



GO Virginia Region 3 Executive Committee

Date and Time: October 13, 2026 - 4:00 pm

Location: Virtual

[UVA Zoom Link](#)

AGENDA

I. Call to Order and Vice Chairman'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
Old Business	
None	
New Business	
IV. a. Farm Park Playbook: Sites and Governance Planning Project	Bryan David
b. Farm Park Playbook: Workforce Development and Economic/Fiscal Impact Assessments	
V. Project Coordinator's Report	Bryan David
a. Southern Virginia Partnership for Health Sciences Careers Update	
Adjourn	



DATE: October 9, 2026

TO: Region 3 Executive Committee

FROM: R. Bryan David, Project Coordinator

A handwritten signature in blue ink, appearing to be 'RBD', on a light blue background.

RE: Farm Park Playbook: Sites and Governance Project (Planning)
Farm Park Playbook: Workforce Development and Economic/Fiscal Impact
Assessments

As previously communicated, Dr. Scott Lowman (Vice President_Applied Research_IALR) and Derek Smith (Executive Director_Resource Innovation Institute) have developed the required applications for the GO Virginia Region planning project.

These projects are two-fold: The first addresses the Farm Park's site characterization and identification in Region 3 and the governance structure for the Combined Heat Power infrastructure. The second provides assessments of the Farm Park model's workforce development readiness and its economic and fiscal impacts.

These applications are to be submitted to the Department of Housing and Community Development GO Virginia staff on Friday, October 16th.

The customary *Project Summaries* and applications will be sent under separate cover.

Dr. Lowman, Mr. Smith, and I will be prepared to present these projects to the Executive Committee at its October 13th meeting.

RECOMMENDATION:

Approve the applications as presented and authorize the Program Director and Project Coordinator to update them as needed for submission to the Department of Housing and Community Development GO Virginia staff.



FY2026-2027 Site Development Planning Application

Farm Park Playbook:

Sites and Governance Planning Project

Project Summary

Applicant/grant recipient	Institute for Advanced Learning and Research (IALR)
Managing principal and project coordinator	Resource Innovation Institute (RII), in collaboration with IALR and GO Virginia Region 3 staff. RII combines all work products from both applications into a comprehensive final report.
Eligible activity (site guidance)	Site Identification and Prioritization
GO Virginia request	\$100,000
Match	\$50,000 cash, Microsoft grant (pending) to IALR (Private)
Total project budget	\$150,000
Project period	November 2026 to July 2027
Companion application	Farm Park Playbook: Workforce Development and Economic/Fiscal Impact Assessments (\$53,000 GO Virginia request)

ECONOMIC IMPACT

Question 1

Provide an overview of the proposed project and project activities, included in project budget.

The Institute for Advanced Learning and Research (IALR) requests \$100,000 in GO Virginia Region 3 site development planning funds, matched by \$50,000 in private cash from Microsoft, to identify and prioritize business sites in Region 3 for a pilot colocation of a data center and controlled-environment agriculture (CEA) greenhouses and to develop a governance framework for a pilot Farm Park. This project is the sites and governance component of the Farm Park Implementation Playbook, a planning framework developed by IALR, the Resource Innovation Institute (RII), and GO Virginia Region 3. A companion planning application addresses workforce development and economic and fiscal impacts.

The project builds directly on a June 2025 feasibility study by RII, funded by GO Virginia Region 3 and administered by IALR. The study found that pairing a data center with a single greenhouse is technically feasible but constrained by a mismatch in heat loads. It identified an integrated Farm Park as the optimal model.

In a Farm Park, a combined heat and power (CHP) microgrid and a Central Resource Hub for shared utilities, including heating, chilled water, CO₂, power, and fiber, serve a data center, multiple large-scale greenhouses, and complementary businesses such as packaging, cold storage, and distribution. The study recommended a siting analysis as the next step and noted that existing publicly owned industrial and commercial business parks in Region 3 should be assessed and prioritized as potential hosts for a Farm Park demonstration project.

Site selection is the threshold question for implementation. The study found that the greatest efficiencies come from projects designed for colocation from the outset, and that locating in an



industrial or commercial business park with the requisite infrastructure, fiber connectivity, and access to markets supports speed to market. A data center and a greenhouse do not share the same siting priorities, so a site suited to one may not be suited to the other.

Region 3 is well positioned to address this question. The feasibility study cited land costs of roughly \$1 to \$2 million per acre for data centers in Northern Virginia, compared with roughly \$45,000 per acre at rural sites. It identified the Mid-Atlantic Broadband Communities Corporation fiber network, ongoing data center market growth, research at IALR's CEA Innovation Center, and existing publicly owned business parks as regional assets. It named Agriport A7 in the Netherlands, a Farm Park-type campus that has combined greenhouse production, data centers, and other businesses for about 20 years, as the most applicable model for Virginia to adopt.

The budget supports five activities, each to be carried out by a qualified consulting engineering firm or consultant procured by IALR.

1. **Siting rubric.** The firm will develop a rubric that identifies the elements required to site a data center and a CEA greenhouse, distinguishing the siting characteristics and needs the two uses share from those unique to each. The firm will develop all rubric criteria, including a threshold test, in consultation with Farm Park Workgroup members. This application does not define those criteria. Illustrative categories include utility capacity, fiber, water and wastewater, road access, zoning and incentive zone overlays, permitting, scalability, and greenhouse factors such as solar orientation and climate. Sites will be evaluated for data centers with an anticipated peak electrical demand of up to 25 megawatts (MW).
2. **Desktop site review and scoring.** Using the rubric and publicly available databases, including the Virginia Economic Development Partnership (VEDP) VirginiaScan inventory, the firm will review publicly held business sites in Region 3 and score each site against the rubric, with separate sub-scores for data center, CEA greenhouse, and overall suitability. Where public data are missing, the gap will be flagged rather than assigned a score. No physical inspection of any property is proposed.
3. **Engineering estimates.** When a site shows deficiencies against the rubric, the firm will provide engineering estimates for the improvements needed to make the site suitable.
4. **Work products and maps.** The firm will document the rubric, scoring results, and engineering estimates and prepare maps of the reviewed sites.
5. **Governance, infrastructure stewardship, and financing framework.** A consultant will present governance and coordination models for a pilot Farm Park, with priority on ownership and stewardship of shared enabling infrastructure, the allocation of responsibilities among public and private partners, public financing tools, and strategies to recruit supply chain and complementary businesses. Legal considerations under Virginia law will be presented as a starting point for further research, not as legal conclusions.

Participating local economic developers may also offer other publicly or privately held properties for inclusion, one property at a time. A privately held property will be included only if the owner of record provides documentation consenting to participation.

The analysis will be conducted at the planning level. It does not commit any local governing body to any course of action regarding the siting of a data center, a CEA greenhouse, or both, and it is not to be construed as an endorsement of the project by any locality. Each locality, through its participating representative, may withdraw any of its marketed properties from the analysis.



A Farm Park Workgroup comprising local, regional, and state partners will provide input to the consultants and review draft documents. RII will serve as managing principal and overall project coordinator, in collaboration with IALR and GO Virginia Region 3 staff. As managing principal, RII will integrate the consultants' work products with the workforce, economic, and fiscal impact work of the companion application into a comprehensive final report.

Character count: 5,959 of 6,000

Question 2

Which industry clusters identified in the region's Economic Growth and Diversification Plan will this project focus on? Describe how the project supports the Plan's strategies and goals.

The project supports the targeted sectors outlined in the GO Virginia Region 3 Growth and Diversification Plan (December 2025) and advances the GO Virginia strategy for site and infrastructure investment.

Controlled Environment Agriculture. The Plan identifies CEA as an emerging, cross-cutting opportunity and a high-potential cluster that builds on the region's agricultural heritage. Its sector assessment highlights an abundance of suitable sites for greenhouse and aquaculture facilities as a strength, while noting relatively few shovel-ready sites prepared for this specialized industry as a weakness. It states that co-locating data centers and greenhouses could be a feasible step toward using energy and infrastructure efficiently for food production. A Farm Park would also host food packaging, cold storage, and distribution tenants alongside greenhouses.

Information Technology and Communications. The Plan links this sector to broadband expansion and data centers, identifying data center investments, contingent on power availability, as an opportunity. Stakeholders consulted for the Plan described data centers as a viable opportunity where power and sites align. Virginia Economic Development Partnership (VEDP) prospect activity from 2021 to 2025 recommended Region 3 localities for data center projects totaling a potential \$5.7 billion in investment and 1,300 jobs. The same analysis recommended Region 3 localities for food and beverage manufacturing projects totaling a potential \$7.1 billion and 18,179 jobs, the kind of complementary tenant a Farm Park is designed to attract.

Stakeholder input. Stakeholder input to the Plan reinforces the focus on sites. Stakeholders reported that shovel-ready sites with sufficient power and utilities “are the difference between staying in the hunt and not.” The Plan notes that power availability for data centers has sharpened the region's site focus, shifting it from general readiness to specific utility capacity and delivery windows. The siting rubric will address this level of detail.

The project aligns with specific strategies in the Plan.

- **Cluster Scale-Up (CEA).** Strategies call for CEA business site development standards to identify and prioritize sites and buildings in Region 3, and for an inventory and assessment of Southern Virginia's CEA-competitive business sites. Engineering firms and VEDP are listed as potential partners, and the impact measure is the number of sites analyzed as CEA-ready. The siting rubric and desktop review address this directly.
- **Site Development.** The goal is to prioritize regionally significant sites that align with Region 3 target sectors, including support for expanding power generation and distribution for priority sectors, with acres serving as an outcome measure. The Plan also supports a regional approach to site development, including Regional Industrial Facility Authorities.



The governance framework will evaluate structures of this type for shared Farm Park infrastructure.

- **Next phase of site planning.** The Plan calls for flexible zoning overlays to capture emerging technology and CEA projects, for identifying and advancing sites to support the CEA sector specifically, and for a deep-dive analysis of sites against the target sectors.
- **Immediate implications.** The Plan calls for concentrated investment in site and power readiness where a demonstrated project pipeline exists, including data centers, with investment measured by tier advancement and utility capacity.

The project also builds on the 2023 GO Virginia Region 3 CEA Strategies and Roadmap, which recommended accelerating Region 3 site development while keeping CEA targets in mind. By evaluating sites for the combined needs of both sectors, the project gives the region a way to compete for a development type that neither sector would pursue independently.

Character count: 3,847 of 6,000

Question 3

Describe how the project will address gaps in the region's site inventory and support the advancement of priority sites.

The Region 3 Growth and Diversification Plan reports 81 Region 3 sites listed in the Virginia Economic Development Partnership (VEDP) VirginiaScan database, including 35 rated Tier 4 or 5 and 43 certified through the Virginia Business Ready Sites Program (VBRSP). The Plan finds strong readiness for capital- and land-intensive industries but only emerging readiness for CEA, where site suitability may depend on water, power, and environmental control infrastructure rather than traditional zoning categories. It also identifies power availability for data centers as a gating constraint.

These findings identify three gaps.

1. **No combined siting standard exists.** Current site ratings assess readiness for a single end user. A colocated Farm Park has combined power, thermal, water, fiber, and land requirements that no existing rating addresses. The June 2025 feasibility study by the Resource Innovation Institute found that data centers and greenhouses have different siting priorities and that the best results come from sites designed for colocation from the start. The Virginia Department of Energy's report, *Evaluation of Data Center Waste Heat Reuse Feasibility and Policy Recommendations*, released October 7, 2026, references the Farm Park model developed by IALR, RII, and GO Virginia Region 3 extensively. The report reached a similar conclusion, finding that Virginia's strongest near-term opportunities are likely to be new data center developments, industrial parks, and planned agricultural developments where heat reuse can be integrated into early site planning.
2. **No consistent estimate of required improvements.** Owners and developers lack a consistent estimate of the improvements a promising site would need to support both uses.
3. **Uneven geography.** The Plan reports that 60 percent of VEDP-assisted announcements from 2021 to 2025 occurred in six US-58 corridor localities, while seven had none. It calls for advancing tiers in underrepresented northern and eastern subregions.



The project addresses each of these gaps.

- It defines the combined requirements in a siting rubric, developed by the consultant with Workgroup input, that distinguishes needs common to both uses from those unique to each and that begins with a threshold test.
- It scores the existing inventory of publicly held business sites across all of Region 3 against the rubric, building on the VEDP characterization and VBRSP certification work already completed rather than duplicating it. GO Virginia site guidance encourages objective, data-driven prioritization using methodologies similar to those used by VBRSP. The Virginia Energy report describes the Farm Park Playbook's siting methodology, which screens VEDP's certified sites database and VBRSP, as offering a potential statewide model for identifying "waste heat ready" greenfield sites.
- It provides engineering estimates for the improvements a promising site would require, enabling owners and partners to weigh the required investment.
- Because the review is region-wide, sites in subregions with fewer recent announcements receive the same evaluation as those along the US-58 corridor.
- It considers phased development beyond a single facility. The feasibility study found that a phased approach is most practical, with a data center built first using CEA-ready interim infrastructure, and recommended standardized CEA-ready specifications. Capacity for phased expansion is one factor the consultant and Workgroup may weigh when developing the rubric.

The Plan also notes that agricultural-zoned sites offer an opportunity to support CEA operations, especially those that integrate light industrial processing with agricultural production. It further notes that 69 VirginiaScan sites fall within an Enterprise Zone, 15 within a Foreign Trade Zone, and 40 within an Opportunity Zone. Zoning classifications and incentive zone overlays may be among the rubric criteria the consultant develops with Workgroup input, ensuring each site's score reflects its full competitive picture.

The results support advancing priority sites by identifying which sites in the current inventory, many already characterized or certified, could be marketed to a new category of end user, and by outlining the investment needed to make them competitive. The engineering estimates will document the information that GO Virginia site guidance requires applicants to provide for future site advancement, including usable acreage, targeted industry sectors, and the activities and costs required to reach higher readiness. The Plan's Site Development goal measures acres identified for future development, and the project will contribute directly to that measure.

Any site advanced beyond this study would proceed only at the owner's discretion. The analysis does not commit any locality to a course of action, and each locality may withdraw its property from the review.

Character count: 4,890 of 6,000



REGIONAL COLLABORATION

Question 4

Identify the units of local government that are actively participating in the project and describe each of their roles. Participation may include financial support, staff involvement, resource sharing, or other meaningful contributions. At least two localities are required to participate.

All Region 3 counties and cities participate through membership in five regional economic development organizations, namely the Southern Virginia Regional Alliance (City of Danville, Halifax County, Mecklenburg County, Patrick County, and Pittsylvania County); Virginia's Heartland Alliance (Buckingham County, Charlotte County, Cumberland County, Lunenburg County, Nottoway County, and Prince Edward County); the Martinsville-Henry County Economic Development Corporation (City of Martinsville and Henry County); Virginia's Gateway Alliance (Brunswick County); and the GAP Alliance (Amelia County).

The Region 3 Growth and Diversification Plan identifies ongoing coordination among the Southern Virginia Regional Alliance, Virginia's Gateway Region, the Institute for Advanced Learning and Research (IALR), and local economic development organizations as a competitive advantage for the region.

Regional collaboration on this initiative is underway. The Resource Innovation Institute (RII) reported in its June 2025 feasibility study that a regional workgroup, including the Southern Virginia Regional Alliance and other regional economic development organizations, was planning colocation opportunities.

In January 2026, members of the Southern Virginia Regional Alliance, the Martinsville-Henry County Economic Development Corporation, Virginia's Heartland Alliance, and Virginia's Gateway Alliance received a briefing on the Farm Park Implementation Playbook project from IALR, RII, and GO Virginia Region 3 staff.

The Plan describes the GO Virginia Region 3 Council as uniquely connecting all 15 localities. Stakeholders consulted during the Plan's development requested tighter alignment among regional economic development organizations, the Virginia Economic Development Partnership, and education and workforce partners. The Farm Park Workgroup responds to that request.

Participating localities, through these organizations and their local economic developers, will contribute in the following ways.

- Staff involvement in the Farm Park Workgroup and its task groups, including providing input to the consulting engineering firm and reviewing draft documents such as the siting rubric, the desktop site review, and the engineering estimates.
- Local knowledge and data on publicly held business sites, including current status, availability, and plans for local infrastructure.
- The option to offer additional publicly or privately held properties for inclusion, one property at a time. Privately held property will be included only with documentation from its owner of record.
- The option for a local economic development representative to exclude any property from the analysis.



- Letters of support from the five regional economic development organizations, on behalf of their member localities, confirming each organization's commitment to coordinate its member localities' participation in the Farm Park Workgroup.

The Farm Park Workgroup will serve as the primary vehicle for regional collaboration. The Workgroup will provide input to the retained consultants and review draft documents to ensure the work reflects local conditions and market considerations. Three general meetings will be held throughout the project period.

1. A kickoff meeting to confirm scope, data sources, and schedule and to establish task groups.
2. A midpoint meeting to review the draft siting rubric and the preliminary site review results.
3. A final meeting to review the draft comprehensive final report before its completion.

Special-purpose task groups may be established, with input from consultants, to address specific technical topics. Workgroup participants will include local and regional economic developers in Region 3; technology companies, including Microsoft; CEA greenhouse developers and operators; CEA greenhouse suppliers; the Virginia Economic Development Partnership; Virginia Energy; the Virginia Department of Agriculture and Consumer Services; the Virginia Tobacco Region Revitalization Commission; and other identified stakeholders.

RII will coordinate the Workgroup in collaboration with IALR and GO Virginia Region 3 staff. A single Workgroup will serve both this application and the companion planning application.

Members of each regional economic development organization are invited to serve on the Farm Park Workgroup. This staff involvement, as confirmed in each organization's letter of support on behalf of its member localities, constitutes the localities' meaningful participation in the project. Letters of support from industry partners, including CEA and agriculture partners, will accompany the application submission.

Participation does not commit any local governing body to any course of action regarding the siting of a data center, a CEA greenhouse, or both, and is not to be construed as an endorsement of the project.

Character count: 4,847 of 6,000

Question 5

Identify all partner organizations involved in the project, including public and private entities. For each partner, describe their role, financial or in-kind commitment, and capacity to fulfill their responsibilities in support of the project.

- **Institute for Advanced Learning and Research (IALR).** Applicant, grant recipient, and contracting entity with DHCD. IALR will procure a consulting engineering firm and a governance consultant in accordance with the Virginia Public Procurement Act and/or IALR purchasing policies, and will manage grant compliance and reporting. IALR's CEA Innovation Center, a collaboration with Virginia Tech, provides applied research expertise in high-tech greenhouse operations. IALR managed the GO Virginia Region 3 grant that funded the June 2025 colocation feasibility study. The 2023 Region 3 CEA Strategies and Roadmap was prepared on its behalf, providing direct experience administering GO Virginia planning work on this subject.
- **Resource Innovation Institute (RII) serves as managing principal and overall project coordinator in collaboration with IALR and GO Virginia Region 3 staff.** RII will



integrate the work products of this application and the companion application into a comprehensive final report. RII authored the June 2025 feasibility study, which drew on 16 confidential interviews with energy developers, data center market actors, greenhouse operators, public officials, and infrastructure specialists, and co-developed the Farm Park Implementation Playbook framework. RII brings a network of corporate supporters to the Workgroup and serves as the match contributor for the companion planning application. IALR will contract with RII for project coordination and managing principal services, funded by \$3,000 in GO Virginia funds in this application and \$12,000 in the companion application.

- **Microsoft. Private-sector** Workgroup member with data center operations in Mecklenburg County and an active role in the region's economic and workforce development initiatives, bringing a data center operator's perspective to the siting rubric and contributing to the workforce development component of the companion application.
- **RII company supporters.** Private-sector Workgroup members, drawn from RII's supporter network, including CEA greenhouse developers and operators, as well as CEA greenhouse supply chain firms with a specific interest in the Farm Park Implementation Playbook, will provide market input on siting and operational needs.
- **Regional energy providers.** Electric generation, transmission, and distribution providers, along with natural gas providers serving Region 3, will be invited to join the Workgroup to inform the rubric's treatment of electric capacity, natural gas supply, and the shared combined heat and power (CHP) infrastructure central to the Farm Park model. Electric providers include Dominion Energy Virginia and Old Dominion Electric Cooperative, co-owners of the Clover Power Station in Halifax County; Appalachian Power; Mecklenburg Electric Cooperative, Southside Electric Cooperative, and Central Virginia Electric Cooperative; and the municipal electric systems of Danville Utilities and the Martinsville Electric Department. Natural gas providers include Danville Utilities, Southwestern Virginia Gas Company, the Halifax County Service Authority, and Virginia Natural Gas, together with Transco, the interstate pipeline that supplies the Danville Utilities gas system.
- **Regional economic development organizations.** The Southern Virginia Regional Alliance, Virginia's Heartland Alliance, the Martinsville-Henry County Economic Development Corporation, Virginia's Gateway Alliance, and the GAP Alliance will represent participating localities on the Workgroup, as described in Question 4. Each maintains site-marketing relationships with its member localities.
- **Virginia Economic Development Partnership (VEDP).** Workgroup member. VEDP's VirginiaScan inventory and the Virginia Business Ready Sites Program data are the primary sources for the desktop site review. VEDP is listed as a potential partner for the CEA site strategies in the Growth and Diversification Plan.
- **Virginia Energy.** Workgroup member, bringing a state energy policy perspective on power, natural gas, and waste heat relevant to the rubric. GO Virginia Region 3 participated in the Virginia Energy Data Center Waste Heat Feasibility Work Group, whose report cites the Farm Park Implementation Playbook.
- **Virginia Department of Agriculture and Consumer Services (VDACS).** Workgroup member, bringing a state agriculture and agribusiness perspective to the CEA greenhouse elements of the siting rubric, consistent with its potential role as a partner in CEA cluster strategies within the Growth and Diversification Plan.



- **Virginia Tobacco Region Revitalization Commission.** Workgroup member and potential partner for regional site development strategies within the Growth and Diversification Plan, informing the future implementation of the Farm Park model.
- **GO Virginia Region 3 staff.** Will collaborate with RII and IALR to coordinate the project and align it with Council priorities and the Growth and Diversification Plan.
- **Consulting engineering firm and governance consultant will be procured.** The engineering firm is responsible for the siting rubric, site scoring, engineering estimates, and maps. The governance consultant is responsible for governance, infrastructure stewardship, and the financing framework. RII will incorporate both into the comprehensive final report.

Other stakeholders may be invited to the Workgroup as the work progresses. GO Virginia site guidance calls for engagement with utility providers, local governments, regional planning organizations, and economic development organizations during site planning, and the Workgroup provides the framework for this engagement.

Character count: 5,601 of 6,000

PROJECT READINESS

Question 6

List any site advancement activities that have occurred on the property(ies) within the past five years. Include both public and private investments and specify the amount of funding spent on each activity.

Not applicable at this stage. No specific property has been identified. Identifying and prioritizing candidate properties is the purpose of this project.

Character count: 153 of 6,000

Question 7

Has a site characterization report or similar site evaluation been completed for the property(ies)? If yes, indicate the year it was completed. ATTACHMENT: Upload the Property Information Form (Attachment C) with the application.

No specific property has been identified, so no Property Information Form (Attachment C) will be submitted. Many sites in the Region 3 inventory have existing Virginia Economic Development Partnership characterizations or Virginia Business Ready Sites Program certifications, and the desktop site review will draw on that published information. Once sites are identified, the consultant will prepare site maps as part of the project.

Character count: 433 of 6,000

Question 8

Has the applicant or any participating locality consulted with VEDP regarding this project? If yes, please identify the VEDP staff member(s) involved in the discussion.

The Virginia Economic Development Partnership will be invited to join the Farm Park Workgroup. David Devan, Senior Vice President, Policy & Strategic Partnerships, and Michael Dreiling, Vice President, Real Estate Solutions, have been consulted periodically since the June 2025 colocation feasibility study was published.

Character count: 321 of 6,000



Question 9

For privately owned sites, describe any existing contractual agreements between the locality (or its EDA/IDA) and the property owner that authorizes site advancement activities. ATTACHMENT: Upload a draft or executed agreement with the private property owner(s), if available.

No privately owned sites are proposed at the time of application. If a participating local economic developer offers privately held property for inclusion, documentation from the owner of record consenting to its inclusion will be obtained before the property is analyzed. Because the review relies on publicly available data and involves no physical inspection, no access to private property is required.

Character count: 405 of 6,000

Question 10

Provide an overview of the total project budget, including the sources and uses of all funds. Identify the amount and sources of required matching funds and describe how those contributions will be applied to project activities. If the project includes previously incurred public or private investments, specify the dates, purposes, and dollar amounts of those expenditures. a. Are any additional funds (public or private) or in-kind contributions serving as leverage for the project? If so, what are the sources/uses for these funds?

The total project budget is \$150,000, comprising a \$100,000 GO Virginia request and a \$50,000 private cash match from a Microsoft grant (pending) to the Institute for Advanced Learning and Research (IALR).

- **Contract Services, engineering services, \$86,000 in GO Virginia funds.** A consulting engineering firm, procured and paid by IALR as the grant recipient, will develop the siting rubric, score Region 3 sites using it, prepare engineering estimates and site maps, coordinate and participate in Farm Park Workgroup meetings, and perform other related tasks.
- **Contract Services, governance, infrastructure stewardship, and financing framework, \$9,000 in GO Virginia funds.** A consultant, procured and paid by IALR as the grant recipient, will evaluate governance and coordination models, ownership and stewardship options for shared infrastructure, and public financing tools for a pilot Farm Park; coordinate and participate in Farm Park Workgroup meetings as appropriate; and perform other related tasks.
- **Contract Services, project coordination, and managing principal services, totaling \$3,000 in GO Virginia funds.** IALR will contract with the Resource Innovation Institute (RII) to serve as managing principal and overall project coordinator for both companion applications, coordinate the Farm Park Workgroup, and integrate the consultants' work products with the companion application's work into the comprehensive final report. RII's fee for this role is split between the two applications, with \$12,000 in GO Virginia funds budgeted for the companion application.
- **Administration, Southside Planning District Commission (SPDC), \$2,000 in GO Virginia funds.** As the GO Virginia Region 3 support organization, SPDC will provide technical assistance, project monitoring, reporting, and closeout. This amount represents 2 percent of the GO Virginia request and is within the 8 percent limit for this category.

The required \$50,000 in private cash match, contingent upon award, from a Microsoft grant to IALR matches the \$100,000 GO Virginia request and supports all activities in the GO Virginia



budget. IALR will sign the attached Match Verification Form, identifying the Microsoft grant as the match source. The match meets the GO Virginia 2:1 requirement and is not derived from state funds. No previously incurred public or private investments are counted as match. Budget categories and amounts are consistent with the attached DHCD Sources and Uses template and the CAMS budget. Across both companion applications, the overall project budget is \$231,252.60, consisting of \$153,000 in GO Virginia funds and \$78,252.60 in matching funds, including \$75,000 in private and nonprofit cash and \$3,252.60 in in-kind volunteer time.

a. No additional funds are counted as leverage. In-kind volunteer time from Farm Park Workgroup and task group members is counted as match only in the companion application. The project builds on prior GO Virginia Region 3 investments, including the 2023 Region 3 CEA Strategies and Roadmap and the June 2025 colocation feasibility study. Because those were state funds, they are not counted as match or leverage.

Character count: 3,144 of 6,000

LINE OF SIGHT TO IMPLEMENTATION

Question 11

Explain how this planning effort will support future site development activities, including potential implementation of future grant requests. Describe the expected path for further up-tiering of the site as a result of this project.

The comprehensive final report, prepared by the Resource Innovation Institute (RII) as managing principal for both applications, will provide public property owners, data center developers and operators, and CEA greenhouse developers and operators with a common, objective view of which Region 3 sites could support a pilot Farm Park and the improvements each site would require. The report will be shared with local, regional, and state stakeholders.

The Virginia Department of Energy's report, Evaluation of Data Center Waste Heat Reuse Feasibility and Policy Recommendations, released on October 7, 2026, references the Farm Park model developed by IALR, RII, and GO Virginia Region 3 extensively. It lists the Resource Innovation Institute's June 2025 feasibility study and the Elements of the Farm Park Implementation Playbook, prepared by RII, IALR, and GO Virginia Region 3, as existing tools and resources for planners and localities.

The June 2025 feasibility study by the Resource Innovation Institute found that a phased approach is most practical, with a data center built first using CEA-ready intermediary infrastructure, followed by greenhouses. It also recommended a development sequence that begins with concept clarification to align public and private expectations, roles, and resources, followed by community engagement and construction. This project provides the site evidence needed for that first step.

The expected path to implementation is outlined below.

1. **Shared interest.** A public owner of a suitable property, a data center developer and operator, and a CEA greenhouse developer and operator express interest in a specific site. Any such step is the owner's choice. The analysis does not commit any local governing body to any course of action.
2. **Site characterization and due diligence.** For a site advanced by its owner, formal site characterization using the Virginia Business Ready Sites Program (VBRSP) criteria, along



with due diligence such as engineering, environmental, and utility assessments, could be proposed as a component of a future GO Virginia site development grant.

3. **Up-tiering.** Characterization would establish the site's tier and the work required to reach Tier 4 or 5. The engineering estimates from this project would inform the scope and cost of that work, including the shared power, thermal, water, and fiber infrastructure a colocated Farm Park requires. GO Virginia site guidance asks applicants advancing sites to Tier 1 to 3 to document usable acreage, targeted sectors, and the future activities, costs, and timeframe for reaching Tier 4 or 5. This project will produce much of that information in advance.

For a site later advanced toward Tier 4 or 5, GO Virginia site guidance calls for a strategy and timeline to attract targeted industry users within five years. The comprehensive final report and collective marketing by the regional economic development organizations would form the basis of that strategy. The feasibility study recommended treating data centers in a Farm Park as anchor tenants, with a Central Resource Hub serving as the interconnection point for greenhouses and other tenants, thereby providing marketing efforts with a clear narrative.

Other implementation resources may also be applicable. The feasibility study identified potential funding partners, including local and regional economic development organizations, the Virginia Department of Agriculture and Consumer Services, and the Virginia Tobacco Region Revitalization Commission, as well as federal Department of Energy and Department of Agriculture programs. The 2023 Region 3 CEA Strategies and Roadmap identified GO Virginia Region 3 per capita implementation funding, possibly followed by a statewide competitive grant, as a pathway for CEA site development.

The Virginia Energy report summarizes the Farm Park financing and governance model envisioned in the Playbook: public ownership of shared power and heat infrastructure, with a competitively procured private operator, financed through tax-exempt public infrastructure bonds, and with tenants drawing power and heat at cost. The governance framework will evaluate this model and other options.

Risks are addressed in the project design. Private interest may not materialize at every site, so the review covers the full inventory rather than a single candidate. A locality may withdraw a property, so no single site is essential to the outcome. Public data have limitations, so the engineering estimates would be refined through site characterization and due diligence before any investment decision.

The governance framework produced by this application, along with the workforce, economic, and fiscal impact analyses produced by the companion planning application, will provide local governing bodies and partners with the information they need to decide whether to advance a site. Together, the two efforts position the region to pursue implementation funding within 12 to 24 months of the comprehensive final report.

Character count: 5,019 of 6,000



PHYSICAL PROPERTY ATTRIBUTES

Property Information

Please complete a Property Information Form (Attachment C) for each site included in this application.

Not applicable. No specific property has been identified at the time of application. Candidate sites will be identified during the project.

Character count: 139 of 6,000

Attachments Checklist

Attachment	Status
Match Verification Form (Microsoft grant, \$50,000 cash, Private, contingent upon award; signed by IALR)	To be completed
Budget Overview (DHCD Sources and Uses Template, Excel)	Attached (Excel)
Milestones and Drawdown Schedule (DHCD Template)	Draft milestones below; to be transferred to the DHCD template
Property Information Form (Attachment C)	Not applicable; no property identified
Maps of site(s)	Not applicable at application; prepared by consultant
Draft agreements with private property owners	Not applicable at application
GO Virginia Core Outcomes	Not applicable
Letters of support	Regional economic development organizations, on behalf of their member localities; industry partners, including CEA and agriculture partners, to be provided with application submission



Draft Milestones (shared by both applications)

For transfer to the DHCD Milestones Overview and Drawdown Schedule template, drawdown amounts and timing will be set in that template.

Date	Milestone
9/30 to 10/9/2026	Application development; letters of support; match verification forms
10/13/2026	Region 3 Council Executive Committee meeting
10/16/2026, 5:00 pm	Submit complete applications to DHCD
10/19 to 10/30/2026	DHCD review
11/2 to 11/13/2026	Contract development, approval, and execution between IALR and DHCD
11/16 to 11/30/2026	Project initiation. IALR solicits contractor services under the Virginia Public Procurement Act and/or IALR purchasing policies; contractors engaged and given notice to proceed
11/30 to 12/31/2026	Farm Park Workgroup formed
January 2027	Workgroup general meeting 1 (kickoff). Task groups formed with consultants' input; technical committee schedule set
March 2027	Workgroup general meeting 2 (midpoint). Review draft siting rubric and site review; preliminary workforce, impact, and governance findings
May 2027	Workgroup general meeting 3. Review draft comprehensive final report
July 2027	RII completes comprehensive final report combining both applications; project end date
August 2027	All products and outcomes reported

Budget Category (Dropdown)	Uses of GO VA Funds	Amount (\$)	Description
Administration (Support Org Grant Management up to 8%)	Project Monitoring & Reporting	\$2,000	SPDC technical assistance, project monitoring, reporting, and close out.
Contract Services	Engineering Services	\$86,000	Consulting engineering firm, procured and paid by IALR as grant recipient, to develop the siting rubric, score Region 3 sites, prepare engineering estimates, site maps, and other related materials. Participate in workgroup meetings
Contract Services	Governance, Infrastructure Stewardship, and Financing Framework	\$9,000	Consultant procured by IALR to evaluate governance, shared infrastructure stewardship, and public financing options for a pilot Farm Park and participate in Farm Park Workgroup meetings.
Contract Services	Project Coordination and Managing Principal Services, Resource Innovation Institute	\$3,000.00	IALR will contract with RII to serve as managing principal and overall project coordinator for both companion applications, coordinate the Farm Park Workgroup, and integrate the engineering firm's work products with the companion applications' work into the comprehensive final report.
		\$100,000	Total GO Virginia Request
Directions: Please list the budget category, associated uses of GO VA funds (how funds are being used), amount, and description for each budget category. In the Description column please provide more detail about the proposed uses of the funding including, if applicable, what organization will be receiving/managing those funds (i.e. grant recipient or third-party). The budget categories and amounts should match the "DHCD Request" column in the CAMS application budget.			
Please include a detailed budget narrative below: The total project budget is \$150,000, consisting of \$100,000 in GO Virginia funds and \$50,000 in private cash match from a Microsoft grant to the Institute for Advanced Learning and Research (IALR), contingent upon award. The match meets GO Virginia's 2:1 requirement and does not include state funds.			

Contract Services, Engineering Services (\$86,000 GO Virginia): IALR will procure and contract with a consulting engineering firm to develop a siting rubric for data centers and controlled environment agriculture (CEA) greenhouses, score publicly held Region 3 business sites using publicly available data, prepare engineering estimates for needed improvements, prepare site maps, and participate in Farm Park Workgroup meetings. Sites will be evaluated for data centers with an anticipated peak electrical demand of up to 25 megawatts (MW). No physical site inspections are included.

Contract Services, Governance, Infrastructure Stewardship, and Financing Framework (\$9,000 GO Virginia): A consultant procured by IALR will evaluate governance and coordination models, ownership and stewardship options for shared infrastructure, and public financing tools for a pilot Farm Park, and will participate in Farm Park Workgroup meetings as appropriate.

Contract Services, Project Coordination and Managing Principal Services (\$3,000 GO Virginia): IALR will contract with the Resource Innovation Institute (RII) to serve as managing principal and overall project coordinator for both companion applications, coordinate the Farm Park Workgroup, and integrate the consultants' work products with the companion application's work into the comprehensive final report. RII's fee is split between the two applications, with \$12,000 in GO Virginia funds budgeted in the companion application.

Administration (\$2,000 GO Virginia): Southside Planning District Commission (SPDC), the Region 3 Support Organization, will provide technical assistance, project monitoring, reporting, and closeout. This amount is 2 percent of the GO Virginia request, within the 8 percent limit.

The \$50,000 Microsoft grant cash match, contingent upon award, matches the \$100,000 GO Virginia request and supports all activities in the GO Virginia budget. No additional leverage is included.

This is one of two companion applications supporting the Farm Park Implementation Playbook. Together, the applications total \$231,252.60, consisting of \$153,000 in GO Virginia funds and \$78,252.60 in match (\$75,000 in private and nonprofit cash and \$3,252.60 in in-kind volunteer time counted in the companion application).

Budget Category (Dropdown)	Description of Uses of Matching Funds	Amount (\$)	Match Source (Dropdown)	Type of Match (Dropdown)	Source of Match (Details)	Documentation Submitted (Dropdown)
Contract Services	Supports all GO Virginia budget activities (matches the \$100,000 GO Virginia request)	\$50,000.00	Private	Cash	Microsoft/IALR	No
Other						
		\$ 50,000.00	Total Matching Funds			
		\$ -	Total Local Match			
Directions: Please list all budget categories, description of uses, type of match, sources associated with the required matching funds, and if documentation was submitted. The budget categories and amounts should match the "Other Funding" column in the CAMS application budget. NOTE: State funds may NOT be used as match, but may be listed as additional leverage.						

Type of Funds		Totals
GO Virginia	\$	100,000.00
Matching Funds	\$	50,000.00
Total CAMS Budget	\$	150,000.00
Additional Leverage	\$	-
Total Project Budget	\$	150,000.00

**These answers will autofill from previous tabs.*

Type of Match		Totals
Matching Funds	\$	50,000.00
At least \$2:1	YES	
Local Match	\$	-



FY2026-2027 Planning, Feasibility, and Small-Scale Pilot Application

Farm Park Playbook:

Workforce Development and Economic/Fiscal Impact Assessments

Project Summary

Applicant/grant recipient	Institute for Advanced Learning and Research (IALR)
Managing principal and project coordinator	Resource Innovation Institute (RII), in collaboration with IALR and GO Virginia Region 3 staff. RII combines all work products from both applications into a comprehensive final report.
Activity type	Planning and Feasibility Study
GO Virginia request	\$53,000
Match	\$25,000 cash, Resource Innovation Institute (Nonprofit); \$3,252.60 in-kind volunteer time (Other)
Total project budget	\$81,252.60
Project period	November 2026 to July 2027
Companion application	Farm Park Playbook: Sites and Governance Planning Project (\$100,000 GO Virginia request)

ECONOMIC IMPACT

Question 1

Provide an overview of the proposed project and project activities included in the project budget. What is the specific problem or unmet need the project is addressing and why it is important to the region's economy.

Project Overview

The Institute for Advanced Learning and Research (IALR) requests \$53,000 in GO Virginia Region 3 planning funds, matched by \$25,000 in cash from the Resource Innovation Institute (RII) and \$3,252.60 in in-kind volunteer time, to complete the workforce development and economic and fiscal impact components of the Farm Park Implementation Playbook. The Playbook, developed by IALR, RII, and GO Virginia Region 3, is a planning framework for evaluating the colocation of a data center and controlled-environment agriculture (CEA) greenhouses at a pilot site in Southern Virginia. A companion site development planning application will identify and prioritize suitable sites.

Background

In June 2025, RII completed a colocation feasibility study, funded by GO Virginia Region 3 and administered by IALR. The study identified an integrated Farm Park as the optimal colocation model, in which a combined heat and power (CHP) microgrid and shared utility systems serve a data center, multiple large-scale greenhouses, and complementary businesses such as packaging, cold storage, and distribution.



The study found that data centers generate significant tax revenue but relatively few permanent jobs, whereas greenhouse operations are labor-intensive. It estimated about 143 positions for a 65-acre greenhouse, compared with 271 positions reported for a planned Virginia greenhouse of the same size, and characterized its estimate as very conservative. The study further noted that data center tax revenue has supported schools and public services in Loudoun and Mecklenburg Counties, and that a Farm Park, once established, could continue operating and sustain employment even if a data center tenant later closed.

Statement of Need

Two questions must be answered before public and private partners can make informed decisions about implementation.

1. **Economic and fiscal return.** Local officials interviewed for the feasibility study described investment decisions as a weighing of costs and benefits. The study noted that greenhouses are assessed at relatively low values for property tax purposes and concluded that the broader economic impacts of a Farm Park must be documented for local governing bodies. No quantified economic and fiscal impact analysis of the Farm Park model has been completed. In the Virginia Department of Energy's report, Evaluation of Data Center Waste Heat Reuse Feasibility and Policy Recommendations, released October 7, 2026, Virginia Energy likewise states that the business case for waste heat technologies still needs to be defined for data center operators and communities.
2. **Workforce readiness.** The Region 3 Growth and Diversification Plan projects demand for more than 300 specialized CEA positions by 2030, compared with the current regional training capacity of fewer than 50 per year. The regional workforce's capacity to support combined data center and greenhouse operations has not been assessed. The Virginia Energy report found that additional research is needed to assess workforce needs for the development of this market.

Project Activities

The budget supports two planning activities, each to be carried out by a qualified consultant procured by IALR.

1. Workforce capacity and operational readiness assessment, evaluating regional workforce capacity for data center and CEA greenhouse construction and operations; preparing an inventory of credential programs available in Region 3 and statewide for data center and CEA greenhouse occupations; and identifying opportunities to expand or develop credentials aligned with colocation needs.
2. Economic, fiscal, and job-creation impact analysis estimating the direct, indirect, and induced impacts of a pilot Farm Park, including construction and operating employment, wages, supply-chain effects, and fiscal impacts, aggregated across the host locality, the Southern Virginia region, and the Commonwealth.

RII will serve as managing principal and overall project coordinator, in collaboration with IALR and GO Virginia Region 3 staff, and will integrate the consultants' work products and the companion application's siting work into a comprehensive final report. A Farm Park Workgroup comprising regional and state partners will provide input to the consultants and review draft documents.



Regional Economic Significance

The project will provide local governing bodies, developers, and operators with the information needed to evaluate a development model that pairs the capital investment and tax base associated with data centers with the place-based employment generated by CEA greenhouse operations and related businesses. The analysis does not commit any local governing body to any course of action and is not to be construed as an endorsement of the project by any locality.

Character count: 4,782 of 6,000

Question 2

Which industry clusters identified in your region's Economic Growth and Diversification Plan will this project focus on? Describe how the project supports the Plan's strategies and goals. Include any alignment with the region's Talent Pathway Initiative and/or Regional Entrepreneurship Initiative, if applicable.

The project supports the targeted sectors and strategies outlined in the GO Virginia Region 3 Growth and Diversification Plan (December 2025).

Targeted Industry Sectors

Controlled Environment Agriculture. The Plan identifies CEA as an emerging, cross-cutting opportunity and a high-potential cluster. Its sector assessment notes that co-locating data centers and greenhouses could be a feasible step toward using energy and infrastructure efficiently for food production. The Plan cites the Institute for Advanced Learning and Research (IALR) research assets and GO TEC workforce programs as strengths and identifies attracting a workforce for high-technology roles, including robotics, environmental controls, and agricultural engineering, as a challenge.

Information Technology and Communications. The Plan links this sector to broadband and data center investment and identifies leveraging data center investment, contingent on power availability, as an opportunity. It reports that the regional workforce meets only 60 percent of IT demand and projects a shortfall of more than 500 cybersecurity and IT positions over the next five years.

Agriculture and Food Production. The Plan identifies opportunities in expanding CEA and value-added food processing and highlights recruitment challenges for technicians and agribusiness specialists.

Alignment with Plan Strategies

- **Cluster Scale-Up.** The Plan's CEA goals include cultivating a skilled-worker pipeline through comprehensive talent development programs, developing a CEA talent pathway model in partnership with GO TEC, and positioning the VT/IALR CEA Innovation Center to support CEA businesses and their supply chains. The workforce assessment will define talent requirements for collocated operations.
- **Talent Evolution.** The Plan's goals include assessing training gaps using employer input and supporting non-degree programs that create pathways into emerging target sectors. The Plan finds that Region 3 institutions supply less than one-quarter of projected demand across most targeted sectors and report no measurable completions in energy. Its Skills Gap Analysis concludes that layering mechatronics, controls, and data and IT skills onto agricultural and manufacturing pathways will be essential to emerging opportunities, such as CEA.



Stakeholders consulted during the Plan's development identified workforce availability and day-one readiness as their top concerns and called for closer alignment among K-12 systems, community colleges, workforce development boards, regional economic development organizations, and the Virginia Economic Development Partnership to ensure that training schedules align with project milestones.

The Plan also sets a goal to increase enrollment in CEA-related programs at the K-12, community college, undergraduate, and graduate levels, with internships and work-based learning as supplements. The workforce assessment will provide partners with occupation-level information to support alignment.

Talent Pathway Initiative

GO TEC, the region's Talent Pathway Initiative, introduces students to career fields such as Precision Agriculture, Energy, and IT Coding and Networking. The workforce assessment will identify how GO TEC and community college pathways can align with occupations at a colocated Farm Park, consistent with the 2023 Region 3 CEA Strategies and Roadmap recommendation to expand GO TEC components related to CEA.

Regional Entrepreneurship Initiative

The project has limited direct alignment with the Regional Entrepreneurship Initiative. However, the supply-chain findings from the economic impact analysis may identify opportunities for regional entrepreneurship partners, including the SOVA RISE Collaborative.

Character count: 3,728 of 6,000

Question 3

What are the final project deliverable(s)? For small-scale pilot projects, please include outcomes that will measure the impact of the project, be sure to select the most relevant outcomes listed in the GO Virginia Core Grant Outcomes (includes the definitions). Note that GO Virginia Core Grant Outcomes are not required for feasibility and planning activities.

The final deliverable is a comprehensive report. The Resource Innovation Institute (RII), as managing principal, will integrate the consultants' work products for this application with the siting rubric, site scoring, and engineering estimates developed for the companion sites application. The Farm Park Workgroup will review the draft report.

This application will produce two components of the report. The scope descriptions below are indicative, and the retained consultants will determine the methods and detailed content, with input from Workgroup members.

1. **Workforce capacity and operational readiness assessment.** The assessment will address construction and long-term operating workforce requirements for a colocated data center and CEA greenhouses. It will include a comprehensive inventory of credential programs available in Region 3 and statewide for data center and CEA greenhouse occupations, including industry-recognized certifications, certificates, degrees, registered apprenticeships, and non-credit workforce training.

For each program, the assessment will identify the provider, delivery method, and occupations served. It will evaluate these programs against colocation needs and identify opportunities to expand or develop credentialing and certification pathways. It will document how local, regional, and state workforce assets, including GO TEC, community colleges, and the CEA Innovation Center at the Institute for Advanced Learning and Research, can support combined operations and what additional coordination is needed.



Because the Region 3 Growth and Diversification Plan notes that the regional labor market extends beyond the GO Virginia boundary, the assessment will consider the broader labor shed.

The assessment will be developed in consultation with the education and workforce partners identified in Question 4. Dr. Michael R. Evans, Associate Director of the CEA Innovation Center at IALR and Professor in the Virginia Tech School of Plant and Environmental Sciences, will contribute to the assessment as a recognized subject matter expert in CEA workforce development, assisting the project principals and these partners.

2. **Economic, fiscal, and job-creation impact analysis.** The analysis will estimate the direct, indirect, and induced impacts of a pilot Farm Park, including employment during construction and operations, wage generation, supply-chain effects, and projected fiscal impacts at the local, regional, and state levels. Results will be aggregated across the host locality, the Southern Virginia region, and the Commonwealth to show the combined effect of a multi-tenant model rather than parcel-level taxable value alone. The analysis will also assess the contribution of CEA greenhouse operations to year-round food production and supply-chain resilience. The analysis will assume a data center with an anticipated peak electrical demand of up to 25 megawatts (MW), consistent with the companion sites application.

The report is intended for use by local governing bodies, developers, and operators. The feasibility study found that an economic impact study is an appropriate tool for supporting local land use decisions, and the impact analysis is designed to serve that purpose for any locality that elects to consider a Farm Park. The Virginia Department of Energy's report on data center waste heat reuse lists job creation and workforce diversification, an economic multiplier effect, local food production and resilience, and tax base and investment as potential economic benefits of the Farm Park model. The impact analysis will quantify these benefits.

The workforce assessment will be organized by occupation, including skilled growers and technicians, hourly greenhouse staff, administrative personnel, data center technicians and engineers, and operators of shared energy infrastructure. This structure will enable education and training partners to plan programs accordingly.

The comprehensive final report will identify specific, actionable next steps for implementation, including the workforce component of a future GO Virginia implementation grant, and will be distributed to local, regional, and state stakeholders.

Because it is a planning and feasibility project, it is not subject to GO Virginia Core Grant Outcomes, and no Core Outcomes spreadsheet is attached.

Character count: 4,336 of 6,000

REGIONAL COLLABORATION

Question 4

Identify which local units of government are actively participating in the project and describe each of their roles. Participation may include financial support, staff involvement, resource sharing, or other meaningful contributions. A minimum of two localities is required.

All Region 3 counties and cities participate through membership in five regional economic development organizations, namely the Southern Virginia Regional Alliance (City of Danville, Halifax County, Mecklenburg County, Patrick County, and Pittsylvania County); Virginia's



Heartland Alliance (Buckingham County, Charlotte County, Cumberland County, Lunenburg County, Nottoway County, and Prince Edward County); the Martinsville-Henry County Economic Development Corporation (City of Martinsville and Henry County); Virginia's Gateway Alliance (Brunswick County); and the GAP Alliance (Amelia County).

Regional collaboration on this initiative is underway. The Resource Innovation Institute (RII) reported in its June 2025 feasibility study that a regional workgroup, including the Southern Virginia Regional Alliance and other regional economic development organizations, was planning colocation opportunities.

In January 2026, members of the Southern Virginia Regional Alliance, the Martinsville-Henry County Economic Development Corporation, Virginia's Heartland Alliance, and Virginia's Gateway Alliance received a briefing on the Farm Park Implementation Playbook project from IALR, RII, and GO Virginia Region 3 staff.

Participating localities, through these organizations and their local economic development staff, will contribute in the following ways.

- Staff participation in the Farm Park Workgroup and its task groups, including providing input to the retained consultants and reviewing draft documents.
- Local data and perspectives for the workforce assessment and the economic and fiscal impact analysis, including the factors that local governing bodies consider when evaluating major investments.
- Letters of Support from the regional economic development organizations.

The Farm Park Workgroup will serve as the primary vehicle for regional collaboration. The Workgroup will provide input to the retained consultants and review draft documents to ensure the work reflects local conditions and market considerations. Three general meetings will be held during the project period.

1. A kickoff meeting to confirm the scope, data sources, and schedule and to establish task groups.
2. A midpoint meeting to review preliminary findings on workforce, economic, and fiscal impacts.
3. A final meeting to review the draft comprehensive final report before its completion.

Special-purpose task groups may be established, with input from consultants, to address specific technical topics. Workgroup participants will include local and regional economic developers in Region 3; technology companies, including Microsoft; CEA greenhouse developers and operators; CEA greenhouse suppliers; the Virginia Economic Development Partnership; Virginia Energy; the Virginia Department of Agriculture and Consumer Services; the Virginia Tobacco Region Revitalization Commission; and other identified stakeholders.

RII will coordinate the Workgroup in collaboration with the Institute for Advanced Learning and Research and with GO Virginia Region 3 staff. A single Workgroup will serve both this application and the companion sites application.

The workforce assessment will be developed in consultation with regional and state education and workforce partners, including the following.

- **K-12.** Public school divisions serving the 13 counties and two cities of Region 3, along with GO TEC, the region's Talent Pathway Initiative.



- **Community colleges.** Danville Community College, Patrick & Henry Community College, and Southside Virginia Community College.
- **Four-year institutions.** Averett University, Hampden-Sydney College, and Longwood University.
- **Higher education centers.** The Institute for Advanced Learning and Research, West Piedmont Higher Education Center, and the Southern Virginia Higher Education Center.
- **Workforce development boards.** The South Central Workforce Development Board (Virginia Career Works South Central Region) serves Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Lunenburg, Mecklenburg, Nottoway, and Prince Edward Counties. The West Piedmont Workforce Investment Board (Virginia Career Works West Piedmont Region) serves the Cities of Danville and Martinsville and Henry, Patrick, and Pittsylvania Counties.
- **State partners.** Virginia Works (Virginia Department of Workforce Development and Advancement), the Virginia Community College System, the State Council of Higher Education for Virginia, the Virginia Department of Education, and Virginia Tech.

Danville Community College, Patrick & Henry Community College, Southside Virginia Community College, and GO TEC and IALR staff will be engaged through a task group dedicated to the Playbook's workforce element, with specific roles determined by the project principals. Letters of support from these partners will accompany the application submission.

Participation in the work group does not commit any local governing body to any course of action and is not to be construed as an endorsement of the project.

Character count: 4,983 of 6,000

Question 5

Discuss any existing programs or planning efforts with similar goals and explain how the proposed project is not duplicative of, but how it adds value to or builds upon these efforts?

The project builds on four prior and concurrent efforts and does not duplicate any of them.

- **GO Virginia Region 3 CEA Strategies and Roadmap (2023).** Prepared by the Virginia Tech Center for Economic and Community Engagement on behalf of the Institute for Advanced Learning and Research (IALR) with a GO Virginia Region 3 Enhanced Capacity Building award, the Roadmap addressed the CEA sector broadly. Its six strategic areas included a CEA Hub led by or in conjunction with IALR, accelerated site development with CEA targets in mind, and closing the CEA talent gap, with GO Virginia Region 3 per capita implementation funding identified as a pathway. The Roadmap did not address colocation with data centers. This project applies the Roadmap's workforce recommendations to the specific occupations a colocated Farm Park would require.
- **Colocating Data Centers and Greenhouses feasibility study (June 2025).** The study was prepared by the Resource Innovation Institute (RII) with funding from GO Virginia Region 3 and administered by IALR. It established technical feasibility, identified the Farm Park model, and recommended a next phase that includes siting analysis, stakeholder engagement, and funding model development. The study addressed economic and workforce impacts largely qualitatively, providing illustrative staffing and tax revenue estimates by operation type. This project implements the quantified workforce and impact components of that next phase.



- **Virginia Department of Energy Data Center Waste Heat Work Group and report.** The Work Group was convened under Chapter 591 of the 2026 Acts of Assembly to inform the Department's report, Evaluation of Data Center Waste Heat Reuse Feasibility and Policy Recommendations. That effort addresses statewide policy, whereas this project is a regional, implementation-focused analysis of a specific model. The report found that additional research is needed to assess workforce needs for this market and listed the Farm Park Implementation Playbook among existing tools for planners and localities. This project directly responds to that workforce finding.
- **GO Virginia Region 3 Growth and Diversification Plan (December 2025).** The Plan outlines the colocation concept, the CEA workforce gap, and regional site development structures, including Regional Industrial Facility Authorities. This project and the companion sites application provide the detailed analysis needed to take action on each of these.

The project also complements, rather than replaces, existing state and regional programs. The 2023 Roadmap noted that the Virginia Economic Development Partnership maintains a dedicated CEA marketing effort and that the Virginia Department of Agriculture and Consumer Services has an extensive CEA focus and an agribusiness grant program. GO TEC and regional community colleges deliver career pathways in related fields. This project will provide those programs with colocation-specific workforce requirements and impact findings.

Within the Farm Park Implementation Playbook, the scopes of this application and the companion site development planning application are distinct. The sites application will develop a siting rubric, score candidate sites, and prepare engineering estimates, whereas this application addresses workforce development and economic and fiscal impacts.

A single Farm Park Workgroup, coordinated by RII, will support both applications, avoiding duplicate meetings and ensuring consistent findings. As managing principal, RII will integrate the work of both into a single comprehensive final report.

Character count: 3,583 of 6,000

PROJECT READINESS

Question 6

Describe industry and subject matter experts have been involved in the development of this project. Identify specific partners and explain how their input has validated the need for this project and influenced its design.

The project is informed by a feasibility study developed with substantial input from industry and subject-matter experts. Key partners and contributors are listed below.

- **Resource Innovation Institute (RII).** Derek Smith, Executive Director, and Rob Eddy, Horticulturist, authored the June 2025 feasibility study and co-developed the Farm Park Implementation Playbook framework. RII will serve as the managing principal and project coordinator, integrating both applications into a comprehensive final report.
- **Institute for Advanced Learning and Research (IALR) and its CEA Innovation Center.** Dr. Scott Lowman contributed to the feasibility study. The CEA Innovation Center, a collaboration with Virginia Tech, provides applied research and workforce expertise. The



study identified IALR as best positioned to lead workforce development support for a colocation project.

- **Industry and public-sector experts.** The feasibility study drew on 16 confidential interviews with eight potential partners, including energy developers, data center market actors, and greenhouse operators; four public officials, including state, county, and local economic development officials from the United States and the Netherlands, and a data center efficiency expert from Lawrence Berkeley National Laboratory; and four other stakeholders, including real estate brokers, energy engineers, broadband providers, and business park operators. Consultation with advisory bodies of the U.S. Department of Energy-sponsored CEA Market Accelerator also informed the findings, including its Stakeholder Engagement, Education, and Deployment Team, High-Tech Greenhouse Knowledge Transfer Working Group, Colocation Working Group, and Site Feasibility Committee.
- **Virginia Tech Center for Economic and Community Engagement.** The Center's 2023 Region 3 CEA Strategies and Roadmap engaged CEA experts, researchers, and producers and featured interviews with six CEA companies on workforce and site-selection needs.
- **Virginia Tech School of Plant and Environmental Sciences and IALR CEA Innovation Center.** Dr. Michael R. Evans, Professor in the School and Associate Director of the CEA Innovation Center at IALR, is a recognized subject matter expert in CEA workforce development and will contribute to the workforce assessment.
- **Microsoft.** Private-sector Workgroup member with data center operations in Mecklenburg County and an active role in the region's economic and workforce development initiatives. Microsoft will provide input on the data center elements of the workforce assessment.

Expert input validated the need for the project and informed its design across two areas.

- **Economic and fiscal impact.** A county administrator interviewed for the study described local decisions as a weighing of costs and benefits, including the return to the community. The study noted that greenhouses are assessed at relatively low values and concluded that the broader impacts of a Farm Park must be documented for local governing bodies. These findings support an impact analysis that aggregates benefits across the host locality, the region, and the Commonwealth.
- **Workforce.** Interviewees noted that data centers face community concerns about power consumption relative to employment, and that greenhouses can provide employment that data centers alone cannot. The study found that existing Southern Virginia workforce programs, spanning middle school through community college, could support operators of data centers and greenhouses. These findings support a workforce assessment that builds on existing assets.

Risks and Mitigation

Experts also identified risks that the project design addresses. Data center operators prioritize near-continuous uptime and are unlikely to accept any integration that could compromise reliability or construction schedules. Therefore, the workforce assessment and impact analysis will reflect the phased approach recommended in the feasibility study, with the data center built first.



Because greenhouses are assessed at relatively low values, the impact analysis will consider fiscal effects beyond property tax. Given a limited workforce, the workforce assessment will begin with existing pipelines and the broader regional labor market.

Retained consultants will provide additional subject-matter expertise, and the Farm Park Workgroup will maintain engagement with industry and public partners throughout the project.

Character count: 4,409 of 6,000

Question 7

Describe the project budget and sources of matching funds.

The total project budget is \$81,252.60, comprising a \$53,000 GO Virginia request, a \$25,000 cash match from the Resource Innovation Institute (RII), a nonprofit, and \$3,252.60 in in-kind volunteer time.

- **Contract Services, workforce capacity and operational readiness assessment, totaling \$33,000, consisting of \$8,000 in GO Virginia funds and \$25,000 in RII match.** A consultant, procured and paid by the Institute for Advanced Learning and Research (IALR), the grant recipient, will assess regional workforce capacity for data center and CEA greenhouse construction and operations; prepare an inventory of credential programs available in Region 3 and statewide for data center and CEA greenhouse occupations; evaluate existing training programs; identify opportunities to expand or develop credentials and pathways; coordinate and participate in Farm Park Workgroup meetings as appropriate; and perform other related tasks.
- **Contract Services, economic, fiscal, and job creation impact analysis, \$30,000 in GO Virginia funds.** A consultant, procured and paid by IALR as the grant recipient, will estimate the direct, indirect, and induced economic, fiscal, and job creation impacts of a pilot Farm Park across the host locality, the Southern Virginia region, and the Commonwealth; coordinate and participate in Farm Park Workgroup meetings as appropriate; and perform other related tasks.
- **Contract Services, project coordination, and managing principal services, totaling \$12,000 in GO Virginia funds.** IALR will contract with RII to serve as managing principal and overall project coordinator for both companion applications, coordinate the Farm Park Workgroup, and integrate the consultants' work products with the companion sites application's work into the comprehensive final report. RII's fee for this role will be split between the two applications, with \$3,000 in GO Virginia funds budgeted in the companion sites application.
- **Administration, Southside Planning District Commission (SPDC), \$3,000 in GO Virginia funds.** As the GO Virginia Region 3 support organization, SPDC will provide technical assistance, project monitoring, reporting, and closeout. This amount represents 5.7 percent of the GO Virginia request and falls within the 8 percent limit for this category.

The required \$25,000 cash match from RII is allocated to the workforce capacity and operational readiness assessment. RII will sign the attached Match Verification Form. The match also includes \$3,252.60 in in-kind volunteer time, estimated for 10 Farm Park Workgroup and workforce task group members attending three virtual meetings of two hours each, with one hour of preparation per meeting, valued at the Independent Sector volunteer rate of \$36.14 per hour (10 members × 9 hours × \$36.14). The total match of \$28,252.60 meets the GO Virginia 2:1 requirement and is not derived from state funds. Budget categories and amounts are



consistent with the attached DHCD Sources and Uses template and the CAMS budget. Across both companion applications, the overall project budget is \$231,252.60, comprising \$153,000 in GO Virginia funds and \$78,252.60 in matching funds, including \$75,000 in private and nonprofit cash and \$3,252.60 in in-kind volunteer time.

IALR has the administrative and financial capacity to manage the grant, having administered the GO Virginia Region 3 grant that funded the June 2025 feasibility study, conducted between December 2024 and May 2025.

Character count: 3,449 of 6,000

LINE OF SIGHT TO IMPLEMENTATION

Question 8

Explain how this planning, feasibility, or small-scale pilot effort will position the region for a future GO Virginia Per Capita Implementation project or another source of implementation funding. What specific steps will follow this effort if it is successful?

The project will position the region for implementation in two areas.

Workforce Development Implementation

The workforce assessment will identify the occupations, credentials, and training pathways that a colocated Farm Park would require. Its recommendations will form the basis for a workforce component of a future GO Virginia implementation grant, building on GO TEC, regional community college pathways, and the CEA Innovation Center at the Institute for Advanced Learning and Research (IALR).

The June 2025 feasibility study by the Resource Innovation Institute (RII) identified IALR and its K-12 and community college partners as a pipeline of qualified workers for a colocation project. The 2023 Region 3 CEA Strategies and Roadmap identified per capita implementation funding for GO Virginia Region 3, potentially followed by a statewide competitive grant, as the pathway for CEA workforce and talent initiatives.

An implementation project of this type would report on the measures set by the Region 3 Growth and Diversification Plan for CEA talent development, including individuals trained, credentials awarded, new programs designed, students enrolled, and jobs and internships secured.

Site Development Implementation

The economic and fiscal impact analysis, together with the siting work for the companion sites application, will provide a local governing body, a data center developer and operator, and a CEA greenhouse developer and operator with the information needed to determine whether to advance a site identified through the companion sites application. For any site whose owner elects to advance it, formal site characterization and due diligence would be proposed as part of a future GO Virginia site development grant.

The feasibility study recommended a development sequence beginning with concept clarification, in which public and private expectations, roles, and resources are aligned, followed by community engagement, data center construction as the first phase of a Farm Park, greenhouse construction, and ongoing technical assistance and training. Together, this project and the companion sites application constitute the concept clarification phase.



Anticipated Next Steps

Upon successful completion of the project, the following steps are anticipated.

- As managing principal, RII integrates the work from both applications into a comprehensive final report, which is distributed to local, regional, and state stakeholders.
- Interested public property owners, private developers, and operators use the report to evaluate a pilot Farm Park at a specific site.
- Partners prepare GO Virginia implementation applications for workforce development and, when a site is advanced, for site characterization and due diligence within 12 to 24 months of the comprehensive final report.
- Partners pursue additional implementation resources. The feasibility study identified potential partners, including local and regional economic development organizations, K-12 and community college partners, the Virginia Department of Agriculture and Consumer Services, and the Virginia Tobacco Region Revitalization Commission, as well as federal programs from the Department of Energy and the Department of Agriculture.

None of these steps commits any local governing body to a course of action.

Character count: 3,304 of 6,000

Attachments Checklist

Attachment	Status
Match Verification Form (Resource Innovation Institute, \$25,000 cash, Nonprofit)	To be completed
Budget Overview (DHCD Sources and Uses Template, Excel)	Attached (Excel)
Milestones Overview and Drawdown Schedule (DHCD Template)	Draft milestones below; to be transferred to the DHCD template
Letters demonstrating meaningful local participation	Regional economic development organizations
Letters of support	Danville Community College, Patrick & Henry Community College, Southside Virginia Community College, and GO TEC/IALR; private-sector companies
GO Virginia Core Outcomes	Not applicable

Draft Milestones (shared by both applications)

For transfer to the DHCD Milestones Overview and Drawdown Schedule template. Drawdown amounts and timing will be set in that template.

Date	Milestone
9/30 to 10/9/2026	Application development; letters of support; match verification forms
10/13/2026	Region 3 Council Executive Committee meeting
10/16/2026, 5:00 pm	Submit complete applications to DHCD
10/19 to 10/30/2026	DHCD review



Date	Milestone
11/2 to 11/13/2026	Contract development, approval, and execution between IALR and DHCD
11/16 to 11/30/2026	Project initiation. IALR solicits contractor services under the Virginia Public Procurement Act and/or IALR purchasing policies; contractors engaged and given notice to proceed
11/30 to 12/31/2026	Farm Park Workgroup formed
January 2027	Workgroup general meeting 1 (kickoff). Task groups formed with consultants' input; technical committee schedule set
March 2027	Workgroup general meeting 2 (midpoint). Review draft siting rubric and site review; preliminary workforce and impact findings
May 2027	Workgroup general meeting 3. Review draft comprehensive final report
July 2027	RII completes comprehensive final report combining both applications; project end date
August 2027	All products and outcomes reported

Budget Category (Dropdown)	Uses of GO VA Funds	Amount (\$)	Description
Administration (Support Org Grant Management up to 8%)	Project Monitoring & Reporting	\$3,000	Southside Planning District Commission (SPDC), the GO Virginia Region 3 support organization, for technical assistance, project monitoring, reporting, and closeout.
Contract Services	Workforce Capacity and Operational Readiness Assessment	\$8,000	Portion of consultant services, procured by IALR, to assess workforce capacity, prepare an inventory of credential programs available in Region 3 and statewide for data center and CEA greenhouse occupations, evaluate training pathways, and participate in Farm Park Workgroup meetings; balance funded by RII match.
Contract Services	Economic, Fiscal, and Job Creation Impact Analysis	\$30,000	Consultant procured by IALR to estimate direct, indirect, and induced economic, fiscal, and job creation impacts of a pilot Farm Park and participate in Farm Park Workgroup meetings.
Contract Services	Project Coordination and Managing Principal Services, Resource Innovation Institute	\$12,000	IALR will contract with RII to serve as managing principal and overall project coordinator for both companion applications, coordinate the Farm Park Workgroup, and integrate the engineering firm's work products with the companion applications' work into the comprehensive final report.
		\$53,000	Total GO Virginia Request
Directions: Please list the budget category, associated uses of GO VA funds (how funds are being used), amount, and description for each budget category. In the Description column please provide more detail about the proposed uses of the funding including, if applicable, what organization will be receiving/managing those funds (i.e. grant recipient or third-party). The budget categories and amounts should match the "DHCD Request" column in the CAMS application budget.			
Please include a detailed budget narrative below: The total project budget is \$81,252.60, consisting of \$53,000 in GO Virginia funds, \$25,000 in nonprofit cash match from the Resource Innovation Institute (RII), and \$3,252.60 in in-kind volunteer time. The match totals \$28,252.60, meets GO Virginia's 2:1 requirement, and does not include state funds.			

Workforce Capacity & Operational Readiness (\$33,000 total; \$8,000 GO Virginia; \$25,000 Match): A consultant will assess the regional workforce needed to construct and operate colocated data centers and controlled environment agriculture (CEA) greenhouses, prepare an inventory of credential programs available in Region 3 and statewide for data center and CEA greenhouse occupations, evaluate existing training and credentials, and identify opportunities for new or expanded workforce pathways.

Economic, Fiscal & Job Creation Impact Analysis (\$30,000 GO Virginia): A consultant will estimate construction and operating jobs, wages, supply-chain effects, and economic and fiscal impacts of a pilot Farm Park.

Project Coordination and Managing Principal Services (\$12,000 GO Virginia): IALR will contract with RII to serve as managing principal and overall project coordinator for both companion applications. RII will combine this work with the siting and governance work of the companion application into the comprehensive final report. RII's fee is split between the two applications, with \$3,000 in GO Virginia funds budgeted in the companion sites application.

Administration (\$3,000 GO Virginia): Southside Planning District Commission (SPDC), the Region 3 Support Organization, will provide project monitoring, reporting, technical assistance, and closeout.

In-Kind Match (\$3,252.60): Estimated volunteer time of 10 Farm Park Workgroup and workforce task group members attending three virtual meetings of two hours each, with one hour of preparation per meeting, valued at the Independent Sector volunteer rate of \$36.14 per hour (10 members × 9 hours × \$36.14).

IALR will procure and contract with the consultants. No additional leverage is included.

This is one of two companion applications. Together, the applications total \$231,252.60: \$153,000 GO Virginia and \$78,252.60 in matching funds, including \$75,000 in private and nonprofit cash and \$3,252.60 in in-kind volunteer time.

Budget Category (Dropdown)	Description of Uses of Matching Funds	Amount (\$)	Match Source (Dropdown)	Type of Match (Dropdown)	Source of Match (Details)	Documentation Submitted (Dropdown)
Contract Services	Workforce Capacity and Operational Readiness Assessment (consultant services)	\$25,000.00	Nonprofit	Cash	Resource Innovation Institute	Yes
Salaries	Workgroup and Task Groups	\$3,252.60	Other	In-Kind	volunteer hours	Yes
		\$ 28,252.60	Total Matching Funds			
		\$ -	Total Local Match			

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

Type of Funds		Totals
GO Virginia	\$	53,000.00
Matching Funds	\$	28,252.60
Total CAMS Budget		\$ 81,252.60
Additional Leverage	\$	-
Total Project Budget		\$ 81,252.60

**These answers will autofill from previous tabs.*

Type of Match		Totals
Matching Funds	\$	28,252.60
	At least \$2:1	YES
Local Match	\$	-



DATE: October 9, 2026

TO: Region 3 Executive Committee

FROM: R. Bryan David, Project Coordinator

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

RE: Southern Virginia Partnership for Health Sciences Careers Update

Since the last update to the Region 3 Council, I have coordinated with Dr. Jule Brown (Provost, Averett University) and Dr. Greg Hodges (President, Patrick & Henry Community College) to support the Partnership in preparing a GO Virginia Region 3 implementation application. Ultimately, the Region 3 application would leverage federal funding from the Rural Health Transformation Program on behalf of the Partnership members to address gaps and expand eligible programs.

Attached are a narrative implementation plan and a scope of work for a qualified contractor to be retained by the Southside Planning District Commission. The Patrick & Henry Community College Foundation would provide funding for the contractor and other expenses to support the Partnership in developing the Region 3 implementation application. A draft scope of work for the contractor is also attached. Dr. Brown and Dr. Hodges contributed to and approved these drafts. As agreed, Andy Wells would serve as the fiscal agent for the contractor for the Southside Planning District Commission.

I will be prepared to present this update at the Executive Committee meeting on October 13th.

RECOMMENDATION:

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



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Southern Virginia Partnership for Health Science Careers (SVPHSC) GO Virginia Implementation Grant Development Plan

Purpose

This plan outlines how the Southern Virginia Partnership for Health Science Careers (SVPHSC), with support from the Patrick & Henry Community College Foundation, the Southside Planning District Commission, and the GO Virginia Region 3 Council staff, will retain a qualified contractor to develop and submit a GO Virginia implementation grant application to the Region 3 Council. This grant will operationalize the SVPHSC to expand existing projects and services and leverage funding from the Virginia Rural Health Transformation Program (RHTP) to advance rural health workforce development.

The application development period aligns with the Department of Housing and Community Development (DHCD) implementation submission deadline of April 30, 2027, for consideration by the GO Virginia State Board at its June 8, 2027, meeting. During the grant development phase, the qualified contractor will coordinate with Region 3's community colleges, four-year institutions, four health systems, and allied stakeholders.

Funded through a 2023 GO Virginia Region 3 planning grant and with technical support from the Blue Ridge Partnership for Health Science Careers leadership, the SVPHSC currently operates as an informal coalition without independent nonprofit status or a formal organizational structure. This plan treats that as the appropriate starting point rather than a gap to close immediately.

The Blue Ridge Partnership, GO Virginia Region 2's counterpart coalition, followed the same path: it began as an informal regional network in 2019 and registered as a separate nonprofit entity several years later, once its programs and funding relationships were established. The SVPHSC is expected to follow a similar trajectory, formalizing after this implementation grant phase demonstrates a durable funding and governance track record.

Grant Concept and Scope

The implementation grant will likely fund projects across the coalition's community colleges, four-year institutions, and health systems. The goal is to close workforce and capacity gaps, thereby making these institutions and systems more competitive for Virginia RHTP funding, particularly through the Homegrown Health Heroes initiative.

Core Partnership Members

The following organizations constitute the SVPHSC core members for this implementation grant.

Partner Organization	Type
SOVA Health	Health System
Centra-Farmville	Health System
Sentara Halifax	Health System
VCU Community Memorial Hospital	Health System
P&HCC	Community College

Partner Organization	Type
DCC	Community College
SVCC	Community College
Averett University	Four-Year Institution
Longwood University	Four-Year Institution
Southern Virginia Higher Education Center	Regional Center
West Piedmont Higher Education Center	Regional Center

As a tentative outline, these health systems and educational institutions will apply for their own RHTP subawards independently through the relevant gate organizations, but in coordination with the SVPHSC and the Region 3 Council, to ensure that projects funded by the GO Virginia implementation grant complement rather than duplicate each partner's RHTP pursuits.

Background: The Virginia Rural Health Transformation Program

The Virginia Rural Health Transformation Program (RHTP) is Virginia's share of a \$50 billion federal fund created under the 2025 federal reconciliation legislation (H.R. 1) and administered nationally by the Centers for Medicare and Medicaid Services (CMS). Virginia was awarded \$189.5 million for Budget Period 1, announced on December 29, 2025, with four additional budget periods to follow through federal fiscal year 2030. The Virginia Department of Medical Assistance Services (DMAS) administers the program on behalf of a cross-secretariat effort spanning Health and Human Resources, Education, Agriculture and Forestry, Commerce and Trade, and Labor.

Virginia's RHTP plan allocates funding to four initiatives: Connected Care, Closer to Home; CareIQ; Homegrown Health Heroes; and Live Well, Together. Homegrown Health Heroes is the workforce development initiative and the one most directly relevant to this implementation grant because it targets the same rural health workforce shortages that the SVPHSC's coalition of colleges and health systems addresses.

Homegrown Health Heroes represents an estimated \$132 million of Virginia's five-year RHTP allocation, distributed across four sub-initiatives, each managed by a separate gate organization rather than by DMAS: expanding allied health degree capacity at Virginia's community colleges through the VCCS Foundation; expanding apprenticeship and earn-to-learn programs through Virginia Works; expanding career and credential pipelines, including EMT and CNA credentials, at high school CTE centers through the Virginia Department of Education; and funding rural residency slots in high-priority specialties such as OB/GYN and family medicine through the Virginia Hospital and Healthcare Association (VHHA) Foundation.

Because each health system and educational institution in the SVPHSC pursues its own RHTP subaward directly through the relevant gate organization, the coordinator's early work in Phases 1 and 2 of this plan, identifying and tracking each partner's status in that process, keeps the GO Virginia implementation grant complementary to, rather than duplicative of, the separate funding stream.

Sources: Virginia Rural Health Transformation overview (Virginia Center for Rural Health, May 2026 briefing materials) and Virginia RHTP program tracking (RHTP Navigator, accessed September 2026). Dollar figures reflect planned five-year allocations as of the time of that research; given how actively DMAS is still issuing guidance and subawards, these figures should be reconfirmed against ruralhealthtransformationva.virginia.gov before the application is finalized.

Funding Structure

GO Virginia Region 3 funding will serve as a match at a 2:1 ratio, contingent on each partner institution and health system securing an RHTP award.

Because RHTP subawards are being issued by multiple gate organizations on rolling timelines, the coordinator's early work should include identifying, aligning, and mapping each partner's position within its RHTP application to ensure the implementation grant can be realistically sequenced to meet the April 30, 2027, submission deadline.

Staffing and Technical Support

The Patrick & Henry Community College (P&HCC) Foundation would fund the position, and the Southside Planning District Commission (SPDC) would retain a qualified contractor to staff the SVPHSC through June 2027. Funding for the position and for supporting the SVPHSC during the development of the implementation grant totals up to \$130k. An agreement will be in place between P&HCC Foundation and SPDC to address financial and operational matters. Andy Wells (Executive Director, SPDC) will administer the contractor agreement.

The position would be primarily responsible for coordinating among SVPHSC partner organizations and the RHTP and for leading the development and submission of the implementation grant application. A companion position description provides a detailed overview of this role.

Bryan David, GO Virginia Region 3 Council Project Coordinator, and Dr. Julie Brown (Averett University Provost, formerly VP for Advanced Learning at the Institute for Advanced Learning and Research) will provide extensive technical support, review, and input for the grant application, drawing on expertise from prior successful GO Virginia implementation grants. Dr. Greg Hodges (President, P&HCC) will represent the P&HCC Foundation during the plan's implementation.

Governance and Review Process

The application will undergo a staged review to build support among the coalition's core institutions before it is considered by the Region 3 Council, the Department of Housing and Community Development's GO Virginia staff, and the GO Virginia State Board.

Stage	Reviewers	Purpose
1. Initial review draft development plan outline	Dr. Julie Brown (Averett University Provost) and Dr. Greg Hodges (P&HCC President)	Confirm the development plan concept, scope, and approach before wider circulation.
2. Principals group review	-Dr. Julie Brown (Provost, Averett University) -Dr. Greg Hodges (President, P&HCC) -Sheldon Barr (VCU Community Memorial Hospital/GO VA Region 3 Council member) -Sovah Health representative (TBN) -Dr. Angela McDonald (Dean of the College of Education, Health and Human Services, Longwood University) -Dr. Charlette Woolridge (Exec. Director/SVHEC)	Review, provide input, and approve the development plan's concept, scope, and approach before presenting, as may be revised.
3. Core partners review	See above table	Review, provide input on, and approve the development plan's concept,

Stage	Reviewers	Purpose
		scope, and approach before presenting, as may be revised.
4. Concurrent outreach and approval	Heidi Hertz (Virginia RHTP)	Confirm alignment with RHTP program expectations.
5. Regional endorsement by extended partners	SVPHSC	Review, provide input on, and approve the development plan's concept, scope, and approach, and agree to move forward.

Timeline

The timeline below assumes a contractor start date in October 2026. It should be adjusted once the actual start date and the GO Virginia Region 3 Council's 2027 meeting calendar are confirmed.

A review gate is a checkpoint at which a designated reviewer or body must approve the work before it advances to the next phase. The reviewer group, criteria, and process for each gate listed below have not yet been determined. After contractor recruitment and hiring, developing them will be one of the Coordinator's early deliverables, informed by the staged review process described in Governance and Review Process.

Phase / Target	Activities	Review Gate
Phase 1 Oct - Nov 2026	-Finalize contractor solicitation and recruit and hire contractor -Contractor onboarding -Begin partner-by-partner mapping of RHTP subaward status -Initiate with Dr. C. Sutter development of a scope, schedule, and deliverables with GMU for technical assistance and data to support the GO VA implementation application.	To be developed*
Phase 2 Dec 2026 - Jan 2027	-Convene core partner conversations. -Convene extended partner organizations for information gathering and input. -Confirm each core partner's proposed project scope and RHTP timing -Begin drafting the implementation grant narrative and budget with B. David and Dr. J. Brown -Coordinate technical assistance from Dr. C. Sutter (GMU) -Coordinate with C. Lawrence with Blue Ridge Partnership for technical assistance as needed.	To be developed*
Phase 3 Feb 2027	-Complete a full draft narrative, budget, partner commitment summary, and other application elements for review by project principals and other allied stakeholders. -Coordinate through Region 3 Council staff preliminary technical review by DHCD GO Virginia staff.	To be developed*
Phase 4 Mar 2027	Revise the application based on input from stakeholders, DHCD GO Virginia staff, and others.	To be developed*
Phase 5 Apr 2027	-Incorporate feedback to final draft application -Convene GO Virginia Region 3 Project Review Committee (TBD 4.5-8.27)	To be developed*

Phase / Target	Activities	Review Gate
	-GO Virginia Region 3 Council considers and approves application (4.21.27) -Finalize and submit the application package.	

*Reviewer group, criteria, and process for each gate to be developed by the Coordinator in Phase 1, based on the staged review process outlined in Governance and Review Process.



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Southern Virginia Partnership for Health Science Careers (SVPHSC)

Contractor Scope of Work

Position	SVPHSC Partnership Coordinator
Classification	Independent contractor (IRS Form 1099)
Funding Source	Patrick & Henry Community College (P&HCC) Foundation
Contracting Organization	Southside Planning District Commission (SPDC)
Term	Anticipated October 2026 through June 30, 2027 (approximately 9 months; exact start date to be established)
Compensation	To be determined
Functional direction	B. David (GO Virginia Region 3 Project Coordinator) and Dr. J. Brown (Averett University)
Funder representative	Dr. G. Hodges (President, P&HCC), representing the P&HCC Foundation
Contract administration	Andy Wells (Executive Director, SPDC), under an agreement between SPDC and the P&HCC Foundation addressing financial and operational matters

Position Summary

The SVPHSC Partnership Coordinator staffs the Southern Virginia Partnership for Health Science Careers (SVPHSC) during its current phase of grant development. The SVPHSC is an informal, unincorporated coalition of Region 3 community colleges, four-year institutions, four health systems, regional higher education centers, and allied stakeholders working to expand the region's health science workforce pipeline.

It was funded through a 2023 GO Virginia Region 3 planning grant and receives technical support from the leadership of the Blue Ridge Partnership for Health Science Careers. The Coordinator's primary responsibility is to lead the SVPHSC, in coordination with its core and extended partner organizations, in developing, completing, and submitting a competitive GO Virginia implementation grant application to the GO Virginia Region 3 Council and, subsequently, to the Department of Housing and Community Development (DHCD) GO Virginia staff, by April 30, 2027, for consideration by the GO Virginia State Board at its June 8, 2027, meeting.

The implementation grant will operationalize the SVPHSC to expand existing projects and services and to leverage funding from the Virginia Rural Health Transformation Program (RHTP), particularly through the Homegrown Health Heroes initiative, to advance rural health workforce development.

This role focuses on grant development, coordination, and project management. B. David and Dr. J. Brown will provide extensive technical support, review, and input, drawing on prior successful GO Virginia implementation grants, with additional technical assistance from George Mason University and the leadership of the Blue Ridge Partnership for Health Science Careers. The Coordinator is expected to keep

application development on schedule and to align and engage the coalition's many partner organizations. This scope of work may be modified, by mutual agreement between the Coordinator and the project principals (B. David, Dr. J. Brown, Dr. G. Hodges, and A. Wells), to address changed circumstances or other material matters that arise during the engagement.

Primary Responsibilities

- Lead development of the GO Virginia implementation grant application, including the narrative, budget, partner commitment summary, and required attachments, with technical support, review, and input from B. David, Dr. J. Brown, and other technical advisors.
- Coordinate engagement across SVPHSC's core and extended partner organizations, including community colleges, four-year institutions, health systems, regional higher education centers, and allied stakeholders.
- Convene core partner conversations, engage extended partner organizations for information gathering and input, and confirm each core partner's proposed project scope and RHTP timing.
- Identify, align, and maintain an up-to-date map of each core partner's independent RHTP subaward status with the relevant gate organization (VCCS Foundation, Virginia Works, Virginia Department of Education, or VHHA Foundation) to ensure the implementation grant application is realistically sequenced to each partner's funding timeline and complements rather than duplicates each partner's RHTP pursuits.
- Coordinate and communicate with Virginia RHTP staff throughout the development of the GO Virginia Region 3 application, including concurrent outreach to confirm alignment with RHTP program expectations.
- Manage the application development work plan, including scheduling, note-taking, version control, and tracking open items through submission.
- Initiate with Dr. C. Sutter (George Mason University) a scope, schedule, and deliverables for technical assistance and data to support the application, and coordinate that assistance, together with technical assistance from C. Lawrence (Blue Ridge Partnership for Health Science Careers) as needed.
- Organize and staff the staged review process described in the Development Plan's Governance and Review Process, including initial review, principals group review, core partners review, concurrent RHTP outreach, and regional endorsement by extended SVPHSC partners.
- As an early deliverable, develop the reviewer group, criteria, and process for each review gate in the Development Plan timeline, informed by the staged review process.
- Coordinate and schedule all meetings for relevant individuals and groups, including preparation of briefing materials, meeting agendas, and follow-up summaries for each review stage.
- Coordinate, through GO Virginia Region 3 Council staff, a preliminary technical review of the draft application by DHCD GO Virginia staff and support the GO Virginia Region 3 Project Review Committee and the Council in their consideration of the application.
- Coordinate and collect all third-party documentation for the GO Virginia Region 3 application.
- Track the application throughout the development process and after DHCD submission, and provide guidance and follow-up as needed on behalf of the SVPHSC.
- Prepare a brief transition and closeout summary at the end of the contract term.

Role Boundaries

The Coordinator leads development of the implementation grant application and exercises professional judgment and discretion as appropriate; the application's content remains subject to the staged review and approval process described in the Development Plan. The Coordinator is not responsible for the underlying RHTP subaward applications that each health system or educational institution files on its own behalf

through the relevant gate organization; in that context, the Coordinator's role is limited to tracking status and timing for coordination purposes. The Coordinator does not hold fiduciary, contractual, or final decision-making authority on behalf of SPDC, the P&HCC Foundation, or the SVPHSC.

Qualifications

The ideal candidate will have a combination of the following qualifications and experience. No single qualification is required, and candidates with other equivalent combinations of education, training, and experience are encouraged to apply.

- Experience coordinating projects or partnerships across multiple organizations, ideally in higher education, healthcare, or regional economic development.
- Experience developing competitive grant applications, including narratives, budgets, and supporting documentation, ideally for state or federal economic or workforce development programs.
- Familiarity with the GO Virginia program, the Virginia RHTP, Virginia's higher education system, healthcare workforce development, Southern Virginia's regional stakeholders, or other regional workforce development programs.
- Strong project management, meeting facilitation, and written communication skills.
- Ability to work independently across a geographically dispersed set of partner organizations, manage multiple relationships, and meet deadlines.
- Comfort working under an independent contractor arrangement, including managing one's own schedule and work methods to meet agreed-upon deliverables.

Deliverables and Milestones

Compensation is tied to the following milestones, consistent with the companion Development Plan timeline. Each milestone is subject to review by B. David, Dr. J. Brown, and Dr. G. Hodges and to approval by A. Wells, the contract administrator, before a contractor's invoice is accepted for payment. Milestone dates assume a contractor start date in October 2026 and should be finalized once the actual start date and the GO Virginia Region 3 Council's 2027 meeting calendar are confirmed.

- Milestone 1: Partner contact map and RHTP subaward status tracker completed; reviewer group, criteria, and process for each review gate developed; and the George Mason University technical assistance scope, schedule, and deliverables initiated with Dr. C. Sutter. (Plan Phase 1, October-November 2026)
- Milestone 2: Core and extended partner convenings held; each core partner's proposed project scope and RHTP timing confirmed; and drafting of the implementation grant narrative and budget begun, with technical support from B. David and Dr. J. Brown. (Plan Phase 2, December 2026-January 2027)
- Milestone 3: Full draft of the implementation grant narrative, budget, partner commitment summary, and other application elements, completed and confirmed by B. David, GO Virginia Region 3 Project Coordinator; Dr. J. Brown; and Dr. G. Hodges, for review by project principals and allied stakeholders, and for preliminary DHCD GO Virginia staff technical review coordinated by Region 3 Council staff. (Plan Phase 3, February 2027)
- Milestone 4: The Principals group and core partners have completed their review, and the application has been revised based on input from stakeholders, DHCD GO Virginia staff, and others (Plan Phase 4, March 2027).)
- Milestone 5: Regional endorsement from extended SVPHSC partners obtained and feedback incorporated into the final draft application (Plan Phase 5, April 2027).

- Milestone 6: The GO Virginia Region 3 Project Review Committee convened; Region 3 Council approval was obtained at its April 21, 2027, meeting; and the final application package was assembled. (Plan Phase 5, April 2027)
- Milestone 7: Application submitted to DHCD GO Virginia staff by the April 30, 2027, deadline (Plan Phase 5, April 2027).
- Milestone 8: Transition and close-out summary delivered after the GO Virginia State Board's June 8, 2027, meeting (following Plan Phase 5; not yet represented as a separate phase in the Development Plan's Timeline).

Work Arrangement

This is a remote work engagement, subject to the standard contract terms and conditions for SPDC contractors.