

**REGION 3
FULL COUNCIL
MEETING PACKET**

July 15, 2026



Full Council

Date and Time: July 15, 2026
1:00 p.m. – 3:00 p.m.

Location: All-virtual

Link: <https://tinyurl.com/y5rdwrwe>

Dial-In: 929-205-6099

Meeting ID: 89871503203

Password: 287955

Purpose Statement

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

AGENDA

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

Special Appearances & Presentations

- VIII. Talent Pathway Initiative Plan: Advanced Manufacturing and CEA.....Jessie Vernon
- IX. Virginia General Assembly 2026 Legislative Review.....Liz Povar

Old Business

Executive Committee Report

- X. Marketing & Communications Services Contract.....Ann Wright
- XI. Contract Staff Contracts.....Ann Wright

New Business

- XII. Project Review Committee- RISE AI Ready Region 3 Per Capita Application.....Bryan David
- XIII. Nominating Committee Report & Committee Assignments.....Bryan David
- XIV. FY26 Capacity Building Budget Amendment.....Ann Wright
- XV. Region 3 Policy # 9: Electronic Meeting Participation..... Ann Wright

XVI. UVA Cooper Center/Region 3 Council Agreement (FY26-FY27).....Bryan David

Project Coordinator’s Report.....Bryan David

XVII. Project Pipeline Report

Program Director’s Report.....Ann Wright

XVIII. Policy and Bylaws Review Workgroup

Adjourn

MINUTES

GO VIRGINIA REGION 3 FULL COUNCIL
MEETING MINUTES
Wednesday, April 15, 2026

REGULAR BUSINESS

Call To Order

Chair Willis called the GO Virginia (GOVA) Region 3 Full Council in-person meeting to order on Wednesday, April 15, 2026, at 1:04 p.m.

Roll Call and Confirmation of Quorum

Ann Taylor Wright conducted a roll call. Chair Willis declared a quorum was present.

Region 3 Executive Committee Members

Members	In Person	Virtual	Absent	Members	In Person	Virtual	Absent
Kelly Lanier-Arnold	X			Angie Kellett	X		
Sheldon Barr	X			Randolph Lail	X		
Robert Bates	X			Elizabeth Leggett	X		
Clark Casteel	X			Ilsa Loeser		X	
Melody Foster	X			Sheri McGuire	X		
Kristin Gee		X		Danny Marshal	X		
Amy Griffin	X			John Parkinson			X
Keith Harkins			X	Dale Wagoner	X		
Rhonda Hodges	X			Lauren Willis	X		

Ex Officio Member

Name – Organization - Role	In Person	Virtual	Absent
Charley Majors – Region 3 Executive Committee - Advisor			X

Region 3 Staff

Name – Organization - Role	In Person	Virtual	Absent
Bryan David (UVA Weldon Cooper Center) - Program Director – Region 3 Contract Staff	X		
Andy Wells - Southside PDC - Support Org. & Fiscal Agent	X		
Ann Taylor Wright (CTW Consulting) – Southside PDC Contract Staff	X		
Liz Povar (The Riverlink Group) - Southside PDC Contract Staff	X		

Guests in Attendance

Name – Organization - Role	In Person	Virtual
Billy Gammel - DHCD GO Virginia - Senior Program Administrator	X	
Dr. Julie Brown – Averett University - Provost		X
Angela Brown – IALR – GO TEC Director	X	
Dr. Melanie Lewis – IALR – Vice President of Advanced Learning	X	
Ted Abernathy – Economic Leadership – Managing Partner	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	IALR Foundation Board
Clark Casteel	Danville Regional Foundation
Lauren Willis	Charlotte County Public Schools
Keith Harkins	Southside Virginia Community College
Charley Majors	The Institute for Advanced Knowledge & Research; Mid-Atlantic Broadband; SOVA Innovation Hub
Sheri McGuire	Longwood University

Angie Kellet	Mecklenburg County Economic Development
Ilsa Loeser	LetterPress Communications

Approval of Minutes

Chair Willis noted that the minutes of the January 21, 2026 Full Council meeting were received via email prior to the meeting and included in the meeting packet. **Melody Foster made a motion that the minutes from the January 21, 2026 Full Council meeting be approved as presented; the motion was seconded by Elizabeth Leggett and approved unanimously.**

Financial Reports & Project Update

Bryan David and Ann Wright presented the Financial Reports and Project Updates that were included in the meeting packet for the period ending March 31, 2026. **Randy Lail made a motion that the Financial Reports be approved as presented; the motion was seconded by Elizabeth Leggett and approved unanimously.**

SPECIAL APPEARANCES & PRESENTATIONS

Resolution of Recognition for Lauren T. A. Willis and E. Randolph Lail

A Resolution of Recognition was read aloud for both Lauren Willis and Randy Lail, detailing their many years of service to the Region 3 Council. Each was presented with a Region 3—engraved paperweight and a printed copy of the Resolution. **Melody Foster made a motion to adopt the Resolutions as presented; the motion was seconded by Amy Griffin and approved unanimously.**

Virginia AI Landscape Assessment

Ted Abernathy, CEcD, Managing Partner, Economic Leadership presented the report and findings from the Virginia AI Landscape Assessment.

Southern Virginia Partnership for Health Sciences Careers Update

Dr. Julie Brown, Provost, Averett University provided an update on the SOVA Partnership for Health Science Careers initiative.

GO TEC Update

Angela Brown, GO TEC Director, IALR, provided an update on GO TEC. She reported that the team has received the draft Sustainability Plan and is currently reviewing it. The Plan will be presented to the GOVA State Board at an upcoming meeting.

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 will be an implementation project for the CEA Strategy & Roadmap, which will involve installing a prefabricated research greenhouse, making associated building improvements, and preparing the site and utilities. A Region 3 request is anticipated in April 2026 for greenhouse research equipment.
- **Virginia's Heartland Regional Economic Development Alliance:** This would be a 2-phase Sites Planning Project. Phase I would inventory available sites and buildings in the region and include a facilitator to support members in understanding and prioritizing the engineering analysis. Phase II would identify and prioritize larger industrial sites to be developed by the Alliance. An application is in progress.
- **Farm Park Siting, Fiscal and Economic Impact, and Workforce Development Project:** This will be a planning project building upon the recent feasibility report on the Co-location of Data Centers and CEA Greenhouses, prepared by the Resource Innovation Institute. An application is anticipated in April 2026.
- **Southern Virginia Partnership for Health Science Careers (SOVA Partnership):** This healthcare initiative aims to align the workforce with business needs and strengthen rural competitiveness by developing a coordinated pipeline of skilled health professionals. Averett University, Longwood University, and Danville Community College have been meeting regularly to define the scope of work, budget, schedule, and deliverables for the implementation grant. This work involves representatives from SOVA Health, Sentara Halifax, Centra, and VCU Memorial Health. An implementation application is expected in September.
- **Virginia AI Innovation Hub & Venture Studios:** This would be a project supported by Regions 3 and 7. The Smart Innovation Corporation (non-profit) is proposing to develop an industry-aligned workforce development program to support individuals pursuing careers in artificial intelligence, data analytics, and applied machine learning, and to support employees of existing businesses in the use of AI in the workplace.
- **Metals Workforce Training Center:** This project is being developed by the Town of Bedford Economic Development Authority following a successful feasibility and master plan project funded by GO Virginia Region 2. A 60,000-square-foot former steel foundry located in Bedford would serve as a metal industries workforce training facility.
- **Region 3 Leadership Development Project:** This project will be in partnership with the UVA Sorensen Institute for Leadership and the Virginia Institute for Government to develop a community leadership program in Region 3.

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

NEW BUSINESS

2026-2027 Organizational Meeting – GO Virginia Region 3 Council Nominating Committee Report

The Nominating Committee invited Robert Bates to serve as Chair and Elizabeth Leggett to serve as Vice Chair for the upcoming fiscal year. Each accepted, and the Executive Committee agreed and endorsed both for these Region 3 Council leadership positions for July 1, 2026, through June 30, 2027. **Amy Griffin made a motion to appoint the Chair and Vice Chair as presented; the motion was seconded by Kelly Arnold and approved unanimously.**

Proposed FY2026-2027 GO Virginia Region 3 Capacity Building Budget

Bryan David presented the draft FY2026-2027 operating budget and discussed the delay in the approval of the Weldon Cooper Center contract. **Elizabeth Leggett made a motion that the FY2026-2027 Capacity Building (Operating) Budget be approved as presented; the motion was seconded by Angie Kellett and approved unanimously; Ilsa Loeser abstained (COI- LetterPress Communications).**

PROGRAM DIRECTOR'S REPORT

The Program Director's Report was submitted in writing in the meeting packet; no oral report was given due to time constraints. The Program Director's Report included the Region 3 2025 Growth & Diversification Plan Update, the pending projects report, proposed state funding for GOVA and GO TEC, and a recap of the recent Regional Council Committee meeting.

ADJOURN

There being no additional business matters to be brought before the GOVA Region 3 Council, Chair Willis adjourned the meeting at 3:06 p.m.

These minutes were approved on ____.

Andy Wells, Southside PDC
Executive Director

Robert Bates, GOVA Region 3
Council Chair

FINANCIAL REPORT & PROJECT UPDATE

MBC MIDDLE MILE CONSTRUCTION

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

Report Period: June 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: CLOSED

Grant Agreement Period: December 13, 2022 - June 30, 2026

Report Period: June 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 #13 6/8/2026	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 25,288.00	\$ 17,154.07	\$ 4,617.84	\$ 21,771.91	\$ 3,516.09
Contract Services	\$ 270,688.33	\$ 270,688.33	\$ -	\$ 270,688.33	\$ -
Equipment (Freight, Inflationary)	\$ 292,146.96	\$ 292,146.96	\$ -	\$ 292,146.96	\$ -
Indirect Costs	\$ 256,114.00	\$ 215,641.94	\$ -	\$ 215,641.94	\$ 40,472.06
Marketing (Outreach)	\$ 99,000.00	\$ 78,870.70	\$ -	\$ 78,870.70	\$ 20,129.30
Salaries & Fringe	\$ 1,892,697.48	\$ 1,624,505.52	\$ -	\$ 1,624,505.52	\$ 268,191.96
Supplies	\$ 126,025.20	\$ 126,025.20	\$ -	\$ 126,025.20	\$ -
Training	\$ 479,392.26	\$ 269,859.44	\$ -	\$ 269,859.44	\$ 209,532.82
Travel	\$ 33,468.77	\$ 33,468.77	\$ -	\$ 33,468.77	\$ -
Awarded Total	\$ 3,474,821.00	\$ 2,928,360.93	\$ 4,617.84	\$ 2,932,978.77	\$ 541,842.23

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 will be 90% expended. The final remittance is in process for \$192,656. This will leave a balance of \$349,185 to be returned to the Statewide Competitive pool. GO TEC 2025 met or exceeded all project performance metrics, impacting more than 20,000 students. The Sustainability Plan has been completed. Portions of the plan will be made public, while proprietary sections will remain confidential. GO TEC has transitioned from development to strategic execution. As outlined in the Sustainability Plan, a staff reorganization is scheduled for completion by September to align with the plan's strategic priorities and establish sustainable revenue streams that support long-term operations.

ADVANCED MANUFACTURING TPI: CLOSED

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

Report Date: June 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. Project closeout is underway. The Chmura Living Wage and Job Availability Study has been completed and made publicly available. The study has already become a widely referenced resource for economic development, workforce planning, and regional policy discussions, helping to inform strategies that connect residents with living-wage employment opportunities. The Talent Pathways Initiative (TPI) Plan has also been completed and will be presented to the Region 3 Council at its July meeting.

RISE Build-to-Scale

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

Report Date: June 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 continue to move forward as planned. Forty participants attended the Let's Talk Business event in Lawrenceville in June. In April, a four-part project management workshop was conducted. The 3rd annual RISE Summit will be held on August 27th in Danville and will feature an AM2 manufacturing track. Through Q1 2026, 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: June 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	\$ 3,000.00	\$ 1,206.58	\$ 263.22	\$ 1,469.80	\$ 1,530.20
Training	\$ 277,690.00	\$ 244,755.25	\$ 25,357.57	\$ 270,112.82	\$ 7,577.18
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. One final remittance is in progress. Upon completion, the project will be closed out.

SVCC Occupational Training Facility

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

Report Date: June 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 are being 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. To date, 8 net new students have been trained and 48 credentials awarded.

The Hub at 801

Grant Agreement Term: April 1, 2026 - March 31, 2028

Report Date: June 2026

Sub-Grantee: SOVA Innovation Hub

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #1	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 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
Fiscal Management/Accounting	\$ 20,000.00	\$ -	\$ -	\$ -	\$ 20,000.00
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 changed from SoVa Fab Lab to The Hub at 801. Renovations are ongoing and are expected to be completed by September. Orders for GO Virginia-funded equipment are anticipated upon completion of the renovations. The Hub Manager began work this week, and a soft opening is anticipated this fall.

BRIC (Blue Ridge Innovation Cooridor)

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

Report Date: June 2026

Sub-Grantee: BRIC

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

GO VIRGINIA GRANT FUNDS

Budget Categories from CAMS	GOVA Budget	Previously Paid	DHCD Request Drawdown #1	Total Paid After Remittance	Grant Balance
SPDC Project Monitoring/Reporting	\$ 3,000.00	\$ -	\$ -	\$ -	\$ 3,000.00
Contract Services	\$ 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
Contract Serives Match Total	\$ 120,000.00	\$ -	\$ -	\$ -	\$ 120,000.00
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
Salaries Match Total	\$ 5,000.00	\$ -	\$ -	\$ -	\$ 5,000.00
Match Total	\$ 125,000.00	\$ -	\$ -	\$ -	\$ 125,000.00

Status: No remittance activity has occurred to date; the BRIC team has not yet to receive an invoice from the contractor. BRIC has engaged Deloitte as the consulting firm to lead the initiative, with SIR providing support. To date, the team has conducted 47 stakeholder interviews and completed multiple in-person tours throughout the region. During the recent listening tour, the BRIC team was granted two three-hour meetings with Secretary Chenery. The Roanoke meeting focused on biotechnology, while the Danville meeting centered on advanced manufacturing. The discussions were described as very positive.

Industrial Skilled Trades Regional Expansion

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

Report Date: June 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: July 1, 2026 - June 30, 2028

Report Date: June 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 has been executed with a July 1, 2026 start date. Equipment purchases will begin upon completion of the renovations.

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
TPI 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
TOTAL PROJECT FUNDING					23,703,983	7,991,771.28	9,671,318.60	14,963,072.65	\$13,315,497.00	
PER CAPITA PROJECT AVAILABLE BALANCE						293,142.47				

All Projects

Project Name	G & D Plan Investment Strategy	Project Status	Award Date	Project Close Out 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	6/3/2026	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
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	Active	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	489,402.68	673,393.00		State Competitive
Heartland Regional Site Development Planning	Site Development	Withdrawn			94,000					Per Capita-Planning
TOTAL PROJECT FUNDING					23,797,983	7,991,771.28	14,963,072.65	9,671,318.60	\$13,315,497.00	
PER CAPITA PROJECT AVAILABLE BALANCE						293,142.47				
Of the \$1,000,000 that is awarded annually, no more than \$250,000 can be utilized for Planning Projects. Projects highlighted in green are not funded by the Region 3 Per Capita allocation. Date of Award for Planning Grants is the date DHCD staff approved it. DHCD recaptured \$497,944.75 per letter dated October 4, 2024.										

SPECIAL APPEARANCES & PRESENTATIONS



DATE: July 6, 2026

TO: Region 3 Full Council

FROM: Ann Taylor Wright, Program Director

RE: IALR Talent Pathway Initiative Plan: Advanced Manufacturing and CEA Presentation

The GO Virginia Region 3 Talent Pathways Initiative (TPI) has been completed and provides a comprehensive assessment of the region's workforce needs, talent pipeline challenges, and opportunities to strengthen workforce development in support of the Region 3 Growth and Diversification Plan. The study focuses on the region's priority industry clusters of Advanced Manufacturing & Advanced Materials and Controlled Environment Agriculture (CEA) and identifies strategies to better align employers, education, and workforce partners to meet current and future workforce demand.

At the July Region 3 Council meeting, Jessie Vernon, Director of Employer Engagement & Experiential Learning, Institute for Advanced Learning & Research (IALR), will present the Talent Pathways Initiative findings and recommendations. The presentation will highlight key workforce trends, identified skills gaps, and recommended employer-led strategies to strengthen the region's talent pipeline and support long-term economic competitiveness.

RECOMMENDATION:

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





DATE: July 6, 2026
TO: Region 3 Full Council
FROM: Ann Taylor Wright, Program Director
RE: **Virginia General Assembly 2026 Legislative Review**

At the July Region 3 Council meeting, Liz Povar, Senior Program Advisor for GO Virginia Region 3, will provide an update on recent Virginia General Assembly actions and other legislative developments that may impact GO Virginia Region 3, regional economic development initiatives, and the implementation of the Region 3 Growth and Diversification Plan. The update will include a summary of legislation and policy initiatives relevant to the GO Virginia program and their potential implications for the Region.

RECOMMENDATION:

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

OLD BUSINESS

EXECUTIVE COMMITTEE REPORT



DATE: July 6, 2026

TO: Region 3 Full Council

FROM: Ann Taylor Wright, Program Director

RE: **Executive Committee Report**

The Region 3 Executive Committee met on June 17, 2026, to consider several administrative and operational matters between regularly scheduled meetings of the Region 3 Council.

The Executive Committee approved the FY27 Marketing and Communications Services Agreement with LetterPress Communications. The agreement was renewed in accordance with the provisions of the original Request for Proposals (RFP), which permit contract renewals based on satisfactory performance and the continuing needs of Region 3.

The Executive Committee reviewed the responses to the RFPs for the Project Coordinator and Senior Program Advisor positions. One Letter of Interest was received for each RFP. The Executive Committee accepted the Letters of Interest and directed the Southside Planning District Commission (SPDC), as the Region 3 Support Organization and Fiscal Agent, to proceed with execution of the contracts. Consistent with the procurement approach used for marketing and communications services, the RFPs for these positions also permit contract renewals in successive two-year terms based on satisfactory performance and the continuing needs of Region 3.

The Executive Committee approved amendments to the FY26 Region 3 Capacity Building (Operations) Budget to support the Region 3 staffing transition plan, including funding for the Project Coordinator position and related operational adjustments.

The purpose of this report is to inform the Region 3 Council of actions taken by the Executive Committee since the Council's previous meeting. Copies of the RFPs and Letters of Interest are included in the meeting packet for the Council's information.

RECOMMENDATION:

No further action by the Region 3 Council is required, except for the FY26 Capacity Building Budget Amendment, which is presented separately for Council consideration under New Business.

VENDOR CONTRACT - MARKETING & COMMUNICATIONS

DATE: 6/17/26

VENDOR: Letterpress Communications

CONTRACT

OVERVIEW:

The Southside Planning District Commission (PDC) is the designated Support Organization and Fiscal Agent for the GO Virginia Region 3 Council. As such, it entered into a contract with Letterpress Communications on **July 1, 2026** to provide marketing and website maintenance and to facilitate public relations and communications strategies.

SCOPE OF WORK:

- I. The primary objective of this engagement is to utilize the communications strategy leadership of Letterpress Communications to effectively engage and leverage Council members and committee members that extends the reach of the Region 3 Council's mission and message.
- II. The services provided by Letterpress Communications consists of the following:
 - a. Core services at nineteen (19.5) hours of staff support per month to include the following tasks as needed and as budget allows:
 - i. Strategic consulting and planning through meetings (monthly);
 - ii. Develop content for the Region 3 e-newsletter;
 - iii. Develop and post content for Facebook and LinkedIn;
 - iv. Maintain and update the Region 3 website as needed;
 - v. Maintain and update targeted media lists (local, state, national); and,
 - vi. Develop press release content and distribute as needed.
 - b. Annual report creation
 - c. Website hosting, security and maintenance

CONTRACT TERM:

The term of this contract will be from **July 1, 2026** through **June 30, 2027**. This contract is subject to additional terms as detailed in the Letterpress Communications proposal for GO Virginia Region 3 attached herein as Appendix A

PERFORMANCE OUTCOMES:

The *Performance Outcomes* to be accomplished during the term of the contract based on the core services and special project services:

- a. Increase Facebook and LinkedIn followers by 3 percent (3%);
- b. Maintain an average reach of 30,000 annually of Facebook;
- c. Maintain an average of 600 visitors annually on LinkedIn;
- d. Complete website edits on average within three business days of edit request; and
- e. Maintain newsletter engagement at thirty-five percent (35%) open rate and six percent (6%) click-through rate.

Performance Outcomes are based on the following commitment from the Region 3 team:

- a. Monthly planning meetings with shared agreement on the upcoming month's goals and outcomes;
- b. Facilitate engagement and communications with core stakeholders (board, committee members, ambassadors) up to four times per year (*Annual Communications Recap at council meeting and up three email communications to Council*); and
- c. Respond to emails and complete project/item reviews within 5 days of submission from the Letterpress Team.

OTHER MATTERS:

- I. The primary *Point of Contact* for Letterpress Communications from Region 3 will be the Program Director unless otherwise noted.
- II. Letterpress will meet with the Region 3 Communications and other stakeholders for guidance and input regarding the core services and special projects as needed.
- III. Letterpress Communications will represent the Region 3 Council respectfully and professionally and will not make policy or financial commitments on behalf of the Region 3 Council.
- IV. Additional services and expenses not included in this contract are subject to the approval by the Region 3 Council prior to initiating such services or incurring such costs.
- V. This contract is subject to continuing appropriations provided to the GO Virginia Region 3 Council from the Commonwealth of Virginia and the Virginia Department of Housing and Community Development.

SERVICE FEES AND TERMS:

- I. Core services during the term of this contract are nineteen and a half (19.5) hours per month at \$140 per hour. Letterpress will invoice \$2,730 at the beginning of each month for core services. Any estimated overages in hours will be discussed for prior approval.
- II. Special projects services are provided at a rate of \$140 per hour and are funded through the annual budget established by the GO Virginia Region 3 Council.
- III. Letterpress will develop a digital annual report at a rate of \$1,200, which will be billed in full at the start of the annual report project in September.
- IV. Annual hosting, security, and maintenance fee for GO Virginia Region 3 Council website is \$1380 and is billed annually.
- V. See Addendum A for reference.

SOUTHSIDE PDC



Andy K. Wells, Executive Director

LETTERPRESS COMMUNICATIONS



Alexandra Veatch, CEO

ADDENDUM A

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

FY 26-27 - Agreement Letterpress Communications

Final Audit Report

2026-06-18

Created:	2026-06-18
By:	Charlotte Wright (ctwconsultingva@gmail.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAICLKz-WCrvfLLZ461UJlppBzIYZh0EsO

"FY 26-27 - Agreement Letterpress Communications" History

-  Document created by Charlotte Wright (ctwconsultingva@gmail.com)
2026-06-18 - 6:21:52 PM GMT
-  Document emailed to Andy Wells (awells@southsidepdc.org) for signature
2026-06-18 - 6:22:15 PM GMT
-  Email viewed by Andy Wells (awells@southsidepdc.org)
2026-06-18 - 6:32:58 PM GMT
-  Document e-signed by Andy Wells (awells@southsidepdc.org)
Signature Date: 2026-06-18 - 6:35:26 PM GMT - Time Source: server - Signature Appearance Selected: IMAGE
-  Agreement completed.
2026-06-18 - 6:35:26 PM GMT



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:

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

- o Overview of Firm/Individual, including size of organization and types of services provided.
- o Applicable individual and corporate Virginia licensing and/or certification information.
- o 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



NEW BUSINESS



DATE: July 10, 2026

TO: Region 3 Council

FROM: R. Bryan David, Project Coordinator

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

RE: Project Review Committee - RISE AI Ready Region 3 Per Capita Application

The Project Review Committee met on Thursday, July 9th, to review the following Per Capita project application and to recommend its approval by the Region 3 Council as presented:

RISE Phase III: AI-Ready Region 3: Advancing Entrepreneurship, Innovation, and Talent Pathways Across Southern Virginia

Status of the Project:

- The Project Review Committee considered the project on July 9th.
- The GO Virginia Region 3 Executive Committee most recently received a project development update from the Project Pipeline Report at its June 17th meeting.
- The project is due to the Virginia Department of Housing and Community Development by August 7th and will be considered by the GO Virginia State Board at its meeting on September 15th.

Project Overview

- The project includes three interconnected components:
 - i. **AI Literacy and Innovation Capacity** will provide practical AI training, workshops, technical assistance, and implementation support to entrepreneurs, trade-sector businesses, educators, and workforce partners. Activities will focus on helping participants improve productivity, strengthen competitiveness, identify innovation opportunities, and prepare for emerging workforce and technology demands.
 - ii. **AI-Enabled Entrepreneurship Education and Talent Development** will expand entrepreneurship and innovation education through educator professional development, a regional innovation challenge, and an AI-integrated entrepreneurship curriculum. The project will strengthen the region's talent pipeline and prepare students and educators for an economy increasingly shaped by artificial intelligence and technology-driven innovation.
 - iii. **AI-Ready Entrepreneurial Ecosystems and Local Capacity Development** will expand the RISE Navigator model, strengthen entrepreneurial support services, increase mentor engagement, improve referral networks, and build local capacity across the region. A unique feature of the project is the use of locally embedded "fractional" RISE Navigators who provide high-touch, community-based support across multiple localities. These Navigators serve as trusted connectors within their communities, helping entrepreneurs and trade-sector businesses access resources and technical assistance, identify opportunities, build relationships, develop AI literacy and skills, and connect to the broader regional ecosystem.



- Together, these three components form a coordinated regional strategy that advances entrepreneurship, innovation, and talent pathways while preparing Region 3 for an increasingly AI-enabled economy. By connecting students, educators, entrepreneurs, trade-sector businesses, workforce partners, innovation champions, and economic development stakeholders, AI-Ready Region strengthens the region's capacity to cultivate talent, accelerate innovation, increase technology adoption, foster business creation and growth, and enhance long-term economic competitiveness.

Funding and Match (2:1_GO VA/Partner Match):

The proposed budget for the project:

\$ 400,000 (GO Virginia Region 3 Per Capita Fund)
200,000 (Matching Funds_cash and in-kind)
\$ **600,000 Total Project Budget**

- The SOVA Innovation Hub Corporation (a nonprofit) will serve as the Fiscal Agent for the GO Virginia Per Capita Grant.
- A local government match waiver of twenty percent (20%) of the project, totaling \$80,000, is being requested because 50% or more of the participating localities have fiscal stress rated as High or Above Average, as measured by the Fiscal Stress Index published by the Commission on Local Government, and are unable to financially support this project.

Supporting Local Political Subdivisions:

Participating local governments are expected to include the Counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, and Prince Edward, along with the Cities of Danville and Martinsville.

Implementation Partners:

- Mid-Atlantic Broadband Communities Corporation (MBC)
- Southern Virginia Higher Education Center (SVHEC)
- Longwood University's SEED Innovation Hub
- Patrick & Henry Community College's Dalton IDEA Center
- Institute for Advanced Learning and Research (IALR)
- Southside Virginia Community College
- Participating school divisions (in-process)
- Longwood Small Business Development Center (LSBDC)
- Virginia APEX Accelerator
- Commonwealth Regional Council (CRC), Southside Planning District Commission (SPDC), and West Piedmont Planning District Commission (WPPDC)
- Southern Virginia Regional Alliance (SVRA) and Heartland Regional Alliance and partner local economic development organizations
- Microsoft TechSpark



Region 3 Council
July 10, 2026
Page 3

- National Consortium on Entrepreneurship Education (NCEE)
 - Roanoke-Blacksburg Innovation Alliance (RBIA), operator of the Regional Accelerator and Mentoring Program (RAMP)
- A comprehensive project summary and the complete application will be sent to the Region 3 Council under separate cover.

RECOMMENDATION:

For the Region 3 Council's consideration and action.





DATE: July 10, 2026

TO: Region 3 Council

FROM: R. Bryan David, Project Coordinator

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

RE: GO Virginia Region 3 Nominating Committee & Committee Assignments

I have prepared this report in conjunction with Ann Wright as part of the transition to our new roles, which became effective on 7.1.26.

The Region 3 Chair, Robert Bates, and Region 3 staff met on July 1st to begin preparing a recommendation for individuals to be appointed to replace Lauren Willis and Randy Lail as private-sector members of the Region 3 Council. Additionally, a private sector representative remains to be filled from the Region 3 Western Subregion. There are no other vacancies on the Region 3 Council at this time.

The Region 3 Vice Chair, Elizabeth Leggett, was unavailable due to a long-planned family vacation.

The Chair and staff agreed to defer the identification, recruitment, and recommendation of individuals to bring forward to the Region 3 Council, given the leadership transition underway this month. The Nominating Committee will present a recommended slate of members to fill these vacancies at the Region 3 Council's next quarterly meeting on October 14th.

In his capacity as Chair, Robert Bates will invite Region 3 Council members and others to join the standing committees, which are the Executive Committee, Project Review Committee, Personnel Committee, and Nominating Committee. The Chair will appoint special-purpose committees as needed.

Robert and Elizabeth are members of the Executive Committee, Personnel Committee, and the Nominating Committee, given their positions as Chair and Vice Chair, respectively.

RECOMMENDATION:

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





DATE: July 5, 2026

TO: Region 3 Executive

FROM: Ann Taylor Wright, Program Director

RE: **FY26 Region 3 Capacity Building (Operations) Budget Amendment**

In July 2026, Region 3 will fully expend its FY25 funds and transition to the FY26 Capacity Building (Operations) budget. The FY26 budget was originally approved by the Region 3 Council on April 16, 2025. The amendment realigns operational funding to reflect anticipated expenses, staffing changes, and contract service needs for the upcoming budget period.

The amendment includes funding for the Region 3 staffing transition plan beginning July 1, 2026, including the Program Director and Project Coordinator positions. It also adjusts the LetterPress Communications line item based on the proposed covering July 1, 2026, through June 30, 2027.

Additional revisions were needed to account for outstanding Weldon Cooper Center at UVA invoices for October 2025 through June 2026, totaling \$85,427. These invoices were not submitted in a timely manner and will close out the FY25 budget, with the remaining balance to be paid from the FY26 budget.

The Executive Committee reviewed the proposed FY26 Capacity Building budget amendment and voted to approve it as presented at the June 2026 meeting.

Recommendation:

Ratify the Executive Committee's approval of the FY26 Region 3 Capacity Building (Operations) Budget Amendment.

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

GO VIRGINIA



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

DHCD FY26 Budget Period:

From: 07/01/25

Through:

6/30/2026

Projected Region 3 FY26 Budget Period:

From: 7/1/2026

Through: 3/31/2027

Budget Item

Amount

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

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

TOTAL Expense Budget:

\$ 250,000.00





DATE: July 2, 2026

TO: Region 3 Full Council

FROM: Ann Taylor Wright, Program Director

RE: GO Virginia Region 3 Policy #9: Electronic Meeting Participation

In 2022, the Virginia General Assembly approved, and the Governor signed, amendments to the Virginia Freedom of Information Act (FOIA) authorizing public bodies to conduct electronic meetings under certain circumstances, including when a quorum is not physically assembled at a single meeting location, provided the requirements of § 2.2-3708.3 of the Code of Virginia are met.

Section 2.2-3708.3 requires each public body wishing to conduct electronic meetings to annually readopt its electronic meeting policy.

Attached is Region 3 Council Policy #9, Members Participating by Electronic Means, for the Council's annual readoption.

RECOMMENDATION:

Adopt Policy #9, *Members Participating by Electronic Means*, as presented.



REGION 3 COUNCIL POLICY #9

TITLE: Members Participating by Electronic Means

EFFECTIVE DATE: July 16, 2026

POLICY STATEMENT

The GO Virginia Region 3 Council is subject to the provisions of the Virginia Freedom of Information Act, including § 2.2-3708.3 of the Code of Virginia, as amended. This policy establishes the conditions and procedures under which members of the Region 3 Council, Executive Committee, or Council Committees may participate in meetings through electronic communication means from a remote location. This policy shall be reviewed and readopted annually as required by § 2.2-3708.3 of the Code of Virginia.

POLICY

I. Remote Participation by Individual Members

The Region 3 Council, Executive Committee, or Council Committee may permit a member to participate in a meeting through electronic communication means when the member notifies the Chair on or before the day of the meeting that the member is unable to attend in person due to one of the following circumstances:

- a. A temporary or permanent disability or other medical condition that prevents the member's physical attendance. An individual member who is a person with a disability, as defined in § 51.5-40.1 of the Code of Virginia, and who participates remotely shall be counted as physically present for purposes of establishing a quorum.
- b. A family member's medical condition that requires the member to provide care for the family member, thereby preventing the member's physical attendance. An individual member who serves as a caregiver for a person with a disability and participates remotely shall be counted as physically present for purposes of establishing a quorum.
- c. A personal matter that prevents the member's physical attendance. The member shall identify with specificity the nature of the personal matter. Participation under this provision shall be limited as provided in Section V of this policy.



II. Members Residing More Than Sixty Miles Away

The Region 3 Council, Executive Committee, or Council Committee may permit a member to participate in a meeting through electronic communication means if, on or before the day of the meeting, the member notifies the Chair that the member's principal residence is more than sixty (60) miles from the meeting location identified in the required meeting notice.

III. Quorum Requirements

Except as otherwise permitted by § 2.2-3708.3 of the Code of Virginia, a quorum of the Region 3 Council, Executive Committee, or Council Committee shall be physically assembled at the meeting location identified in the meeting notice in order for the meeting to be conducted.

IV. Meeting Minutes

When remote participation is approved under this policy, the minutes of the meeting shall include:

- a. The fact that the member participated through electronic communication means;
- b. The general location from which the member participated, which need not be open to the public and may be identified by a general description;
- c. The reason for the member's remote participation, specifically identifying whether participation was due to:
 - A temporary or permanent disability or other medical condition;
 - A family member's medical condition requiring the member to provide care or the member serving as a caregiver for a person with a disability;
 - A personal matter, including the specific nature of the personal matter; or
 - The member's principal residence being more than sixty (60) miles from the meeting location.

If a request for remote participation is denied because participation would violate this policy or applicable law, the minutes shall reflect the request and the specific reason for the denial.

V. Limitation on Personal Matters

Participation due to a personal matter shall be limited to two (2) meetings or twenty-five percent (25%) of the meetings held by the Region 3 Council, Executive Committee, or



Council Committee during a calendar year, rounded up to the next whole number, whichever is greater.

This limitation does not apply to participation due to a disability or medical condition, caregiving responsibilities, or residence located more than sixty (60) miles from the meeting location.

VI. Electronic Communication

The Region 3 Council, Executive Committee, or Council Committee shall ensure that members participating remotely can hear the discussion and, to the extent practicable, be heard by all persons assembled at the primary meeting location so that the remote member may participate fully in the meeting.

VII. Uniform Application

This policy shall be applied uniformly and consistently to all members without regard to the identity of the member requesting remote participation or the matters scheduled for consideration by the public body.

APPROVAL AND REVIEW

This policy was readopted by the GO Virginia Region 3 Council on July 15, 2026, and shall be reviewed and readopted annually in accordance with § 2.2-3708.3 of the Code of Virginia.

SUPERSESSION

This policy supersedes all previous versions of Region 3 Council Policy #9.

REGION 3 COUNCIL CHAIR

Robert Bates





DATE: July 10, 2026

TO: Region 3 Council

FROM: R. Bryan David, Project Coordinator

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

RE: Draft UVA Cooper Center/Region 3 Council Partnership Agreement (FY26-FY27)

Following the Region 3 Council staffing transition plan approved at the January 21st meeting, the partnership between the Cooper Center and the Karsh Institute for Democracy had been under review by Laura Hennessy, Acting Director, and other leadership at the Karsh Institute for Democracy, as well as with the University's executive administration. Given the situation, the Region 3 Council decided at its April 15th meeting to procure a part-time Project Coordinator to provide staffing support in accordance with the approved transition plan. That staff support is in place effective July 1st.

On June 19th, an email from Laura Hennessy was sent to the Region 3 Council's then current and incoming Chairs and Vice Chairs. The email acknowledged that the University's review has taken longer than expected and noted that, if agreeable to the Region 3 Council, the partnership could be extended for an additional year (FY26-FY27). Here is an excerpt from her email:

"Thank you for allowing us to take extra time to discuss the contract with GO Virginia Region Three and Bryan David with various colleagues at the University of Virginia. We recognize it has been an extra lengthy process and truly appreciate your patience.

As you know, this year has been an unusual one, with new leadership at nearly all levels of the University as well as the Cooper Center. Because of this and the amount of time that has already elapsed, our preference would be to extend Bryan David's contract and the GO Virginia partnership for another year. This will enable the next permanent director of the Cooper Center to be engaged in determining the scope of any economic development work for the Center while allowing this important work to go forward uninterrupted.

We sincerely hope this meets with your approval and we can look forward to another successful fiscal year partnership between GO Virginia Region Three and UVA.

Back in 2019, when Southern Virginia leaders, including then-Chair Randy Lail and Vice Chair Charles Majors, first formed this productive partnership between GO Virginia Region Three and the UVA Weldon Cooper Center, our team was pleased to partner with you to support and strengthen the economy and communities in Southern Virginia. We remain dedicated to that goal and to this important work."



Region 3 Council
July 10, 2026
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In light of the foregoing, I have prepared a working draft of an agreement for review by the Region 3 Council and the Cooper Center leadership. This agreement follows the Cooper Center's standard template, with modifications to recognize this as a joint venture to provide funding for the Project Coordinator position. These modifications include a better vehicle for each party to contribute funds to the position, as well as other operational efficiency improvements.

I should note that I also prepared the 2022 and 2025 agreements following the first executed in 2020.

A copy of the working draft is attached for your reference. I will present the details at the Region 3 Council meeting on July 15th.

RECOMMENDATION:

For the Region 3 Council's consideration and approval to authorize the Chair to sign the agreement once it is finalized, subject to any non-substantive revisions the University may request. A copy of the final executed agreement will be distributed to the Region 3 Council.



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

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

a. Scope of Services, Timeline, and Budget

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

Timeline: July 1, 2026 through June 30, 2027

Total Shared Contributions:

\$ 52,000.00 GO Virginia Region 3 Council

\$ 15,383.00 UVA Weldon Cooper Center for Public Service

\$ 67,383 Total

Project Name: UVA Weldon Cooper Center for Public Service/GO Virginia Region 3 Council Partnership

b. Billing

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

c. Publications and Publicity

In any scholarly publications incorporating the results of the Services, the Client shall include an appropriate acknowledgment of the University. The Client agrees not to use the name of the University in any advertising or publicity material or to make any form of representation or statement which would constitute an express or implied endorsement by the University of any commercial product or service, or to authorize others to do so, without first having obtained written permission from the University.

d. Intellectual Property and Data Rights

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

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

e. Confidentiality

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

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

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

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

f. Liability

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

g. Term and Termination

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

h. General Provisions

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

[the remainder of this page is intentionally blank]

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

THE RECTOR AND VISITORS
OF THE
UNIVERSITY OF VIRGINIA

CLIENT

By: _____

By: _____

Name Laura Hennessey

Name Robert Bates/Andy K. Wells

Title Acting Executive Director
 Weldon Cooper Center for
 Public Service

Title Chair
 GO Virginia Region 3 Council
 Executive Director, Southside
 Planning District Commission

Date

Date

Appendix A: Scope of Services, Timeline, and Budget

Project Name: UVA Weldon Cooper Center for Public Service/GO Virginia Region 3 Council Partnership

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

Date(s): Timeline: July 1, 2026, through June 30, 2027

Total Shared Contributions:

\$ 52,000.00 GO Virginia Region 3 Council

\$ 15,383.00 UVA Weldon Cooper Center for Public Service

\$ 67,383.00 Total

About VIG

Organization, size and structure

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

Experience and qualifications

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

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

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

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

Primary Contact

For the Virginia Institute of Government:

R. Bryan David, AICP
Economic and Community Development | Local
Government Specialist
GO Virginia Region 3 Project Coordinator
Mobile: 540.395.6504
Email: bryan.david@virginia.edu

For the GO Virginia Region 3 Council

Ann Taylor Wright
GO Virginia Region 3 Program Director
Mobile: 434.262.2803
Email: ctwconsultingva@gmail.com

Proposal

1. GO Virginia Region 3 Project Coordinator

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

Key Responsibilities

a. Project and Application Development, Submission, and Review (end-to-end)

Services will include:

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

b. Council and Committee Support

Services will include:

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

c. Stakeholder and Applicant Engagement

Services will include:

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

d. Role Boundaries

The Project Coordinator's authority is limited as follows:

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

e. Expected Outcomes

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

UNIVERSITY RESPONSIBILITIES

- a. The Project Coordinator will be recognized and participate as a member of the Virginia Institute of Government staff in addition to performance of any duties as Economic and Community Development | Local Government Specialist.
- b. The University will provide organizational support to the Project Coordinator to include access and use of the Weldon Cooper Center for Public Service's information technology platform (e.g. Outlook, Zoom and Teams accounts, file servers, and the like) and other customary support for a

professional position.

This customary support excludes expenses incurred by the Project Coordinator for travel, training, professional dues, information technology hardware and software beyond the foregoing, and other incidental expenses to perform the responsibilities set forth above.

- c. Other responsibilities may be added or removed as determined by the University subject to the approval of the Region 3 Council

GO VIRGINIA REGION 3 COUNCIL RESPONSIBILITIES

- a. The Project Coordinator will be recognized and participate as a member of the GO Virginia Region 3 Council staff.
- b. The GO Virginia Region 3 Council will provide organizational support through the Southside Planning District Commission as may be needed from time to time subject to the approval of the GO Virginia Region 3 Program Director.

This organizational support excludes expenses incurred by the Project Coordinator for travel, training, professional dues, information technology hardware and software, and other incidental expenses to perform the responsibilities set forth above.

- c. Other responsibilities may be added or removed as determined by the Region 3 Council subject to the approval of the University.

UNIVERSITY AND GO VIRGINIA REGION 3 COUNCIL JOINT RESPONSIBILITIES

- a. The University and GO Virginia Region 3 Council will assume shared supervisory responsibilities of the Project Coordinator.
- b. The Project Coordinator will be under the joint direction of the GO Virginia Region 3 Program Director and the Managing Director of the Virginia Institute of Government. Any performance issues requiring disciplinary action will be coordinated by the Program Director and the Managing Director. The Executive Director of the Weldon Cooper Center for Public Service and the GO Virginia Region 3 Council Chair will be advised of such issues or actions.
- c. The University will be responsible for funding and monthly disbursement of the shared contribution of \$15,383.00 to the Project Coordinator. A financial report documenting the disbursements for 2026-2027 will be prepared and submitted to the Region 3 Council by June 30, 2027.
- d. The GO Virginia Region 3 Council will be responsible for funding and monthly disbursement of the shared contribution of \$52,000.00 to the Project Coordinator. A financial report documenting the disbursements for 2026-2027 will be prepared and submitted to the University by June 30, 2027.

- e. Other responsibilities may be added or removed as subject to the approval of the University and the Region 3 Council.
- f. In the event either party anticipates an inability to meet its monthly disbursement obligation under this Agreement, that party shall provide written notice to the other party no less than thirty (30) days in advance of the affected disbursement. Should a funding shortfall or lapse occur, the University and the Region 3 Council shall confer in good faith within ten (10) business days of such notice to determine whether the Project Coordinator position will continue on a reduced, prorated, or suspended basis, or whether the position will be terminated.

Neither party is obligated to fund the other party's shared contribution in the event of a shortfall. If the parties are unable to reach agreement on a path forward within thirty (30) days of the original notice, either party may terminate its participation in this staffing arrangement upon written notice, provided that any amounts already earned by the Project Coordinator through the date of termination shall be paid on a pro rata basis consistent with Section 7(B) of the Agreement.

- g. The Project Coordinator's performance shall be reviewed jointly by the GO Virginia Region 3 Program Director and the Managing Director of the Virginia Institute of Government, consistent with the joint supervisory structure set forth in paragraph (b) above. Performance reviews shall occur at the midpoint (approximately December 2026) and at the conclusion (June 2027) of the term of this Agreement and shall be evaluated against the Key Responsibilities and Expected Outcomes set forth above. Either the Program Director or the Managing Director may request an informal check-in at any other time. Any performance concerns identified outside of a scheduled review shall first be addressed informally between the Program Director and the Managing Director before proceeding to the disciplinary process described in paragraph (b).

PROPOSED IMPLEMENTATION TIMELINE

The Project Coordinator will start the duties as set forth above on July 1, 2026, and continue such duties through June 30, 2027.

PROJECT RESUME

R. Bryan David, AICP

Effective July 1, 2026, Mr. David serves as the Economic and Community Development | Local Government Specialist at the University of Virginia's Weldon Cooper Center for Public Service and the Virginia Institute of Government, advancing economic and community development, and supporting local governments, in the Commonwealth. His work includes a partnership between the Cooper Center and the Growth and Opportunity Virginia Region 3 Council. After serving as Program Director for the GO Virginia Region 3 Council (2020–2026), he now serves as the Region 3 Project Coordinator, effective July 1, 2026, collaborating directly with an extensive network of business and education leaders, partner organizations, and engaged residents. The Region 3 Council covers a 13-county region and the Cities of Danville and Martinsville in Southern Virginia.

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

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

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

PROJECT COORDINATOR'S REPORT



DATE: July 10, 2026

TO: Region 3 Council

FROM: R. Bryan David, Project Coordinator

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

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.



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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.



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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.

-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.



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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.



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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 coordinated a virtual informational meeting with Director Hertz on June 29th. Members of the SOVA and Blue Ridge Partnerships were invited along with other allied individuals. There were approximately 50 attendees.

-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.



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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.



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 \$400,000, 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 was presented to the Project Review Committee on July 9th 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 Council's information. No action is needed.

PROGRAM DIRECTOR'S REPORT



DATE: July 6, 2026
TO: Region 3 Full Council
FROM: Ann Taylor Wright, Program Director
RE: **Policy and Bylaws Review Workgroup Volunteers**

Over the past several years, a number of changes have occurred to the Code of Virginia, GO Virginia policies and procedures, and Region 3 operational practices. As a result, several Region 3 policies and the Council Bylaws should be reviewed to ensure they remain current, consistent with state requirements, and reflective of the Council's current governance and administrative practices.

Staff is seeking Council members interested in serving on a temporary Policy and Bylaws Review Workgroup. The workgroup will review the Region 3 Policies and Bylaws, identify any needed revisions, and develop recommendations for consideration by the full Council at its October 2026 meeting.

The workgroup is expected to meet virtually approximately twice times between July and September 2026, with each meeting lasting about one to one and one-half hours. Staff will prepare draft revisions and supporting materials for the workgroup's review to facilitate an efficient process.

Council members interested in serving on the workgroup are encouraged to notify Region 3 staff.

RECOMMENDATION:

Council members interested in serving on the Policy and Bylaws Review Workgroup are encouraged to express their interest. The Council Chair will appoint the workgroup members following the meeting.