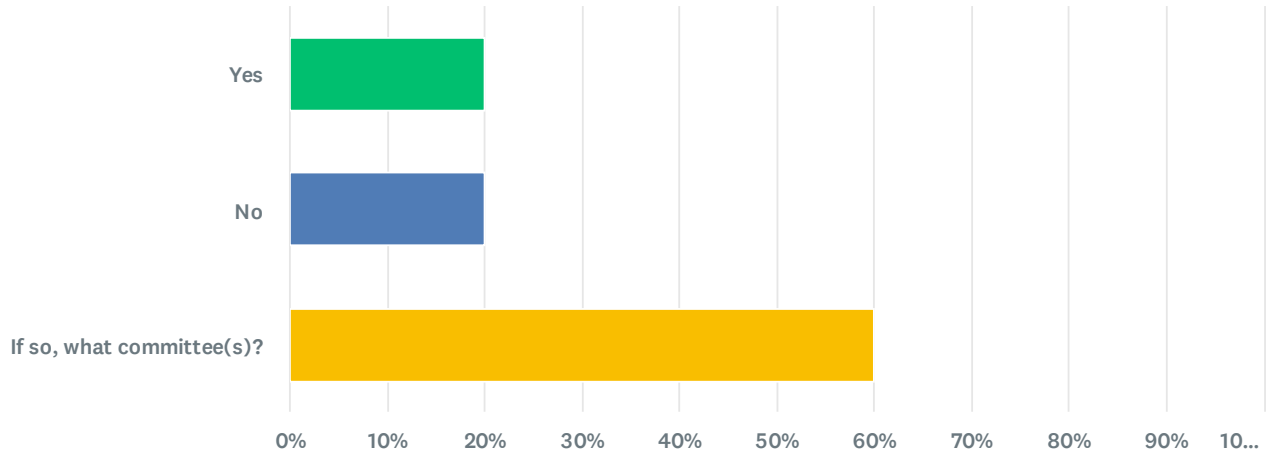
Answered: 5 Skipped: 0



Answer Choices	Percentage	Responses
● Chair	20.00%	1
● Vice Chair	0%	0
● Member	80.00%	4
Total		5

Q4 Do you serve on any committees?

Answered: 5 Skipped: 0



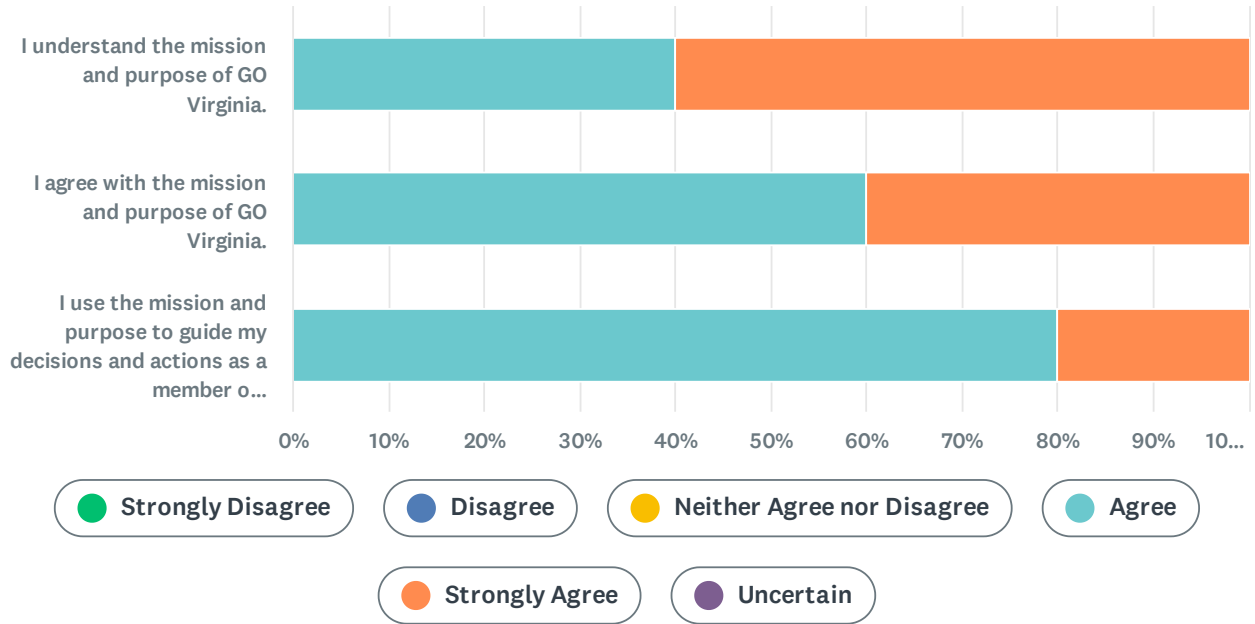
Answer Choices	Percentage	Responses
● Yes	20.00%	1
● No	20.00%	1
● If so, what committee(s)? Show responses	60.00%	3
Total		5

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

#	IF SO, WHAT COMMITTEE(S)?	DATE
1	Executive Committee, Growth and Diversification Plan Committee. In regards to Question 3, I have been Chair, Vice Chair and Member. On Executive Committee since the beginning	2/9/2026 2:58 PM
2	Strategic Planning	1/15/2026 1:50 PM
3	Executive	1/15/2026 12:11 PM

Q5 Mission, Vision, Purpose

Answered: 5 Skipped: 0



	● Strongly Disagree	● Disagree	● Neither Agree nor Disagree	● Agree	● Strongly Agree	● Uncertain	Total
I understand the mission and purpose of GO Virginia.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I agree with the mission and purpose of GO Virginia.	0% 0	0% 0	0% 0	60.00% 3	40.00% 2	0% 0	5
I use the mission and purpose to guide my decisions and actions as a member of the Regional Council.	0% 0	0% 0	0% 0	80.00% 4	20.00% 1	0% 0	5
							15

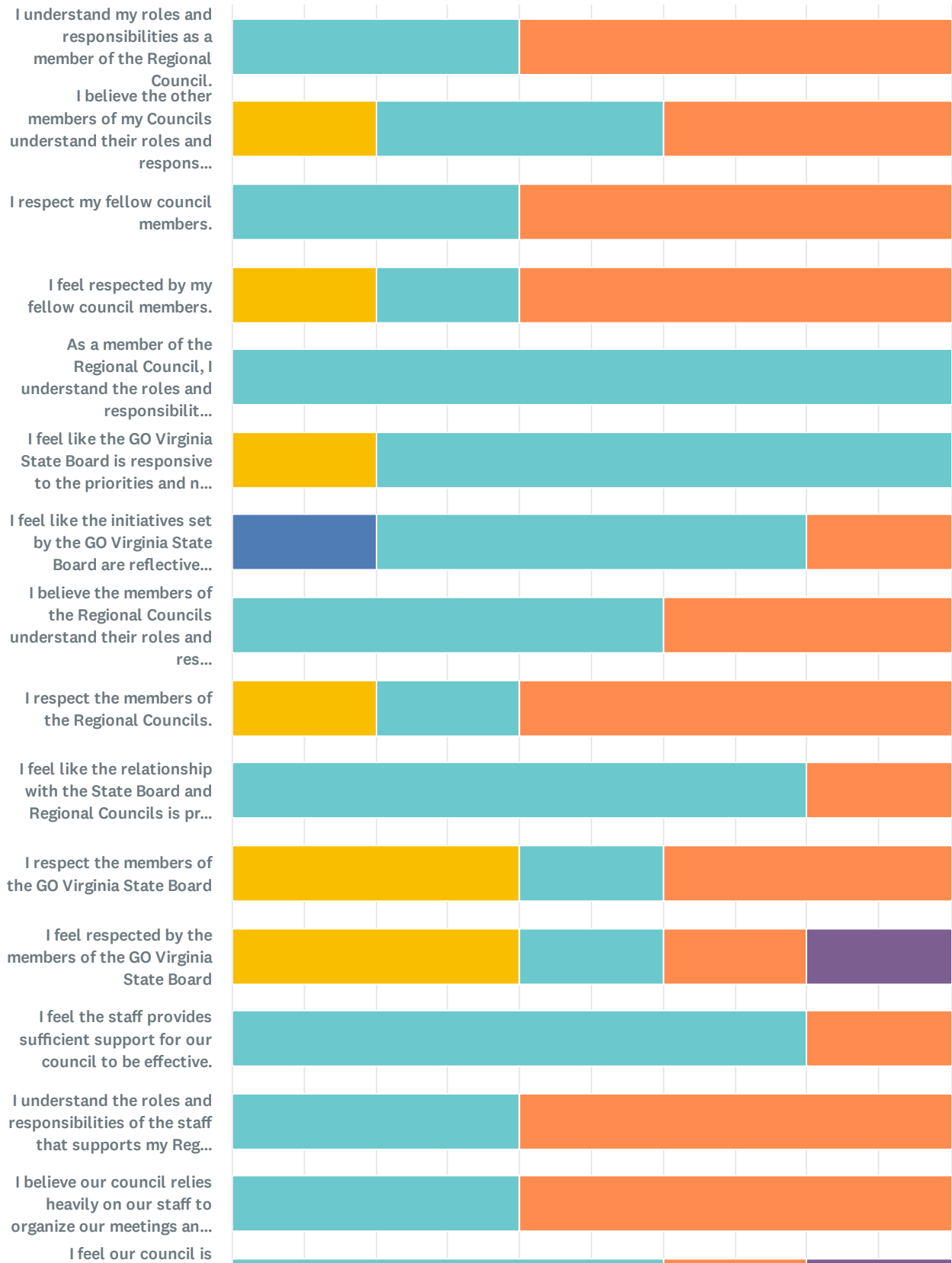
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GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

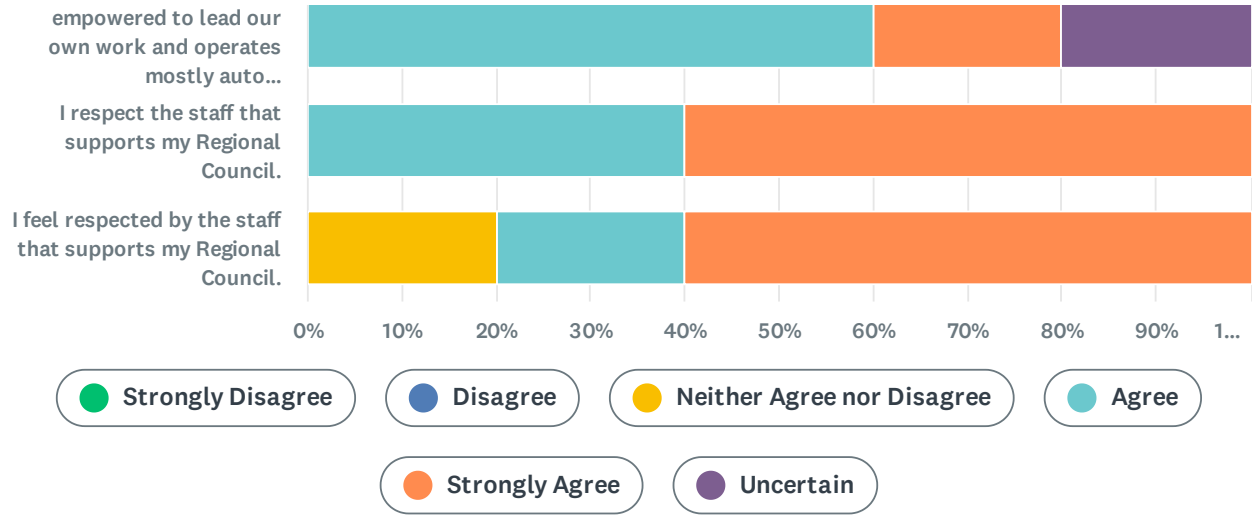
#	FEEL FREE TO TELL US MORE ABOUT YOUR RESPONSES, HERE.	DATE
1	I believe in the organization as a business led organization and that the Regional Councils understand best what is in the best interest of their respective regions.	2/9/2026 2:58 PM

Q6 Roles, Responsibilities & Relationships

Answered: 5 Skipped: 0









GO VIRGINIA REGIONAL COUNCIL ASSESSMENT









	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree	Uncertain	Total
I understand my roles and responsibilities as a member of the Regional Council.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I believe the other members of my Councils understand their roles and responsibilities.	0% 0	0% 0	20.00% 1	40.00% 2	40.00% 2	0% 0	5
I respect my fellow council members.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I feel respected by my fellow council members.	0% 0	0% 0	20.00% 1	20.00% 1	60.00% 3	0% 0	5
As a member of the Regional Council, I understand the roles and responsibilities of the GO Virginia State Board.	0% 0	0% 0	0% 0	100.00% 5	0% 0	0% 0	5
I feel like the GO Virginia State Board is responsive to the priorities and needs of the regional councils.	0% 0	0% 0	20.00% 1	80.00% 4	0% 0	0% 0	5

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

	 Strongly Disagree	 Disagree	 Neither Agree nor Disagree	 Agree	 Strongly Agree	 Uncertain	Total
I feel like the initiatives set by the GO Virginia State Board are reflective of the needs and priorities of my region.	0% 0	20.00% 1	0% 0	60.00% 3	20.00% 1	0% 0	5
I believe the members of the Regional Councils understand their roles and responsibilities.	0% 0	0% 0	0% 0	60.00% 3	40.00% 2	0% 0	5
I respect the members of the Regional Councils.	0% 0	0% 0	20.00% 1	20.00% 1	60.00% 3	0% 0	5
I feel like the relationship with the State Board and Regional Councils is productive and collaborative	0% 0	0% 0	0% 0	80.00% 4	20.00% 1	0% 0	5
I respect the members of the GO Virginia State Board	0% 0	0% 0	40.00% 2	20.00% 1	40.00% 2	0% 0	5
I feel respected by the members of the GO Virginia State Board	0% 0	0% 0	40.00% 2	20.00% 1	20.00% 1	20.00% 1	5
I feel the staff provides sufficient support for our council to be effective.	0% 0	0% 0	0% 0	80.00% 4	20.00% 1	0% 0	5
I understand the roles and responsibilities of the staff that supports my Regional Council.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I believe our council relies heavily on our staff to organize our meetings and accomplish our work.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

	 Strongly Disagree	 Disagree	 Neither Agree nor Disagree	 Agree	 Strongly Agree	 Uncertain	Total
I feel our council is empowered to lead our own work and operates mostly autonomously.	0% 0	0% 0	0% 0	60.00% 3	20.00% 1	20.00% 1	5
I respect the staff that supports my Regional Council.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I feel respected by the staff that supports my Regional Council.	0% 0	0% 0	20.00% 1	20.00% 1	60.00% 3	0% 0	5
							90

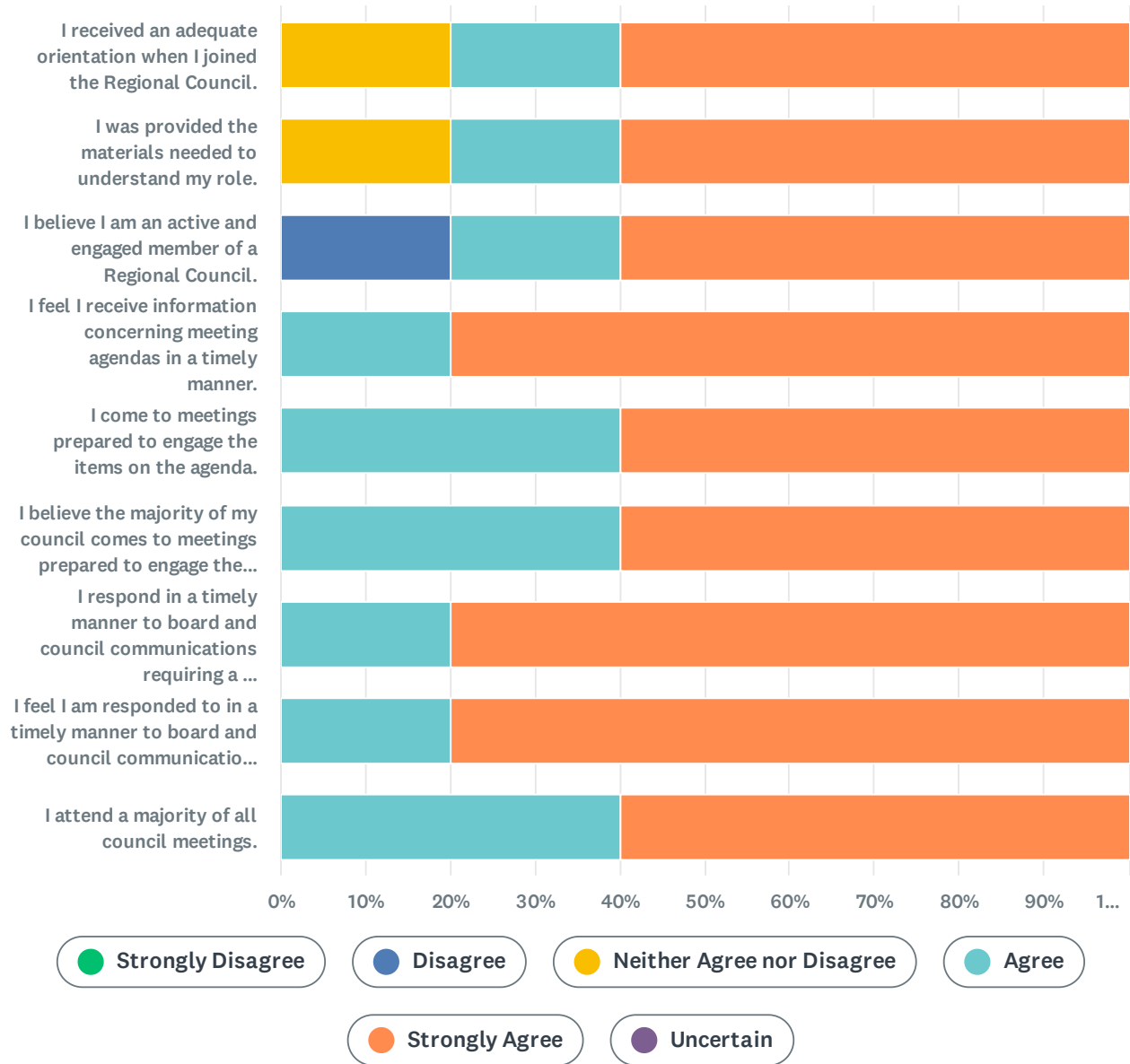
 [Show comments](#)

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

#	FEEL FREE TO TELL US MORE ABOUT YOUR RESPONSES, HERE.	DATE
1	I think the State Board sometimes listens to DHCD staff too much as far as pushing the limits of what Go Virginia can accomplish. As I heard Dubby Winn say on many occasions, "Bring in good projects and we need to find a way to approve them, not disapprove them. Particularly when they are coming from a Regional Council that has a better understanding of what is needed in its region. Go Virginia has to evolve as circumstances change. What may not have been a good project for Go Virginia in 2016 may be a great project today.	2/9/2026 3:03 PM
2	I believe that Region 3 staff is amazing and works diligently and effectively. I wish we we could pay them more for their hard work.	1/15/2026 12:13 PM






Q7 Engagement

Answered: 5 Skipped: 0



	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree	Uncertain	Total
I received an adequate orientation when I joined the Regional Council.	0%	0%	20.00%	20.00%	60.00%	0%	5
	0	0	1	1	3	0	
							45

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

	 Strongly Disagree	 Disagree	 Neither Agree nor Disagree	 Agree	 Strongly Agree	 Uncertain	Total
I was provided the materials needed to understand my role.	0% 0	0% 0	20.00% 1	20.00% 1	60.00% 3	0% 0	5
I believe I am an active and engaged member of a Regional Council.	0% 0	20.00% 1	0% 0	20.00% 1	60.00% 3	0% 0	5
I feel I receive information concerning meeting agendas in a timely manner.	0% 0	0% 0	0% 0	20.00% 1	80.00% 4	0% 0	5
I come to meetings prepared to engage the items on the agenda.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I believe the majority of my council comes to meetings prepared to engage the items on the agenda.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I respond in a timely manner to board and council communications requiring a response.	0% 0	0% 0	0% 0	20.00% 1	80.00% 4	0% 0	5
I feel I am responded to in a timely manner to board and council communications requiring a response.	0% 0	0% 0	0% 0	20.00% 1	80.00% 4	0% 0	5
I attend a majority of all council meetings.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
							45

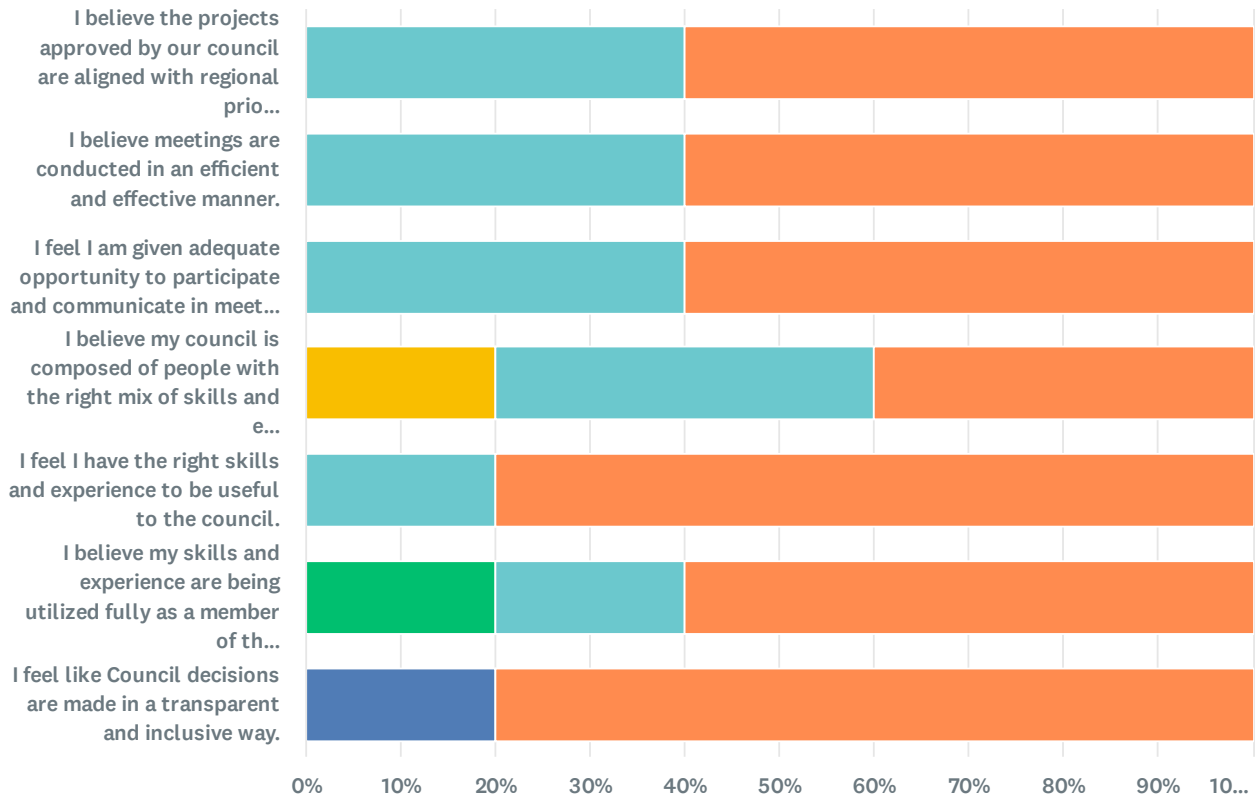
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GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

#	FEEL FREE TO TELL US MORE ABOUT YOUR RESPONSES, HERE.	DATE
1	In the beginning, none of us really knew what we were doing. It was all new. That has changed and evolved over time. I was a part of the organizing of Go Virginia in Region 3 even before we could be called a Regional Council	2/9/2026 3:05 PM
2	In the last 2 years I have been assigned to a committee that no longer operates. I fell i am being asked to remain on the board as a placeholder. My region is dominated by a small number of longstanding individuals who are reluctant to relinquish power and as such pay lip service to the majority of the board members	1/15/2026 3:42 PM

Q8 Operations







Answered: 5 Skipped: 0



	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree	Uncertain	Total
I believe the projects approved by our council are aligned with regional priorities.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I believe meetings are conducted in an efficient and effective manner.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5

35

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

	 Strongly Disagree	 Disagree	 Neither Agree nor Disagree	 Agree	 Strongly Agree	 Uncertain	Total
I feel I am given adequate opportunity to participate and communicate in meetings.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	0% 0	5
I believe my council is composed of people with the right mix of skills and experience to effectively accomplish our work.	0% 0	0% 0	20.00% 1	40.00% 2	40.00% 2	0% 0	5
I feel I have the right skills and experience to be useful to the council.	0% 0	0% 0	0% 0	20.00% 1	80.00% 4	0% 0	5
I believe my skills and experience are being utilized fully as a member of the council.	20.00% 1	0% 0	0% 0	20.00% 1	60.00% 3	0% 0	5
I feel like Council decisions are made in a transparent and inclusive way.	0% 0	20.00% 1	0% 0	0% 0	80.00% 4	0% 0	5
							35

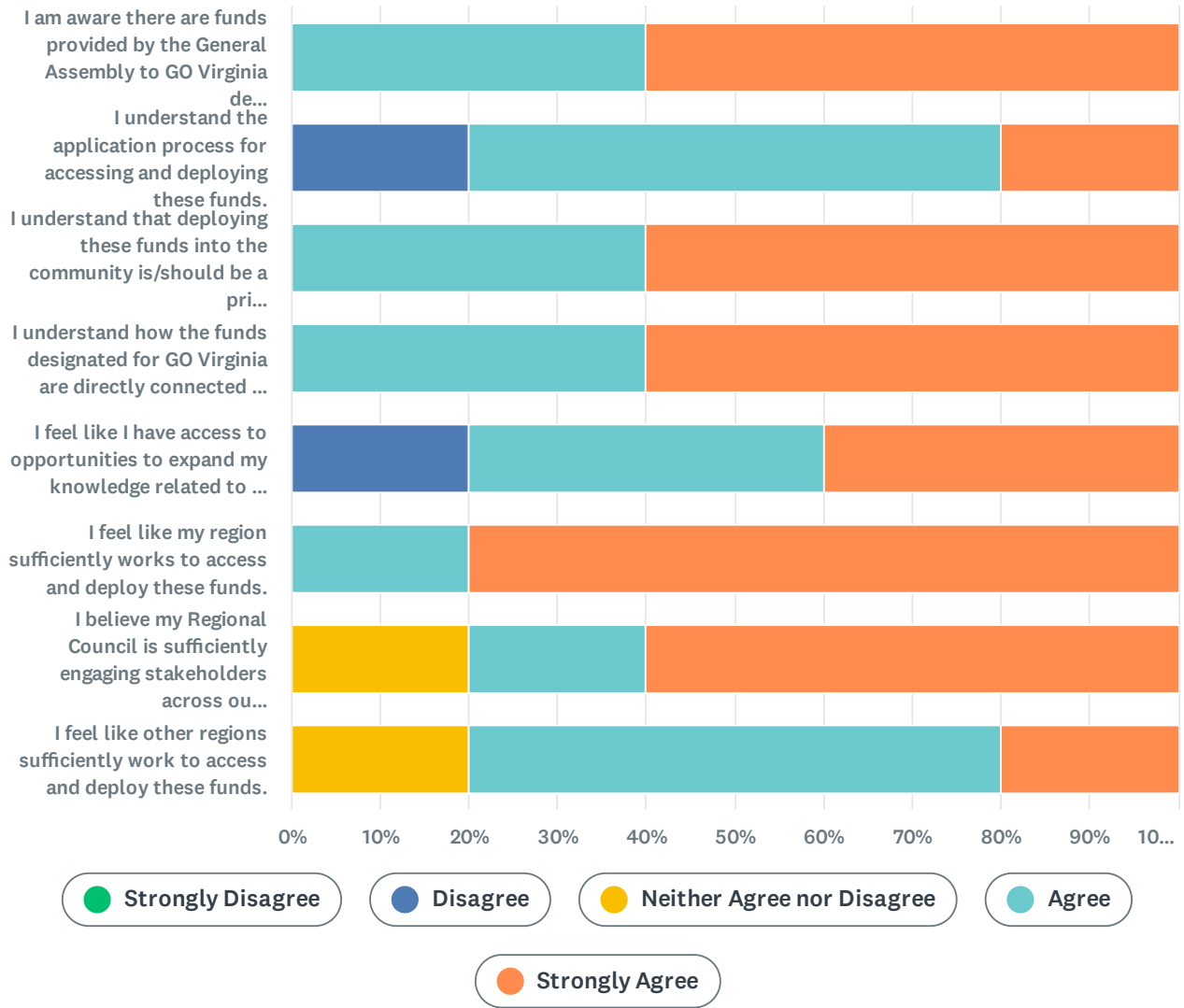
 [Show comments](#)

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

#	FEEL FREE TO TELL US MORE ABOUT YOUR RESPONSES, HERE.	DATE
1	I feel the Executive committee makes all the decisions ahead of the quarterly board meeting and expects their decisions to be approved. The only committee that appears independent is the project approval committe	1/15/2026 3:47 PM





Q9 Resources

Answered: 5 Skipped: 0



	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree	Total
I am aware there are funds provided by the General Assembly to GO Virginia designated for Planning and Implementation through the Regional Councils.	0%	0%	0%	40.00%	60.00%	5
	0	0	0	2	3	5
						40

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

	 Strongly Disagree	 Disagree	 Neither Agree nor Disagree	 Agree	 Strongly Agree	Total
I understand the application process for accessing and deploying these funds.	0% 0	20.00% 1	0% 0	60.00% 3	20.00% 1	5
I understand that deploying these funds into the community is/should be a priority of the Regional Councils and GO Virginia.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	5
I understand how the funds designated for GO Virginia are directly connected to the purpose of my work on a regional council.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	5
I feel like I have access to opportunities to expand my knowledge related to regional economic development.	0% 0	20.00% 1	0% 0	40.00% 2	40.00% 2	5
I feel like my region sufficiently works to access and deploy these funds.	0% 0	0% 0	0% 0	20.00% 1	80.00% 4	5
I believe my Regional Council is sufficiently engaging stakeholders across our region to identify opportunities to invest the designated funding.	0% 0	0% 0	20.00% 1	20.00% 1	60.00% 3	5
I feel like other regions sufficiently work to access and deploy these funds.	0% 0	0% 0	20.00% 1	60.00% 3	20.00% 1	5
						40

 [Show comments](#)

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

#	FEEL FREE TO TELL US MORE ABOUT YOUR RESPONSES, HERE.	DATE
1	I do not agree with the General Assembly pulling back funds into the General Fund. If a region is not using their funds, we should find out why and fix the issue. These projects do not necessarily fit into a neat bi-annual budget cycle	2/9/2026 3:10 PM

Q10 Is there anything else you would like GO Virginia to know or believe should be addressed that was not included in the above questions?

Answered: 2 Skipped: 3

#	RESPONSES	DATE
1	We need to be pushing the envelope. If it was easy, someone else would have done it already. DHCD does a good job but they are not generally on the leading edge. Much too easy to say it is not in the legislation or it can't be done. If the project makes sense, lets make it easier to get it done, not harder. Go Virginia projects from a grantee perspective are not for the faint of heart.	2/9/2026 3:10 PM
2	No	1/15/2026 12:15 PM

Q11 What are the top 3 priorities of your region?

Answered: 4 Skipped: 1

#	RESPONSES	DATE
1	Workforce development, site development and entrepreneurship	2/9/2026 3:16 PM
2	Building ecosystems to develop the future workforce to support the regions in demand industries Prepare industrial sites to attract new business Develop an entrepreneurial ecosystem	1/15/2026 4:02 PM
3	site infrastructure	1/15/2026 1:55 PM
4	job training job growth working with all the members of Region 3	1/15/2026 12:19 PM

Q12 What would you identify as the primary challenges to being effective as a Regional Council?

Answered: 3 Skipped: 2

#	RESPONSES	DATE
1	Providing for quality staff and resources which lead to quality projects with the same \$250,000 allocated for such work in 2016	2/9/2026 3:16 PM
2	Getting project applications that make a meaningful impact upon the regions goals. Too many applications do not meet the goals of the region	1/15/2026 4:02 PM
3	large geographical area of the region	1/15/2026 1:55 PM

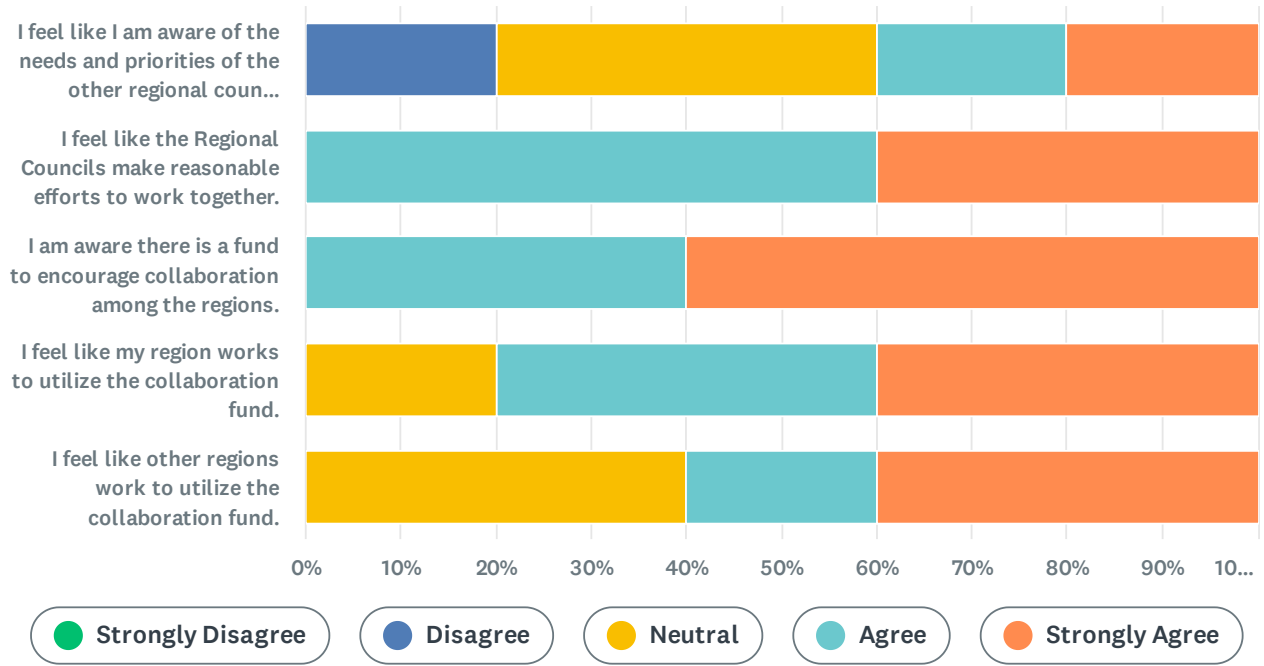
Q13 What would you identify as the primary strengths of your Regional Council?

Answered: 3 Skipped: 2

#	RESPONSES	DATE
1	The ability to work together and identify partners in our region that can work together with us. This is also used to develop additional partners in the region. This also applies to partners outside the region and other regions	2/9/2026 3:16 PM
2	Politically connected leadership that helps get funding requests approved	1/15/2026 4:02 PM
3	Diverse group of individuals with a wealth of knowledge willing to work together	1/15/2026 12:19 PM

Q14 Please rate the following statements with the scale provided.

Answered: 5 Skipped: 0



	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree	Total
I feel like I am aware of the needs and priorities of the other regional councils.	0% 0	20.00% 1	40.00% 2	20.00% 1	20.00% 1	5
I feel like the Regional Councils make reasonable efforts to work together.	0% 0	0% 0	0% 0	60.00% 3	40.00% 2	5
I am aware there is a fund to encourage collaboration among the regions.	0% 0	0% 0	0% 0	40.00% 2	60.00% 3	5
I feel like my region works to utilize the collaboration fund.	0% 0	0% 0	20.00% 1	40.00% 2	40.00% 2	5
I feel like other regions work to utilize the collaboration fund.	0% 0	0% 0	40.00% 2	20.00% 1	40.00% 2	5
						25

[Show comments](#)

Q15 What would you identify as the biggest challenges to accessing/utilizing the three funds designated for the Regional Councils via GO Virginia?

Answered: 2 Skipped: 3

ANSWER CHOICES	RESPONSES	
Planning:	50.00%	1
Implementation:	100.00%	2
Collaboration:	50.00%	1

GO VIRGINIA REGIONAL COUNCIL ASSESSMENT

#	PLANNING:	DATE
1	Some planning grants fail. Not because it is not a good idea but because the timing might not be right of there are other constraints.	2/9/2026 3:16 PM
#	IMPLEMENTATION:	DATE
1	Finding partners who can apply and administer Go Virginia grants	2/9/2026 3:16 PM
2	matching funds	1/15/2026 12:19 PM
#	COLLABORATION:	DATE
1	Different parts of the State have different needs. Region 2 and Region 3 have worked together and are working together because we are similar.	2/9/2026 3:16 PM

Q16 Is there anything else you would like GO Virginia to know or believe should be addressed that was not included in the above questions?

Answered: 0 Skipped: 5

#	RESPONSES	DATE
	There are no responses.	

DHCD GO Virginia Staff Prepared Information

Overview

GO Virginia is partnering with The Spark Mill, a consulting firm in Richmond, to launch a statewide self-assessment survey for members of all nine Regional Councils. The purpose of the survey is to gather feedback directly from council members about their experience serving on the council—including insights on governance, engagement, operations, collaboration, and the overall support received.

This is the first time such an assessment is being conducted across all regions, and the results will help GO Virginia leadership:

- Identify common strengths and areas for improvement
- Shape future support strategies for councils
- Strengthen alignment between the State Board, DHCD, and Regional Councils

The survey will launch the week of January 12, 2026, and will remain open until February 9, 2026.

Talking Points to Share with Councils

You can use these talking points in emails, meeting recaps, or verbal updates:

1) Why does this self-assessment matter?

GO Virginia wants to hear directly from council members across all regions. Your voice will help shape how we strengthen our work together. This is an opportunity to reflect on what's working well and what could be improved when it comes to how the council operates, engages, and collaborates.

2) What will the self-assessment cover?

Topics include your understanding of GO Virginia's mission, your experience on the council, communication, meeting effectiveness, use of resources, and regional collaboration. It also includes a few open-ended questions to share feedback in your own words.

3) What happens with the results?

All responses are anonymous and will be compiled by The Spark Mill into a summary report for each region. That report will be shared with GO Virginia Regional Council Committee and regional council leadership. The results will be used to inform how the State Board and DHCD can support Regional Councils moving forward.

4) What do I need to do?

Please take 10–15 minutes to complete the survey when it is released in early January. If you've recently joined the council or recently completed your term, your perspective is still valuable! The survey is designed to capture a wide range of experiences.

5) What's the deadline to complete the survey?

The survey will launch the week of January 6, 2026, and responses will be due by Tuesday, February 10. You'll receive an email with the link and instructions when it opens.

6) Is this required?

Participation in the survey is strongly encouraged but not mandatory. Your feedback is highly valuable and will help the State Board and the Regional Council Chairs better understand how to support and strengthen Regional Councils across the state. The more responses we receive, the more meaningful and representative the results will be.





DATE: June 11, 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: GO Virginia Region 3 Council Staffing Transition

Ann Wright and I will provide an update on the staffing transition effective July 1st.

As noted elsewhere in the agenda, the Southside Planning District Commission solicited a Request for Proposals for a Project Coordinator. This solicitation was made as an alternative staffing arrangement, given the pending decision by the Cooper Center on whether to continue the partnership with the Region 3 Council for FY2026-2027. That decision by the Cooper Center is still pending.

RECOMMENDATION:

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





DATE: June 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: Pending Projects Report

The GO Virginia State Board deferred the following pending project as not meeting the minimum scoring requirement for the Competitive Fund at its meeting on June 8th:

- **GO TEC Career Connections Expansion in Regions 2 & 3**

GO Virginia funds will be used for equipment to outfit the middle school Career Connection labs; contract services for regional coordination with the other participating school divisions; salaries for grant management, financial oversight, and compliance; and support for the organization's grant administration costs. Matching funds will be used for salaries and fringe (\$1,313,022.65 in-kind contribution) provided by the local school divisions to run the Career Connection labs, and for program administration support (\$64,000 cash contribution).

This project was a component of the AM2 initiative approved by the State Board in April. However, it was separated from that implementation project to await completion of the GO TEC sustainability plan by the Institute for Advanced Learning and Research. That plan was completed and submitted to DHCD GO Virginia staff in May.

The project will fund GO TEC labs in 10 middle schools in Region 3 and 1 lab in Amelia County.

Type of Funds	Totals
GO Virginia Request	\$2,295,384
Matching Funds	\$1,377,022.52
Local Match	\$1,313,022.52
Total Project Budget	\$3,672,406.52

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

Background Information

The following project was approved by the Region 3 Executive Committee at its meeting on March 18th to submit to DHCD GO Virginia staff for administrative approval by March 27th deadline.

- **Component 1** – Re-tiering approximately 9 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 plans cost estimates for upgrading them to Tier 4 standards. Two current Tier 4 sites will also be evaluated for advancement to Tier 5 certification.



- **Component 2** – Identify new sites and map GIS infrastructure for approximately 6 counties, including discovering high-potential sites not listed in the VEDP system. Create a comprehensive GIS map of critical infrastructure such as roads, electric, fiber, water, sewer, and educational institutions to assess site appeal and coordinate clustering across all six counties.
- These sites will also be evaluated for their alignment with the 2025 GO Virginia Region 3 Growth and Diversification Plan's target sectors, including 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.

Type of Funds	Totals
GO Virginia Request	\$94,000
Matching Funds	\$ 47,000
Local Match	\$47,000
Total Project Budget	\$141,000

Project Update

DHCD GO Virginia staff, the applicant, and Timmons Group have been reworking the scope of work to align the scope of work with an approvable project since submission. That work was recently completed by Timmons Group and is under review by the applicant.

RECOMMENDATION:

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

Competitive Implementation Application (Single Region)

GO TEC Career Connections Expansion in Regions 2 & 3

Region(s): 2 - New River Valley/ Roanoke /Lynchburg

Applicant(s): New River Valley Regional Commission

Participating Localities: Amherst County Public Schools (in-kind), Floyd County Public Schools (in-kind), Giles County Public Schools (in-kind), Montgomery County Public Schools (in-kind), Roanoke County Public Schools (in-kind), and Amelia County Public Schools (in-kind) (Region 3).

Targeted Industries: Advanced Materials Manufacturing; Manufacturing for Transportation, Energy & Autonomy; Life Sciences & Biotechnology; and IT, Engineering Services & Emerging Technology

Investment Strategy: Talent Development

Type of Project: Single-Region Competitive Implementation

Project Goal: To expand the Great Opportunities in Technology and Engineering Careers (GO TEC) program in five school divisions within Region 2 and one additional school division in Region 3.

Project Description: The project will establish 11 GOTEK Career Connections labs in Regions 2 and 3, serving approximately 4,300 middle school students through GOTEK programming. These labs provide hands-on exposure to key technical areas, including robotics, mechanical and electrical systems, precision machining, and IT. Early exposure supports increased participation in Career and Technical Education programs and strengthens long-term alignment with regional workforce needs. This expansion increases the number of students entering aligned education and training pathways and strengthens the long-term workforce pipeline supporting regional industry.

This proposal builds on successful GO TEC implementation in Region 2 and responds to increased demand from additional school divisions seeking to participate in the program. GO TEC implementation is already underway, and this request represents the next phase of expansion to additional communities across Regions 2 and one in Region 3. Participating school divisions have committed to implementation through staffing, scheduling, and local match, demonstrating readiness to move forward upon award.

GO TEC Career Connections Expansion in Regions 2 & 3

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 2,295,384
Matching Funds	\$ 1,377,022.52
Local Match	\$ 1,313,022.52
Additional Leverage	\$ -
Total Project Budget	\$ 3,672,406.52

Funding Details: GO Virginia funds will be used for equipment to outfit the middle school Career Connection labs; contract services to provide regional coordination with the other participating school divisions; salaries to provide grant management, financial oversight, and compliance; and support for the organization's grant administration costs.

Matching funds will be used for salaries/fringe (\$1,313,022.65 in-kind contribution) provided by the local school divisions to run the Career Connection labs; and program administration support (\$64,000 cash contribution).

Past Performance:

- AM2 Initiative – FY26 – \$4,230,160
 - Recently funded competitive application (March 24, 2026 Board Meeting)
 - Committed Outcomes:
 - 10 people trained
 - 25 interns created
 - 4 new apprenticeships created
 - 1 new program created
 - 3 new mentors providing assistance
 - 100 jobs created
 - 1 business attracted
 - 1 business expanded
 - 40 businesses served
 - \$2,000,000 raised by businesses served
- NRV Materials and Machinery Cluster Scale Up – FY24 – \$98,859
 - Planning grant which led to the AM2 Applications
 - Successfully completed on time, and led to a successful implementation application

GO TEC Career Connections Expansion in Regions 2 & 3

Products:

- 11 middle school Career Connection Labs

Outcomes:

- 4,300 people trained (middle school students)
- 1 new program implemented
 - 40 businesses served
 - \$2,000,000 raised by businesses served
- NRV Materials and Machinery Cluster Scale Up – FY24 – \$98,859
 - Planning grant which led to the AM2 Applications
 - Successfully completed on time, and led to a successful implementation application

Workgroup Discussion:

- Unclear how the proposal will advance near-term economic impacts within Region 2's industry clusters.
- Long-term economic impacts not validated related to employment opportunities.
- Feedback loop response alleviated concerns related to equipment maintenance and upkeep.
- The GO Virginia State Board has not made a determination regarding the GO TEC sustainability plan received from IALR.

GO TEC Career Connections Expansion in Regions 2 & 3

Workgroup Recommendation:

Based on workgroup discussion and application review, this application is recommended for deferral as it did not meet the minimum scoring requirement for the Competitive Fund.

Application Review Summary	
Economic Impact	
Clear Metrics and Program Aligned Outcomes	YES
Alignment with Targeted Industry Sectors (G&D, REI, or TPI)	YES
Economic Impact Analysis Validated	UNDETERMINED
Evidence of Industry Demand for Project	YES
Regional Collaboration	
Meaningful Local Participation	YES
Private Industry Involvement	YES
Demonstrates Regional Coordination & Contribution	YES
Project Readiness	
Defined Timeline and Milestones	YES
Budget Complete and Match Verified	YES
Sustainability	
Defined Post Grant Sustainability Plan	UNDETERMINED