



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

AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD
Tuesday, September 10, 2019
1:00 PM – 3:00 PM
House Room 1, Capitol

- | | | |
|-------|---|---|
| I. | OPENING | |
| | a. Call to order | Chairman |
| | b. Roll Call | Matt Weaver |
| | c. Public Comment | Chairman |
| II. | CONSENT AGENDA | Chairman |
| | a. Action Item: June 24, 2019 Minutes | |
| | b. Action Item: Regional Council Membership Changes | |
| III. | ELECTION of OFFICERS | Erik Johnston |
| IV. | DIRECTOR'S REPORT | Erik Johnston |
| | a. DHCD Approved Enhanced Capacity Building Projects | |
| | b. Action Item: Approval of Per Capita Applications | |
| | c. Action Item: Approval of Growth & Diversification Plans | |
| | d. Action Item: 2020 Board Meeting Schedule | |
| | e. Project Expenditures and Contract Execution Update | |
| | f. Memo: Competitive Application Submission: K-12 Computer Science Pipeline Project | |
| V. | UNFINISHED BUSINESS | |
| | a. Action Item: Resolution for John "Dubby" Wynne | Chairman |
| | b. Action Item: Broadband Advisory Committee Recommendations | Vice Chairman |
| VI. | NEW BUSINESS | |
| | a. Opportunity Zone Presentation – Opportunity Virginia | Adam Northrup |
| | b. December 9 th Board – Chair/Vice-Chair meeting | Chairman |
| VII. | REPORTS | |
| | a. VRIC | James Dyke |
| | b. Regional Meeting Calendar | Erik Johnston |
| VIII. | FUTURE BOARD MEETING DATES | Chairman |
| | Monday, December 9 | Patrick Henry Building, West Reading Room |
| | Board Meeting | 1:00 PM – 3:00 PM |
| | Board Meeting Roundtable with Regions | 3:00 PM – 5:30 PM |
| IX. | ADJOURNMENT | Chairman |



VIRGINIA INITIATIVE FOR
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VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING

June 24, 2019

1:00 PM

Richmond, Virginia

Members Present

The Honorable Brian Ball
Speaker M. Kirkland “Kirk” Cox
Benjamin J. Davenport II
Senator Janet D. Howell
Doug Juanarena
Deleage R. Steven Landes
The Honorable Aubrey Layne
Senator Thomas K. Norment
Senator Frank M. Ruff
Steven C. Smith
Todd A. Stottlemeyer
Lucia Anna “Pia” Trigiani
Marilyn H. West
Joe Wilson
John O. “Dubby” Wynne

Members Absent

Nancy Howell Agee
James W. “Jim” Dyke Jr.
Heywood W. Fralin
Delegate S. Chris Jones
Delegate Terry G. Kilgore
The Honorable Atif Qarni

Call to Order

Mr. John “Dubby” Wynne, Chairman of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order.

Roll Call

Mr. Matt Weaver, Policy & Legislative Director for the Department of Housing and Community Development (DHCD), called the roll and stated that a quorum was present.

Public Comment

No comments were made by the public; the public comment period was then closed.

Consent Agenda

A motion was made to approve the minutes of the December 11, 2018, meeting of the Board; the motion was properly seconded and passed.

After presenting the Regional Council membership changes, a motion was made to approve the Regional Council membership changes for regions 1, 2, 6, and 7; the motion was properly seconded and passed.

Director's Report

As part of the Administrative Approval Process, Mr. Erik Johnston, Director of DHCD, presented 7 Enhanced Capacity Building (ECB) projects, 5 of which were approved: Solar Jobs, Manufacturing and Utility-Scale Investment Playbook for SWVA from Region 1 on behalf of Appalachian Voices, Lonesome Pine RIFA Coordinator from Region 1 on behalf of Lenowisco PDC, Regional Career and Technical Education Study from Region 2 on behalf of Western Virginia Workforce Development Board, Lynchburg Regional Business Alliance sites Assessment Study from Region 2 on behalf of Lynchburg Regional Business Alliance, and Youth Entrepreneurship Program Resource from Region 9 on behalf of Fauquier County Department of Economic Development; 1 ECB was contingently approved: CCAM Business Plan from Region 4 on behalf of Commonwealth Center for Advanced Manufacturing; and 1 ECB project was deferred: Creating Region 4's Cyber Ecosystem from Region 4 on behalf of Virginia Commonwealth University. The CCAM project will not be executed until the CCAM business plan is approved by the VEDP Board and the project is supported by the Administration and Money Committee staff. Mr. Johnston also presented 1 Enhanced Capacity Building project that was not administratively approved: Cultivate Entrepreneurs Program from Region 5 on behalf of Retail Alliance Foundation.

Discussion regarding Region 2's Career and Technical Educational (CTE) Study requested staff ensure this effort is not redundant of other CTE endeavors in the state. Discussion regarding Region 4's Creating Region 4's Cyber Ecosystem application inquired about the source of matching funds and noted the precedent this application could set for other universities involved with the Commonwealth Cyber Initiative (CCI) to request funding for similar coordinating positions/plans. A motion to defer this application was made and properly seconded. This motion was passed.

Mr. Johnston then provided an overview of the per capita applications received; stating three of the nine regions submitted applications for consideration by the Board. There was one application regarding workforce: Southwest Virginia Livestock and Educational Center from Region 1 on behalf of Carroll County Industrial Development Authority. There was one application regarding entrepreneurship: Activation Capital from Region 4 on behalf of Activation Capital. There was also one application

regarding site development: Regional Business Park – Phase 2 Site Readiness (Tier 3) from Region 9 on behalf of Louisa County.

Mr. Johnston presented Region 1’s application for the Southwest Virginia Livestock and Educational Center. A motion was made and properly seconded to approve the project. The motion passed. Mr. Johnston presented Region 4’s application for the Activation Capital project. Director Johnston noted that the application was originally submitted as a Regional Entrepreneurship Initiative (REI) application that required \$2:1 match. Because the project did not fit the criteria of this application, the application was repurposed as a per capita application, requiring a \$1:1 match. Director Johnston explained that the 1:1 match and 20% local match had not been secured yet, but that staff recommend approval contingent upon the applicant fulfilling the match requirements. A motion was made and properly seconded to approve the project with the aforementioned contingencies. The motion passed. Mr. Johnston presented Region 9’s Regional Business Park – Phase 2 Site Readiness (Tier 3) application. A motion was made and properly seconded to approve the project after discussion by the Board ensuring the importance of continued coordination with VEDP’s site prioritization efforts. The motion passed.

Mr. Johnston presented the Regional FY20 Capacity Building Budgets for Board approval with requested waiver of the match requirement. A motion was made and properly seconded to approve all nine regional council budges with the waiver of the match requirement. The motion passed.

Mr. Johnston provided a project expenditures and contract execution update. There was discussion of lessons learned and project performance.

Unfinished Business

The Board did not discuss any unfinished business items

New Business

Mr. Wynne provided an overview of the history of the GO Virginia effort, the successes and lessons learned to date and a charge to all Board Members to work together to make the program even more successful in the future. Mr. Wynne stated that since Board elections are not allowed until the next Board meeting in September due to the by-laws, he felt it best to formally resign as chair but remain an engaged Board member so that a new Chair could begin in the new fiscal year and not wait until September.

Mr. Wynne then formally resigned as Chairman of the Board. Mr. Davenport, Vice-Chairman, led the election for the new Chairman. Mr. Davenport nominated Mr. Thomas Farrell to succeed Mr. Wynne as Chairman. Mr. Davenport opened the floor for further nominations for Chairman. No other candidates were nominated. Mr. Davenport's motion was properly seconded and Mr. Farrell was unanimously elected Chairman of the Board.

Secretary Layne recommended to the Board that a formal recognition of Mr. Wynne's services to the Board be made. A motion was made and properly seconded to officially recognize Mr. Wynne at the September Board meeting. This motion passed.

Mr. Farrell nominated Vice-Chair Benjamin Davenport to continue serving as Vice-Chair to the Board. The motion was properly seconded and Mr. Davenport was unanimously reelected as Vice Chair of the Board.

Mr. Farrell announced that he has asked a four-member task force consisting of Mr. Wynne, Ms. Lucia Anna "Pia" Trigiani, Mr. Jim Dyke, and Mr. Davenport to spend time with the regional councils and to relay best practices to the councils. Mr. Farrell requested that GO Virginia staff work to set up a formal meeting for the task force and regional councils.

Reports

Todd Stottlemeyer reported on behalf of VRIC. Mr. Stottlemeyer discussed a report from Deputy Secretary Robby Demeria, the certification of Commonwealth Cyber Initiative (CCI) nodes and operational plans to be submitted to VRIC by August, and the establishment of working groups for the rollout of these nodes.

Mr. Davenport reported on behalf of the Broadband Taskforce. He relayed that the taskforce will reconvene in August and develop recommendations for the September Board meeting.

Future Board Meetings

Mr. Farrell advised Board members that the next meeting would be held Tuesday, September 10 at 1:00pm in House Room 1 of the Capitol Building.

Adjournment

Upon a motion duly made and seconded, the meeting was adjourned.



Memorandum

TO: Virginia Growth and Opportunity Board Members

FROM: Erik Johnston, DHCD Director

RE: Regional Council Changes

DATE: September 10, 2019

As outlined in the guidelines, the State Board is tasked with approving the membership of the Regional Councils. Below represents the changes in leadership within the regions since the last meeting of the Board:

Region 1:

- Todd Elswick of Paul's Fan Company replaced Joe Garry Street
- Cathy St. Clair of Focus Communications Consulting has left the Council

Region 3:

- Rebecca Carter, local Buckingham County representative replaced Ronnie Roark
- Angeline Godwin of Patrick Henry Community College replaced Al Roberts
- Amy Griffin of Cumberland County Public Schools replaced Barbara Johnson
- Winston Harrell of R.O. Harrell, Inc. replaced Dennis Witt
- John Parkinson of Drake Extrusion, Inc. replaced Adam Birkett

Region 4:

- Jon Mathiason of the Capital Region Airport Commission has left the Council
- Renee Williams of the Prince George County School Board has left the Council

Region 9:

- Paul McCulla of Fauquier County replaced Bryan David
- Kurt Krueger of McGuireWoods, LLC replaced Leigh Middleditch
- Shelby Brugiere of Dickie Brothers Orchard replaced Elizabeth Smith
- Liz Walters of Bingham & Taylor replaced Jeff Waite

Administrative Approvals: Enhanced Capacity Building

PROJECT OASIS

Region: 1

Strategy: Site Development

Type of Project: Enhanced Capacity Building

Sub-grantee(s): LENOWISCO Planning District Commission

Project Description: LENOWISCO PDC will work with InvestSWVA, Coalfield Strategies LLC, Virginia’s Department of Mines, Minerals and Energy (DMME), and the Virginia Economic Development Partnership (VEDP) to locate the suitable sites within the region to attract data centers. This study will result in: 1) the development of tools that prioritize power and fiber network availability and the potential of mine pool water reclamation, 2) a preliminary engineering feasibility and design, 3) a market analysis, 5) tenant research, and 6) a concept design for possible data center sites. GO Virginia funds will be used for contract services related to site selection analysis, concept design, market analysis, and tenant research. Wise County and the City of Norton are participating.

Type of Funds	Totals	
GO Virginia Request	\$	50,000
Matching Funds	\$	50,000
Total Project Budget	\$	100,000

Feedback:

DHCD has administratively approved this application. There was consensus that this was a great economic development opportunity to help attract data centers to the region using unique regional assets and leveraging the resources of DMME and VEDP will help further validate suitable sites. Developing tools to help prioritize power/fiber and mine pool water access and undertaking a market analysis and tenant research will determine a line of site for future GO Virginia funding. Staff feedback includes:

- Excellent opportunity for the region to pursue data centers
- Aligns well with Region 1’s targeted clusters
- Demonstrate strong public support at the local and state levels
- This project has a clear line of sign to site readiness

Requirements			
\$1:1 Match Requirement	YES	Grant Management Capacity	YES
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	YES
Alignment with GOVA Strategies	YES	Healthcare?	NO
Alignment with G&D Plan	YES	Scholarships?	NO
High-Wage Job Creation Potential	YES		

Administrative Approvals: Enhanced Capacity Building

THE GIG – (GATHER + INNOVATE + GROW)

Region: 5

Strategy: Entrepreneurship

Type of Project: Enhanced Capacity Building

Sub-grantee(s): Eastern Shore Foundation

Project Description: The Eastern Shore Foundation will develop a pilot program to help create a model for a rural entrepreneurial ecosystem along the Eastern Shore. The project will provide a “Hot Desk” coworker startup business space and a Maker Space that will provide training/certifications in woodworking, metalworking, welding, 3D CAD modeling, and 3D printing at a facility in the Town of Exmore. GO Virginia funds will be used for personnel, supplies/materials, and rent. The Counties of Accomack and Northampton, and the Town of Exmore are participating.

Type of Funds	Totals
GO Virginia Request	\$ 85,117
Matching Funds	\$ 115,728
Total Project Budget	\$ 200,845

Feedback:

DHCD has administratively approved this application. There was consensus that this was a great opportunity for the Eastern Shore to support their local entrepreneurial ecosystem and also to help fill local workforce gaps by creating training/credentialing opportunities in the region’s targeted clusters. Staff feedback includes:

- This pilot program serves a rural part of the state that has historically lacked access to an entrepreneurial network
- Opportunity to connect the Eastern Shore with the Greater Hampton Roads startup ecosystem and higher education network
- Demonstrates strong public and private support and intends to involve businesses as part of the Maker Space activities

Requirements			
\$1:1 Match Requirement	YES	Grant Management Capacity	YES
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	YES
Alignment with GOVA Strategies	YES	Healthcare?	NO
Alignment with G&D Plan	YES	Scholarships?	NO
High-Wage Job Creation Potential	YES		

Administrative Approvals: Enhanced Capacity Building

CREATING REGION 4'S CYBER ECOSYSTEM

Region: 4

Strategy: Workforce

TYPE OF PROJECT: Enhanced Capacity Building

SUB-GRANTEE(S): Virginia Commonwealth University (VCU)

Project Description: VCU will create a comprehensive cybersecurity plan to coordinate the region's high school pipeline of college bound talent that could eventually feed into the statewide Commonwealth Cyber Initiative (CCI) post-secondary pipeline or directly to jobs in cybersecurity. This funding request will allow VCU to hire a coordinator position and the establishment of a Planning Board. GO Virginia funds will be utilized for personnel, workshops, outreach, and consultant services. The Counties of Chesterfield, Hanover, and Henrico; and the City of Richmond are participating in this project. Amazon Web Services, Dominion Power, and VCU's College of Engineering are providing the match for this project.

Type of Funds		Totals
GO Virginia Request	\$	100,000
Matching Funds	\$	100,000
Total Project Budget	\$	200,000

Staff Feedback:

DHCD has administratively approved this application. There was consensus this planning grant is an important opportunity for Region 4 to identify and align the regional fragmented activities that occur when pursuing a career in cybersecurity. The plan will present coordinated strategies in making sure other cyber training programs are not duplicative of one another and feed into post-secondary efforts or align directly with employer needs.

Staff feedback included:

- Strong partnerships and commitments from private industry, local school systems, higher education institutions, and non-profits
- Opportunity to raise public awareness of the range of employment opportunities
- Identifies a statewide need to increase awareness in the cyber industry
- Coordinating effort with cyber initiatives already undertaken in Northern Virginia and Hampton Roads

Requirements			
\$1:1 Match Requirement	YES	Grant Management Capacity	YES
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	YES
Alignment with GOVA Strategies	YES	Healthcare?	NO
Alignment with G&D Plan	YES	Scholarships?	NO
High-Wage Job Creation Potential	YES		

Per Capita Application

Blockchain Ecosystem Catalyst

Region: 2

Strategy: Workforce and Entrepreneurship

Type of Project: Implementation

Sub-grantee(s): Virginia Tech’s Office of the Vice President of Research and Innovation, Department of Computer Sciences and Continuing and Professional Education

Project Description: Virginia Tech will develop and implement the Blockchain Ecosystem Catalyst (BEC) program through four areas: 1) academic programming, 2) professional development, 3) developing industry relationships, and 4) launching an online resource portal for blockchain startups and professionals. The BEC program will support talent development by creating and supporting new curricula for regional higher education and mid-career professionals that bolster and widen existing IT pipelines around blockchain/distributed ledger systems. The program is also designed to encourage entrepreneurship and commercialization of blockchain-related technologies. GO Virginia funds will be used for personnel, consultant services, and training. The counties of Montgomery, Pulaski and Roanoke; the city of Roanoke; and the towns of Blacksburg and Christiansburg provided the local match of this project.

Type of Funds	Totals
GO Virginia Request	\$ 246,800
Matching Funds	\$ 250,000
Local Match	\$ 60,000
Total Project Budget	\$ 496,800

Metrics:

- 2-3 boot camps, short courses and seminars per year
- 10-25 attendees at each boot camp and short course event
- 10-25 certificates earned by attendees of boot camps and short courses
- 2-3 mid-level career short courses and seminars per year
- 10-25 attendees at each mid-level career course and seminar
- 10-25 certificates earned by mid-level career attendees

Outcomes:

- 10-15 blockchain jobs (over a 2-year period)
- 125 blockchain jobs over the subsequent 5-year period
- 3-4 blockchain startups launched, relocated or open offices within Region 2
- At least 120 students certified
- 10-25 mid-career level professionals certified

Blockchain Ecosystem Catalyst

Workgroup Discussion:

There was consensus from the workgroup that the Blockchain Ecosystem Catalyst program is a well-coordinated and strongly-supported effort that will provide training for students and existing workers and support the growth of new blockchain technology startups within Region 2. Workgroup feedback included:

- Aligns with G&D Plan and targeted clusters and TEconomy recommendations
- Strong ROI within 3-year project reporting period and high wages
- Strong private sector engagement with technology companies
- Leverages Virginia Tech research for commercialization activities
- Block.one providing \$3M grant to VT Foundation for research and development phase (of which \$165K is provided as match to this project)
- Strong pipeline to talent development and growth in blockchain technologies: training students and mid-career level professionals and supporting start-ups

Staff Recommendations:

DHCD staff recommend this application for approval.

Requirements	
\$1:1 Match Requirement	YES
Local Match Requirement	YES
Local Participation Requirement	YES
Out-of-State Revenue	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES
Feasibility Study?	NO
Healthcare?	NO
Scholarships?	NO

Per Capita Application

Developing a Destination for Talent

Region: 2

Strategy: Workforce

Type of Project: Implementation

Sub-grantee(s): Virginia Tech's Office of Career and Professional Development

Project Description: Virginia Tech will be creating regional hubs to help connect local employers, students, Virginia Tech faculty, and economic development professionals. This program will 1) create a pipeline of talent from Virginia Tech to employers in the region's identified priority clusters through an internship program, and 2) facilitate opportunities for Virginia Tech faculty to collaborate with employers and interns on specific tech transfer projects. GO Virginia funds will be used for internships, seed grants for employer/faculty teams, and recruitment/networking events. The counties of Botetourt, Floyd, Giles, Montgomery, and Roanoke; the cities of Salem and Radford; and the Town of Vinton provided the local match for this project.

Type of Funds	Totals
GO Virginia Request	\$ 300,000
Matching Funds	\$ 473,000
Local Match	\$ 85,000
Total Project Budget	\$ 773,000

Metrics:

- # of internships offered
- # of employers participating in recruitment events
- # of interns hired by local companies for full-time positions
- # of students and majors represented in the talent pool
- Pre/post survey results among student interns
- # of faculty participating in the networking activities
- # of experiential learning opportunities for students

Outcomes:

- Engage 150 Virginia Tech faculty with local employers over 2-year period
- At least 2 employer/faculty seed grant teams over 2-year period
- 200 internships over a 2-year period
- 30 new employers hosting internships

Developing a Destination for Talent

Workgroup Discussion:

There was consensus from the workgroup that the Developing a Destination for Talent project is a good opportunity to provide and expand internships focused on the targeted sectors in the region and is a well-designed collaboration among Virginia Tech’s Career Services, university faculty, local employers, and economic development organizations. Workgroup feedback included:

- Aligns with G&D Plan and targeted clusters
- Aligns with *Stopping the Brain Drain* Study findings (previously funded GO VA project)
- Strong ROI within 3-year project reporting period and high wages
- Strong partnerships and collaboration among external stakeholders and economic development organization partners; plan to involve more institutions including community colleges and Radford University
- Local employers and localities are dedicated to sustaining the program after the GO Virginia investment.

Staff Recommendations:

DHCD staff recommend this application for approval.

Requirements	
\$1:1 Match Requirement	YES
Local Match Requirement	YES
Local Participation Requirement	YES
Out-of-State Revenue	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES
Feasibility Study?	NO
Healthcare?	NO
Scholarships?	NO

Per Capita Application

Entrepreneurship Innovation & Investment Strategy

Region: 3

Strategy: Entrepreneurship

Type of Project: Regional Entrepreneurship Initiative

Sub-grantee(s): Mid-Atlantic Broadband Communities (MBC) and Longwood University, Small Business Development Center

Project Description: MBC and Longwood SBDC will collaborate to develop a comprehensive strategy and framework for a robust entrepreneurial ecosystem for the region. These two partners will identify and map traded-sector businesses and entrepreneurship resources available within the region to support entrepreneurial ecosystem activities. GO Virginia funds will be utilized for personnel expenses and technical support. There is no local match requirement for the Regional Entrepreneurship Initiative.

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 50,000
Local Match	\$ 0
Total Project Budget	\$ 150,000

Outcomes:

- Entrepreneurship Innovation & Investment Strategy
- Engagement of local entrepreneurs and small businesses

Entrepreneurship and Innovation & Investment Strategy

Workgroup Discussion:

There was consensus from the workgroup that this application represented the collaboration of two strong entities within Region 3. The robust process that was used by the Regional Council to identify the Coordinating Entities demonstrated strong support from several organizations and buy-in from those organizations for participation into the overall regional strategy development. The resource mapping and economic gardening should provide a strong base for the regional strategy. The Workgroup feedback included:

- Aligns with Region 3's TEconomy recommendations – Region 3 Innovation Committee continued conversations from TEconomy recommendations
- Strong well thought-out process to engage key players in this space, including RFI process to solicit applications
- Strategy will include input/engagement from all stakeholders in the entrepreneur arena plus others that will be identified through this initiative

Staff Recommendations:

DHCD staff recommend this application for approval.

Requirements			
\$2:1 Match Requirement	YES	Grant Management Capacity	YES
Alignment with GOVA Strategies	YES	Line of Sight to Future GOVA Project	YES
Alignment with TEconomy/G&D Plan	YES	Healthcare?	NO
High-Wage Job Creation Potential	N/A	Scholarships?	NO



Memorandum

TO: Virginia Growth and Opportunity Board
FROM: Erik Johnston, DHCD Director
RE: Regional Growth & Diversification Plan Amendments
DATE: September 10, 2019

In 2017, each of the nine regional councils throughout the Commonwealth develop a Growth and Diversification Plan to identify economic opportunities, needs, and challenges. These plans helped establish priorities among those opportunities, and outline where GO Virginia grant funds can (a) support collaborative projects between at least two or more localities that will (b) lead to the creation of more higher paying jobs in the identified targeted industry clusters, leading to private sector growth in the regional economies. These plans guide the regional councils in supporting efforts to:

1. develop, recruit and/or retain talent;
2. grow and develop existing clusters, and to scale up small and mid-sized companies;
3. establish start-ups and supporting entrepreneurs; and
4. advance site development towards business readiness.

In 2019, as required by the Virginia Growth and Opportunity Act, each regional council is required to amend these plans not less than biennially. Updates to the plan should establish priorities for future use of GO Virginia project grants, and include quantitative and qualitative analysis. Each of the nine regions amended their plans. Below is a summary of these plans and major changes along with links to the full plans. **DHCD recommends approval of all nine Growth and Diversification Plans.**

Targeted Industry Cluster Employment Changes

From 2017Q1 to 20184Q, most of Region 1's targeted clusters have experienced at least slight increases in overall employment with the exception of Information Technology at -4.9%. Food and Beverage saw the biggest gain in overall employment at 4.4%, followed by Energy and Minerals at 2.8%, and Advanced Manufacturing at 0.6%.

From 2014 to 2019, many of Region 2's targeted clusters have seen significant gains in overall employment. During this period Life Sciences and Healthcare experienced the biggest increase in overall employment at 14%, followed by Manufacturing at 13%, Food and Beverage Processing at 10%, and Emerging Technology and IT at 1%.

From 2014 to 2018, all of Region 3's targeted clusters experienced modest increases in average annual employment. Business Services & IT Data saw the largest gain at 2.7%, followed by High Value Natural Resource Products at 1.4%, Advanced Manufacturing & Materials at 0.4%, and Healthcare at 0.2%.

From 2016 to 2018, all of Region 4's targeted clusters experienced increases in overall employment. Both Information Technology & Innovation and Logistics increased 5.3%, followed by Life Science and Bioscience at 2.2%, and Advanced Manufacturing at 1.3%.

From 2016 to 2018, all of Region 5's targeted clusters experienced positive increases in average annual employment. Ship Repair & Ship Building experienced the largest increase in average annual employment at 6.3%, followed by Port Operations/Logistics/Warehousing at 5.2%, Cybersecurity/Data Analytics/Model-Sim at 4.8%, Unmanned Systems & Aerospace at 3.6%, and both Advanced Manufacturing and Water Technologies at 1.0%

From 2017 to 2018, Region 6 experienced significant to modest declines in all of their targeted clusters with the exception of Professional, Technical, and Scientific Services which saw an increase of 7.9%. Seafood Processing/Aquaculture/Commercial Fishing saw the largest relative decrease in employment at -12.8%, follow by Forestry/Wood Products/Paper at -8.6%, Manufacturing at -5.0%, and Distribution & Logistics at -1.8%.

From 2014 to 2019, Region 7's targeted clusters experienced a mix of increase and decreases in average annual employment. Financial Services experienced the largest gain in average annual employment at 7.0%, followed by Computer Services at 3.0%, Cybersecurity at 2.8%, Consulting Services at 1.2%, Engineering Services at -0.6%, Life Sciences at -1.8% and Research Organizations at -2.6%.

From 2017 to 2019, all of Region 8's targeted clusters experienced positive growth in average annual employment. Biomedical/Biotechnical saw the greatest increase in average annual employment at 3.4%, followed by Information Technology/Communications at 3.1%, Transportation & Logistics at 2.5%, Finance & Business Services at 1.6%, both Healthcare and Value-Added Food Manufacturing at 0.9%, and Light Manufacturing at 0.6%.

From 2014 to 2018, all of Region 9's targeted clusters saw modest to significant increases in average annual employment. Food and Beverage Manufacturing saw the most significant increase in average annual employment at 11.2%, followed by Light Manufacturing at 2.8%, Financial & Business Services at 2.1%, Biomedical/Biotechnology at 1.7%, and Information Technology/Communications at 1.1%.

Summary of 2019 Project Pipeline Development

All nine regions did a good job of outlining their pipeline development process and opportunities. The regional plans highlighted their process for soliciting projects that align with their strategies and targeted clusters, included opportunities in identifying a regional approach for startup ecosystem development and approaches to addressing regional site readiness, and other non-Go Virginia efforts that will help leverage future projects.

Summary of 2019 Targeted Cluster Changes

Cluster	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Manufacturing and Advanced Manufacturing	X	X	X	X	X	X		X	X
Agriculture/Beverage/Food Manufacturing	X	X	X		X	X		X	X
Information and Emerging Technologies	X	X	X	X	X	X	X	X	X
Energy and Minerals	X								
Health/Bioscience/Life Sciences		X	X	X	X		X	X	X
Forestry/Wood/Paper Products		X	X		X	X		X	X
Shipping and Logistics			X	X	X	X		X	
Water Technologies					X	X			
Professional Services		X	X		X	X	X	X	X
Common Strategies and Goals Identified									
Broadband Infrastructure	X		X			X		X	X
Cluster Scale Up	X	X	X	X	X		X	X	X
Commercialization of Research							X	X	X
Sectoral Development			X	X	X	X			
Sites		X						X	X
Talent and Workforce	X	X	X	X	X	X	X	X	X
Technology and Innovation		X		X			X		

X indicates changes to the targeted clusters since the 2017 Growth and Diversification Plan was developed.

Regions 3 and 6 were the only regions which modified their targeted clusters in their 2019 Growth and Diversification Amended Plan. These changes are reflected below:

- Region 3
 - Agricultural Production and Structural Engineered & Biochemical Wood Products were added under the High Value Natural Resource Products cluster
 - Emerging Industries were added as a new targeted cluster, which includes Environmental Technologies, Ag-Based Products, and Autonomous Vehicles
- Region 6

The Aquaculture/Seafood/Commercial Fishing cluster was modified to include Marine Industries

Link to Growth and Diversification Amended Plan

For more detail on each of the updated regional plan see the links to DropBox below:

- [Region 1](#)
- [Region 2](#)
- [Region 3](#)
- [Region 4](#)
- [Region 5](#)
- [Region 6](#)
- [Region 7](#)
- [Region 8](#)
- [Region 9](#)



Virginia Growth and Opportunity Board

2020 Proposed Board Meeting Schedule

Tuesday, March 17, 2020

Tuesday, June 23, 2020

Thursday, September 03, 2020

Tuesday, December 08, 2020

All meetings will be held at 1:00 p.m.

*Meeting location is typically in Richmond at the State Capitol, House Room 1.

Region	Project Name	Subgrantee	Type	Strategy	Date of Award	Date of Contract	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
1	Ignite Internships	United Way of Southwest Virginia	Per Capita	Workforce	4/10/2018	8/1/2018	\$ 250,000.00	\$ 618,482.00	\$ 81,536.89	33%	To expand the Ignite Program throughout the Region One footprint to collaboratively align school curriculums with local employer needs. UWSWVA will engage key industry associations in targeted industries and build a web-based platform of activities to assess student skills and interests and match those students with available work-based learning opportunities in these industries. UWSWVA expects to place 120 interns with at least 40 companies as part of this project.
1	SWVTC Hub Link	Southwest Virginia Technology Council (SWVTC)	Capacity Building	Workforce	8/14/2018	10/11/2018	\$ 27,547.19	\$ 27,637.20	\$ 5,000.00	18%	To complete initial work on the HubLink platform, an online jobs platform where job-seekers will be able to access job and training opportunities in the technology industry. SWVTC will engage stakeholders and job seekers, and inventory all technology training programs offered in the region.
1	Smart Farming	Mountain Empire Community College (MECC)	Per Capita	Workforce	3/12/2019	4/30/2019	\$ 310,372.00	\$ 380,500.00	\$ -	0%	To expand unmanned systems coursework with two new capstone courses on smart farming and the use of technology to improve farming techniques, increase yields, and maximize agriculture profits. MEEC will offers students the ability to earn naional credentials for FAA drone operations, agricultural inspections, and pesticide spraying at the new Center for Workforce & Innovation of Appalachia (CWIA), and additional courses will allow MECC to offer the first Unmanned Aerial Systems Associate Degree (AAS) in Virginia.
1	Coal-to-Graphene Study	Virginia Tech	Capacity Building	Startup Ecosystem	12/11/2018	12/11/2018	\$ 25,000.00	\$ 25,000.00	\$ -	0%	To conduct a market study, initial environmental impact analysis, and cost projections for the development of a graphene economy in Southwest Virginia. Virginia Tech's Institute of Critical Technology and Applied Science has developed a method of manufacturing graphene from coal at a significantly reduced cost from what is currently available.
1	Solar Playbook for SWVA	Appalachian Voices	Capacity Building	Workforce	6/24/2019	6/24/2019	\$ 70,947.00	\$ 70,947.00	\$ -	0%	To lead a collaborative planning initiative and in-depth market study that will identify specific pathways for large-scale solar-related investment on mined lands and high-paying employment opportunities in Southwest Virginia.
1	Lonesome Pine RIFA Coordinator	LENOWISCO PDC	Capacity Building	Site Development	6/24/2019	8/1/2019	\$ 50,000.00	\$ 50,000.00	\$ -	0%	To create a coordinator position to further the mission of the Regional Industrial Facility Authority, which serves the counties of Lee, Scott, Wise, and Dickenson and the City of Norton. The coordinator will formalize the RIFA organization structure, continue and expand the conversations regarding tax revenue sharing, coordinate with other RIFAs as appropriate, and coordinate funding opportunities in the region.
1	Southwest Virginia Livestock and Educational Center	Carrol County	Per Capita	Workforce	6/24/2019	TBD	\$ 100,000.00	\$ 167,200.00	\$ -	0%	To coordinate the creation of a hands-on educational facility for agriculture students and 4H programs to learn cattle farming and meat processing skills. The Southwest Virginia Livestock and Educational Center will house the facilities necessary for local farmers to get their cattle weighed, graded and sold and/or receive veterinary treatment while also providing opportunities for experiential learning for local students. The program will also coordinate opportunities for participating students to have internships with local cattle farmers.
2	Talent Collaborative	Central Virginia Workforce Development Board (Previously Region 2000)	Per Capita	Workforce	2/13/2018	9/18/2018	\$ 300,000.00	\$ 630,072.00	\$ 24,394.73	8%	To address the skills and interest gaps in middle- and high-skill occupations in manufacturing, healthcare and information technology. Region 2000 will conduct a campaign to increase awareness and interest in these industries, and create an existing worker-training program to upskill employees into higher-skilled vacant jobs.

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2	CERE Industry Labs: Phase I	Liberty University	Per Capita	Workforce	4/10/2018	5/9/2018	\$ 300,000.00	\$ 1,586,100.00	\$ 117,784.87	39%	To design, construct, and equip the CERE Industry Labs at the former Center for Advanced Engineering & Research (CAER) facility in Bedford County to offer regional companies and institutions of higher education the facilities necessary to promote research and development, as well as to foster the attraction and retention of the scientific and engineering workforce.
2	CERE Industry Labs: AMPL Phase II	Liberty University	Per Capita	Workforce	12/11/2018	2/1/2019	\$ 274,980.00	\$ 630,000.00	\$ 274,980.00	100%	To develop the Additive Manufacturing Partnership Lab (AMPL) at the newly-established CERE facility in Bedford County. Liberty will utilize AMPL to train students and manufacturing employees in the region on the newest technology-based processes, such as 3D printing and robotics, which are driving manufacturing industry growth.
2	Ignite Internship Expansion	United Way of Southwest Virginia	Capacity Building	Workforce	3/12/2019	7/1/2019	\$ 99,406.00	\$ 102,886.00	\$ -	0%	To expand on what was previously awarded in Region 1 for \$250,000 to include the creation of a web-based platform to deliver activities that will encourage post-secondary education and streamline workforce credentialing, provide work-based learning opportunities, and match new graduates with local employers. UWSWVA will expand these efforts into Giles and Pulaski Counties and the City of Radford.
2	RAMP	Roanoke-Blacksburg Technology Council	Per Capita	Startup Ecosystem	4/10/2018	5/29/2018	\$ 245,000.00	\$ 245,000.00	\$ 117,100.61	48%	To expand the reach of the Regional Acceleration and Mentorship Program (RAMP) in downtown Roanoke, which offers technology-based startups access to classroom education, mentoring and assistance in identifying capital. GO Virginia funds will be used to expand into services for a second cohort.
2	Increasing the Birth Rate of New High Growth Companies	The Advancement Foundation	Per Capita	Startup Ecosystem	3/12/2019	3/12/2019	\$ 150,000.00	\$ 315,000.00	\$ 31,779.67	21%	To start a new program designed to increase the number of high growth companies by aligning regional assets, accelerating proof of concept, offering comprehensive technical support and growing a culture of innovation by actively engaging industry experts, STEM practitioners, and student investors.
2	Wood Haven Water & Sewer	Western Virginia Regional Industrial Facility Authority (WVRIFA)	Per Capita	Site Development	2/13/2018	5/18/2018	\$ 200,000.00	\$ 760,000.00	\$ 9,281.71	5%	To improve the site readiness and marketability of an industrial site near the intersection of Routes 81 and 581 that will accommodate a 52-acre pad and a 20-acre pad. GO Virginia funding will be used to complete the necessary water and sewer utility extensions and connections to prepare the site for development.
2	Capital Ecosystem Development Plan	Roanoke-Blacksburg Innovation Network (RBIN) dba Valleys Innovation Council (VIC)	Capacity Building	Startup Ecosystem	2/13/2018	4/24/2018	\$ 77,207.00	\$ 128,832.00	\$ 52,592.49	68%	To conduct a two-year strategic planning process to assess weaknesses in the current capital landscape that inhibit entrepreneurship and the commercialization of regional research. VIC will use this information to establish a capital pathways plan to cultivate sources of startup capital for high-growth companies, complete with proposals for new and expanding programming and capital resources for the region.
2	Unmanned Systems Training Program	Dabney S. Lancaster Community College	Per Capita	Workforce	4/10/2018	6/4/2018	\$ 76,000.00	\$ 257,000.00	\$ -	0%	To implement a new drone technology training program to capitalize on the Alleghany Highlands Drone Zone Initiative surrounding the development of an unmanned systems facility in the region. This new program will establish a career pathway beginning with project-based learning opportunities for high school students and extending to two- or four-year degree attainment through partnerships with other higher-education institutions.
2	Stopping the Brain Drain Study	Roanoke Regional Partnership	Capacity Building	Workforce	2/13/2018	4/15/2018	\$ 65,300.00	\$ 65,800.00	\$ 38,587.06	59%	To create a talent attraction and retention plan to reduce outmigration of recent graduates from the region's 25 colleges and universities. GO Virginia funds will be used to identify the region's challenges through surveys, focus groups and interviews to produce an action plan for recruiting and retaining talent.

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2	Regional Career and Technical Education Study	Western Virginia Workforce Development Board	Capacity Building	Workforce	6/24/2019	TBD	\$ 45,000.00	\$ 45,535.00	\$ -	0%	To evaluate the region's current Career and Technical Education (CTE) initiatives and programs. The project will facilitate initial evaluation of the current needs, demand, and capacity and make recommendations to better serve the region.
2	Lynchburg Regional Business Alliance Due Diligence Study	Lynchburg Regional Business Alliance	Capacity Building	Site Development	6/24/2019	TBD	\$ 81,300.00	\$ 81,301.00	\$ -	0%	To advance a portfolio of six existing commercial/industrial sites along the site readiness scale and determine next steps for moving all sites to at least Tier 3 according to the Virginia Business Ready Sites Program (VBRSP), with seven localities participating. GO Virginia funds will be used for consultant services to complete the required due diligence phase necessary to advance these sites.
3	GO-TEC (phase 1)	Danville Community College	Per Capita	Workforce	2/13/2018	8/23/2018	\$ 648,000.00	\$ 674,437.00	\$ 312,635.15	48%	To build the regional Great Opportunities in Technology and Engineering Careers (Go-TEC) program for careers in IT and advanced manufacturing. Go-TEC is a partnership between six higher-education centers and the K-12 school systems in their service areas, beginning with Danville and Pittsylvania schools as the pilot sites. Go-TEC will build give students hands-on exposure to in-demand career pathways starting in middle school. Areas of focus are precision machining, welding, information technology and cybersecurity, robotics, automation, and mechatronics, and advanced materials.
3	GO-TEC (phase 2)	Danville Community College	Competitive	Workforce	3/12/2019	7/23/2019	\$ 4,896,528.00	\$ 4,915,962.00	\$ -	0%	To expand GO-TEC phase 1 to be used for personnel, instructor training, program outreach, equipment and build-out of 4 middle-school career connection labs, and program materials focusing in the areas of precision machining, welding, IT/cybersecurity, robotics/mechatronics/automation, and advanced materials. This scaled down version of \$1,320,787 will be required to be validated before the remaining \$3,575,741 will be released to expand to another 10 middle-school career connection labs.
3	SOVA Innovation Hub Planning Grant	Mid-Atlantic Broadband	Capacity Building	Startup Ecosystem	10/9/2018	10/9/2018	\$ 80,000.00	\$ 80,000.00	\$ 60,000.00	75%	To explore the concept of a modern multi-use facility with technology outreach programs in the region, to be known as the Southern Virginia Innovation Hub. MBC will establish site plans, as well as an implementation plan with projected outcomes and metrics for benchmarking success, while validating these plans with partners, stakeholders, businesses, educators and students. The region hopes to secure Microsoft's continued investment through the TechSpark program by demonstrating the potential for this facility to become a signature project for the program.
4	MaMaC Mega-Site Competitive	MAMaC RIFA	Competitive	Site Development	8/14/2018	10/15/2018	\$ 2,217,500.00	\$ 3,262,175.00	\$ 395,687.50	18%	To advance the 1,600-acre certified mega-site to a Tier 4, by completing the engineering plans to upgrade the Greenville County Water and Sewer Authority's Water Treatment Plant, constructing the gravity fed sewer system to the site and constructing the wetlands mitigation bank that will be necessary to accommodate future development on the site.
4	Virginia's Growth Region Site Readiness	Virginia's Growth Region (VGR)	Capacity Building	Site Development	3/12/2019	3/12/2019	\$ 100,000.00	\$ 119,757.00	\$ -	0%	To evaluate a portfolio of 89 sites and work with an engineering firm to characterize each site according to the Virginia Business Ready Site Program (VBSP) and to develop a plan for advancing site to Tier 4 characterization with cost estimates.
4	Lighthouse U	Virginia Biotechnology Research Park dba Lighthouse Labs	Per Capita	Startup Ecosystem	8/14/2018	10/4/2018	\$ 1,000,000.00	\$ 1,298,563.00	\$ 128,497.69	13%	To expand the recently piloted Virginia Start-Up Spring Break and Pre-Accelerator programs through VCU. Lighthouse Labs will pilot the Lighthouse U program, which will feature a series of events and training opportunities to prepare students to launch their own businesses after graduation. As part of the collaboration, Lighthouse Labs will introduce a new summer cohort program for recent graduates of Virginia universities that participated in Lighthouse U.

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4	CCAM Pilot Program	Commonwealth Center for Advanced Manufacturing (CCAM)	Per Capita	Workforce	2/13/2018	4/25/2018	\$ 430,000.00	\$ 626,023.00	\$ 60,722.88	14%	To address the growing need for middle- and high-skilled advanced manufacturing workers through the implementation of two pilot training programs which will be housed at the to-be-constructed CCAM Apprenticeship Academy. The pilot programs include a Mechatronics Workforce Training Program and a Transitioning Military Program for Industrial Maintenance Mechanics.
4	CampusRVA	Southeastern Institute of Research (SIR) and ChamberRVA	Capacity Building	Workforce	8/14/2018	10/4/2018	\$ 100,000.00	\$ 105,000.00	\$ 36,465.85	36%	To develop the CampusRVA initiative, which will serve as a marketplace, both online and off-line, for internships and job openings to facilitate the matching of employers with potential employees. Based on the successful CampusPhilly model, CampusRVA will promote the capital region as an attractive place to live, work and play, supporting the region's goal of retaining Virginia's recent college graduates.
4	CCAM Business Plan	Commonwealth Center for Advanced Manufacturing (CCAM)	Capacity Building	Workforce	6/24/2019	TBD	\$ 50,000.00	\$ 50,500.00	\$ -	0%	To develop a ready-to-implement plan for the Advanced Manufacturing Academy (AMA) with John Tyler Community College (Tyler). The plan will 1) increase high school to community college dual enrollment programs, 2) replicate Region 3's GO-TEC initiatives, 3) work to deliver more opportunities with CCAM's university members, and 4) outline the financial and human resources assets required to support delivery of advanced manufacturing educational services. DHCD MUST RECEIVE CONFIRMATION OF APPROVAL OF THE CCAM DETAILED OPERATING PLAN AS IS REQUIRED BY THE STATE BUDGET LANGUAGE (HOUSE BILL 1700, ITEM 22, 3H) BEFORE EXECUTING A CONTRACT.
4	Activation Capital	Activation Capital	Per Capita	Startup Ecosystem	6/24/2019	TBD	\$ 100,000.00	\$ 100,000.00	\$ -	0%	To implement two efforts designed to advance the entrepreneurial ecosystem in Region 4. One effort will create, administer, and maintain a learning platform for a resource guide to help serve the entrepreneurial ecosystem. The other effort will create a Small Business Innovation Research (SBIR) assistance program to assist with grant writing and administration for potential applicants.
5	Virginia Digital Shipbuilding Year 1	ODU VMASC	Per Capita	Workforce	12/12/2017	2/21/2018	\$ 647,540.00	\$ 1,877,000.00	\$ 647,540.00	100%	To create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 current and future workers to work in the new digital manufacturing environment. The project will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters, with impacts to the supply-chain throughout the Commonwealth.
5	Virginia Digital Shipbuilding: Year 2	ODU VMASC	Per Capita	Workforce	12/11/2018	2/21/2019	\$ 647,540.00	\$ 1,877,000.00	\$ -	0%	To create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 current and future workers to work in the new digital manufacturing environment. The project will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters, with impacts to the supply-chain throughout the Commonwealth.
5	Virginia Cyber Alliance (Prev. known as HR Cyber CoLab) Year 1	ODU VMASC	Per Capita	Workforce	12/12/2017	2/21/2018	\$ 642,713.00	\$ 750,100.00	\$ 37,700.02	6%	To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics and unmanned systems and aerospace.

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5	Virginia Cyber Alliance Year 2	ODU VMASC	Per Capita	Workforce	12/11/2018	2/21/2019	\$ 642,713.00	\$ 750,100.00	\$ -	0%	To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics and unmanned systems and aerospace.
5	Hampton Roads Coalition for Talent Development	Hampton Roads Workforce Council	Capacity Building	Workforce	3/12/2019	3/12/2019	\$ 99,705.00	\$ 318,000.00	\$ -	0%	To partner with the Hampton Roads Workforce Foundation and the Greater Peninsula Workforce Board to enable the systematic collaboration, involvement, and investment of the major partners in talent development. Will allow for a new senior-level position to establish implementation and communication plans, and to convene senior business leaders and regional workforce providers to identify and address regional needs in real time.
5	HR RIFA and Drone Park	Virginia Peninsula Chamber Foundation	Per Capita	Startup Ecosystem	2/13/2018	4/3/2018	\$ 150,000.00	\$ 150,000.00	\$ 12,500.00	8%	To facilitate the initial steps needed to establish a regional unmanned systems facility on state-owned surplus land in York County. The new facility will provide an open area and infrastructure for use by public institutions, private companies and individuals to develop, test and demonstrate unmanned systems. The goal of this first phase would be to establish a new RIFA governance structure for cost and revenue sharing and to prepare architecture and engineering plans for development of site infrastructure.
5	757 Seed Fund	757 Seed Fund	Per Capita	Startup Ecosystem	2/13/2018	4/15/2018	\$ 140,000.00	\$ 256,000.00	\$ 46,559.19	33%	To establish the administrative structure to provide seed-stage investments to Virginia's most compelling innovation-based, high-growth companies. The creation of a new seed fund to complement the work of the 757 Angels will help build the critical mass of quality, investable companies necessary to establish an innovation economy in the Hampton Roads region.
5	757 Angel Network	757 Angel Network	Per Capita	Startup Ecosystem	3/12/2019	5/13/2019	\$ 240,000.00	\$ 479,000.00	\$ 31,288.04	13%	To expand efforts to connect the most promising startup and early stage companies to smart growth capital, and to sustain and expand the organizational capacity through the hire of a program director. 757 Angels is the first centralized source of angel seed stage capital in Hampton Roads, with 120 members and \$40M deployed in Virginia companies to date.
5	Accomack-Norhampton Sewer and Sites Study	Accomack-Norhampton Planning District Commission (AAPDC)	Capacity Building	Site Development	3/12/2019	3/12/2019	\$ 65,000.00	\$ 65,000.00	\$ 49,000.00	75%	To conduct a two-phased approach to 1) complete the Eastern Shore Main Force Sewer Transmission Line study and 2) evaluate 25+ acre sites with the AAPDC footprint. The sewer line study will help the Eastern Shore increase its sewer capacity and enable it to meet the minimum infrastructure requirements to become eligible for the Virginia Business Ready Site Program (VBRSP). AAPDC will inventory and identify sites to be characterized through an engineering firm.
6	Welding Training Program	Westmoreland County	Per Capita	Workforce	6/12/2018	7/1/2018	\$ 130,000.00	\$ 130,500.00	\$ 90,442.81	70%	To establish a new 4,000-square-foot welding training facility to offer welding training courses through Rappahannock Community College (RCC) and other training programs as needed. RCC will begin offering daytime welding courses and expanding evening courses which are currently at capacity as offered at the Northern Neck Technical Center. RCC will train at least 40 welders in four areas of basic and specialty welding.
6	Cybersecurity Certification Program	University of Mary Washington (UMW)	Per Capita	Workforce	3/12/2019	5/1/2019	\$ 110,000.00	\$ 110,000.00	\$ -	0%	To establish a cybersecurity preparatory program to train Certified Information Systems Security Professionals (CISSP). UMW will help businesses in the region fill current openings that are difficult to fill due to the inadequate supply of certified professionals. In partnerships with GCC and RCC, UMW will implement a 40-hour certification program, as well as a structured pre-study curriculum.

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6	Pamunkey Net Business Plan	Middle Peninsula Alliance	Capacity Building	Broadband	2/13/2018	4/16/2018	\$ 50,000.00	\$ 83,000.00	\$ 2,605.20	5%	To design and implement a sustainable business model for the Pamunkey Tribe to deliver high-speed broadband to underserved areas of the Middle Peninsula and Northern Neck. MPA will work closely with the Pamunkey Tribe to develop a business plan and create a new legal enterprise to be owned by the tribe. MPA will also review existing studies on the region's broadband infrastructure to ensure that existing assets and service areas are considered for future infrastructure development plans.
6	Flex Space Due Dilligence	Westmoreland County	Capacity Building	Site Development	2/13/2018	4/25/2018	\$ 50,000.00	\$ 50,000.00	\$ 28,270.00	57%	To initiate the development of a 20,000-square-foot flexible office space in the town of Montross. The new facility will be one of the only office spaces of its size and quality available to businesses in the Northern Neck.
6	Virginia Sea Grant Resiliency Ecosystem Development	VIMS	Capacity Building	Startup Ecosystem	6/12/2018	9/4/2018	\$ 49,996.00	\$ 49,996.00	\$ 4,439.76	9%	To convene a group of regional stakeholders and national resiliency experts to identify best practices for future resiliency activities for a multi-regional water management economy. VASG will also convene workgroups to identify key gaps in the Virginia economic development ecosystem surrounding water technologies and coastal resiliency, and to develop an operational framework for the operation of comprehensive, multi-sector network of resiliency stakeholders.
7	Tech Talent Pipeline Apprenticeships	Northern Virginia Community College	Per Capita	workforce	8/14/2018	8/14/2018	\$ 1,000,000.00	\$ 1,000,000.00	\$ 125,490.00	13%	To expand the previously awarded Tech Talent Pipeline Initiative, which aims to create a workforce system to effectively attract, prepare and retain qualified candidates to fill high-demand cybersecurity and IT jobs. NOVA will develop and implement a new apprenticeship program, matching 400 apprentices to employers as an alternative career pathway to traditional two- or four-year degrees. GO Virginia funds will be used to expand staffing for NOVA Workforce, conduct Tech Talent Pipeline outreach and develop and implement the apprenticeship curriculum and models.
7	Tech Talent Pipeline	Northern Virginia Community College	Per Capita	Workforce	12/12/2017	9/10/2018	\$ 487,500.00	\$ 603,424.59	\$ 129,389.12	27%	To build upon the Region's existing computer services and cybersecurity clusters to create a workforce system that effectively attracts, prepares and retains qualified candidates to fill high-demand technology jobs in high-paying occupations, such as programming and software development, networking and cybersecurity, and data and data warehousing. Target populations include tech workers who lack the high demand credentials, transitioning military veterans, college students, recent graduates and high school seniors with desired aptitudes.
7	NOVA Fab Lab	Northern Virginia Community College	Per Capita	Workforce	12/12/2017	10/15/2018	\$ 250,000.00	\$ 1,829,000.00	\$ -	0%	To create a state-of-the-art, 9,000-square-foot Fabrication Laboratory (FabLab) at the NOVA Manassas Campus, to leverage NOVA SySTEMic and inspire interest and encourage future generations to pursue careers in engineering technologies. NOVA will align its engineering technology program to meet the needs of private-industry partners, such as Micron Technology and BAE Systems.
7	Alexandria-Arlington Workforce	Arlington County	Per Capita	Workforce	12/12/2017	10/15/2018	\$ 201,896.62	\$ 255,048.62	\$ 26,733.00	13%	To provide immediate support to ready-to-be-trained individuals and to newly located or newly established firms in Northern Virginia that are not supported by federal WIOA/SNAPNET funding. This initiative is a combination of career pathway assistance incumbent working training, upskilling, on-the-job training and credentialing activities aimed to support the computer services industry.

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8	Cyber Security Workforce Development	Blue Ridge Community College	Per Capita	Workforce	6/12/2018	7/31/2018	\$ 200,000.00	\$ 200,000.00	\$ 33,009.43	17%	To initiate a new cybersecurity workforce development program focused on producing new industry credentials (CompTIA Security+) that will attract cybersecurity jobs to the Shenandoah Valley. BRCC will arrange internship opportunities with regional employers and establish an advisory council of Managed Security Service Providers (MSSP) who will review and approve the development of the program, curriculum and on-the-job training opportunities.
8	RAAMP Welding Training	Byers Technical Institute	Per Capita	Workforce	2/13/2018	4/18/2018	\$ 100,000.00	\$ 100,000.00	\$ 89,710.47	90%	To address the demand for welders throughout the Shenandoah Valley by expanding the training capacity through additional training equipment, instructors and course offerings. RAAMP will train 20 additional welders in each 40-week cohort.
8	Shenandoah Valley Talent Solutions Strategy Development	Frederick EDA	Capacity Building	Workforce	12/11/2018	12/11/2018	\$ 64,800.00	\$ 68,400.00	\$ -	0%	To develop a Talent Solutions Strategy to address: 1) high school and college graduate retention 2) development of a workforce to meet the needs of regional businesses, and 3) attraction of new workforce participation from outside of the Region and State.
8	Shihadeh Innovation Center	Winchester Public Schools	Per Capita	Workforce	3/12/2019	5/14/2019	\$ 540,000.00	\$ 540,000.00	\$ -	0%	To renovate the former Kohn Kerr Elementary School into an advanced facility for career and technical education (CTE) programs offered through a Professional Skills Academy, a Health Sciences Academy, and an Information Technology Academy to support an expanded Work-Based Learning program to connect students to regional businesses in the targeted clusters.
8	Mobile Hub-Lab Planning Grant	Staunton Innovation League	Capacity Building	Startup Ecosystem	12/11/2018	12/11/2018	\$ 23,000.00	\$ 23,000.00	\$ 10,338.16	45%	To assess the feasibility of creating the Hub-Lab, a student-entrepreneur makerspace, to teach creative and collaborative ways to use innovative equipment and technology such as 3D printers, laser cutters, robotics, and electronics. This study will 1) assess the need for this initiative 2) determine the equipment and relevant curriculum for the initiative, 3) assess the practicality of bricks-and-mortar and mobile lab spaces, and 4) identify funding sources to support build out of the Hub-Lab.
9	Adult Beverage Jobs & Exports	Piedmont Virginia Community College	Per Capita	Workforce	6/12/2018	9/10/2018	\$ 249,472.00	\$ 251,800.00	\$ 14,611.26	6%	To create a professional training program in wine and cider making, craft brewing and distilling to support the scale-up of the growing food and beverage manufacturing industry for the region and the commonwealth. PVCC will equip two training facilities for the training programs, and establish the necessary agribusiness curriculum and career pathway from post-secondary instruction to employment. The new curriculum will be shared with Germanna Community College (GCC) and deployed to students and businesses in GCC's service region.
9	GWC P-Tech Welding and Machining Center	Culpeper County	Per Capita	Workforce	4/10/2018	4/24/2018	\$ 244,300.00	\$ 431,625.00	\$ 133,440.41	55%	To redevelop the former George Washington Carver High School into the state-of-the-art GWC Piedmont Technical Education Center to train machinists and welders. New Pathways Tech Inc. will operate the facility in partnership with Germanna Community College and the American Institute of Welding to train machinists and welders for the region's advanced manufacturing industry.
9	Central Virginia Cybersecurity Partnership	Piedmont Virginia Community College	Capacity Building	Workforce	6/12/2018	10/11/2018	\$ 100,000.00	\$ 136,400.00	\$ 8,612.00	9%	To build capacity for the Central Virginia Cybersecurity Partnership, a collaborative talent development solution for the cybersecurity industry in Region Nine. PVCC will coordinate with GCC and Lord Fairfax Community College (LFCC) to establish a shared cybersecurity program by aligning each community college with area of instructional expertise and accreditation from the National Centers for Academic Excellence in Cyber Defense. The project will result in common cybersecurity curricula and a credentialing pathway between the partners for areas of specialization.

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9	CvilleBioHub Planning Grant	CvilleBioHub	Capacity Building	Startup Ecosystem	8/14/2018	10/4/2018	\$ 83,540.00	\$ 92,540.00	\$ 56,460.73	68%	To assess the current and projected regional capacity for the biotech industry and create a strategic plan for driving innovation and growth for this cluster. In addition, CvilleBioHub will also plan for organizational sustainability and growth by investigating new revenue models and forming additional institutional partnerships.
9	Catalyst Accelerator Program	University of Virginia School of Business Batten Institute for Entrepreneurship and Innovation	Per Capita	Startup Ecosystem	3/12/2019	7/1/2019	\$ 475,200.00	\$ 476,000.00	\$ -	0%	To fill an existing gap in the local ecosystem by providing the dedicated staff, workspace, programming, mentorship, and grant funding to support up to 20 high-potential companies. The Catalyst will offer a portfolio of programming and network events, as well as internships and project-based learning opportunities for UVA students.
9	Central Virginia Site Readiness	Central Virginia Partnership for EconDev	Capacity Building	Site Development	6/12/2018	7/3/2018	\$ 58,675.00	\$ 58,675.00	\$ 53,475.00	91%	To advance a portfolio of eight sites targeted for light manufacturing to at least a Tier 3, according to the VBRSP classification system. CVPED engaged a consultant to conduct site characterization and initial due diligence activities for the site nominated by each of the participating localities.
9	Youth Entrepreneurship Program Resource	Fauquier County	Capacity Building	Startup Ecosystem	6/24/2019	TBD	\$ 83,500.00	\$ 83,500.00	\$ -	0%	To contract with a consultant to develop a pilot Youth Entrepreneurship Program in three schools and a best practices resource deliverable. The program is designed to introduce, expose and pique interest in the concept of entrepreneurship to high-school-aged youth and help youth explore careers as entrepreneurs. The goals of the program are to develop a pipeline of future business owners in high-growth, targeted sectors and to encourage these new businesses to locate and focus their job growth in the rural part of Region 9.
9	Regional Business Park - Phase 2 Site Readiness (Tier 3)	Louisa County	Per Capita	Site Development	6/24/2019	TBD	\$ 600,850.00	\$ 2,802,150.00	\$ -	0%	To complete the Phase II due diligence work for an approximately 700 acre new regional business park and advance the development status to a Tier 3 site on the Virginia Business Ready Site Program (VBSRP). This phase of due diligence includes topographic and boundary surveys, traffic impact assessment, preliminary engineering reports (PER), geotechnical survey, cultural resource summary, and completion of the master plan.
							\$ 20,798,027.81	\$ 33,316,968.41	\$ 3,378,661.70		
as of 8/30/19											



Memorandum

TO: Virginia Growth and Opportunity Board Members

FROM: Erik Johnston, DHCD Director

RE: GO Virginia Competitive Application Submission: K-12 Computer Science Pipeline Project

DATE: September 10, 2019

On August 9, 2019, the Loudoun County Education Foundation submitted a competitive application through Regions 5 and 7 entitled *Virginia K-12 Computer Science Pipeline Project*. The intent of the project is to implement an integrated computer science curriculum in kindergarten through twelfth grades at Loudoun County Public Schools and the City of Chesapeake Public Schools. Upon submission to DHCD on August 9th, the Region 7 Council recommended approval of the application as submitted, while the Region 5 Council recommended approval of this application contingent upon the following:

- Remove GO Virginia funding directed to K-5 elements of the project
- Remove GO Virginia funding directed toward purchasing technology hardware to retrofit existing infrastructure that is typically paid for by school districts
- Establish an Industry Council to assist and advise ways to improve the project framework and results
- Meet with and engage the eight Regional Superintendent Study Groups throughout the state.

DHCD coordinated a workgroup review of the application that included GO Virginia board members, workforce subject matter experts, and DHCD staff. The workgroup review discussion focused on analyzing the application's alignment with the GO Virginia mission. The project is innovative, but focused on long term return on investment (ROI) in K-5 and not nearer term ROI and more immediate employer talent needs. The long term line of site to job creation and return on investment timeline is outside of the current focus of GO Virginia guidelines and the lack of sustainability and replicability of the funded efforts without major additional state investments make the K-5 education space less attractive for GO Virginia investments.

The workgroup agreed that the application needed to address the four recommended contingencies from Region 5 before the application could be presented to the board. Additionally, the workgroup asked the applicant to address specifically whether or not the project could move forward without funding for K-5 activities counting toward the 1:1 match.



Upon receiving this additional feedback, Regions 5 and 7 revised their application in the following ways:

- Removed GO Virginia funding (\$1.3 million) allocated towards K-5 elements of the project
- Removed GO Virginia funding (\$155,000) from the technology retrofit component of the project
- Retained \$3.5 million for K-5 activities (personnel and equipment) dedicated towards the match requirement
- Agreed to establish the Industry Council
- Agreed to the engagement of the eight Regional Superintendent Study Groups

While the applicant worked diligently to meet the Region 5 contingencies, DHCD's analysis is that the application does not fully address the contingencies posed by Region 5 council and DHCD agrees with these contingencies. All of these contingencies must be fully met to meet GO Virginia guidelines. The application retains its original project scope and does not address the delayed return on investment because the majority of match funding is in K-5.

DHCD will not present this application for the board to review during this September 10, 2019 meeting. DHCD believes the funding, including the match, dedicated to K-5 educational needs as written in this revised application falls outside the intent of the mission and guidelines of GO Virginia.

The workgroup and DHCD staff agree that the K-12 Computer Science Pipeline project demonstrates an innovative initiative to integrate computer sciences into the educational experience and acknowledges the strong efforts of the applicant and partners involved. DHCD will continue to work with the applicants and regional councils, and does encourage the applicant to resubmit a new application for consideration by the GO Virginia board at a later date to include a clear line of sight to jobs, more committed business internships and a return on investment to the state within 3 years.

**GROWTH AND OPPORTUNITY VIRGINIA
COMMONWEALTH OF VIRGINIA**

At a regular meeting of the Growth and Opportunity Board held in Richmond, Virginia, on Tuesday, September 10, 2019, at the hour of 1:00 p.m., the following resolution was unanimously adopted:

WHEREAS, John O. “Dubby” Wynne, was appointed by Governor Terence R. McAuliffe and confirmed by the 2016 Virginia General Assembly to serve on the Growth and Opportunity Board for a term of four years; and

WHEREAS, he has served the Board with distinction since August 9, 2016; and

WHEREAS, he was unanimously elected Chairman of the Board, on October 12, 2016, serving in that capacity until June 24, 2019; and

WHEREAS, his vision for the future of the Commonwealth has been pivotal in the establishment of the Virginia Growth and Opportunity Fund and to its growth; and

WHEREAS, his unwavering determination to strengthen the Commonwealth’s economy coupled with his knowledge and experience in business collaboration with regional economic development efforts have greatly contributed to the realization of this Board’s mission; and

WHEREAS, his voice for Virginia to grow fiscally independent of reliance on outside sources has markedly promoted the interests of this Commonwealth; and

WHEREAS, his talent for identifying and promoting innovative best practices for the betterment of the well-being of the economy has greatly improved the Commonwealth’s future; and

WHEREAS, his graciousness in supporting the corresponding initiatives of third parties in the interest of promoting the greatness of the Commonwealth has been principal to the execution of this Board’s directive; and

WHEREAS, his affinity for assembling leaders across the Commonwealth who are passionate about its wealth and prosperity has been essential to this Board’s accomplishments; and

NOW, THEREFORE, BE IT RESOLVED, that the Board does hereby express its gratitude to **John O. “Dubby” Wynne**, for his many contributions to this body and to the Commonwealth of Virginia.

BE IT FURTHER RESOLVED, That a copy of this resolution be spread upon the Minutes of this meeting and that a framed copy thereof be presented to **John O. “Dubby” Wynne**, as a permanent testament of our affection, esteem, and high regard.

Thomas F. Farrell II, Chair

Benjamin J. Davenport Jr., Vice Chair



Memorandum

TO: Virginia Growth and Opportunity Board

FROM: Broadband Taskforce Members
Ben Davenport, Vice-Chairman

RE: Areas of Opportunity for Future Broadband Investments

DATE: September 10, 2019

Guided by the shared mission to encourage regional collaboration and create higher-paying jobs in the traded sectors, the Virginia Growth and Opportunity Board has awarded \$20.8 million to date to 60 projects across every region of the Commonwealth. Once completed, these projects are projected to create over 10,000 new jobs and an estimated 408 internships.

The Board has made great strides in outlining concepts to aid the regional councils and their leaders to develop additional projects that will have a lasting impact on the regions as well as the economy of Virginia as a whole. Most recently, the Board identified and developed policies for four focus areas- talent pipelines, site development, innovation and entrepreneurial ecosystems, and scale up activities- as areas of opportunity for investment. It is with this backdrop that the Broadband Taskforce has developed guidance for the GO Virginia Board to consider for future investments in broadband infrastructure.

Over the last year, guided by a charge from the General Assembly, the GO Virginia Broadband Taskforce has convened with the goal of providing guidance on improving access to and utilization of broadband to support economic development goals. The group has prioritized the use of broadband to effectively link economic clusters to help Virginia companies and residents enjoy a competitive edge and grow the economy in each region. Members of the task force included representatives from the staff of the General Assembly's money committees and the Administration, internet service providers, broadband authorities and cooperatives, as well as private sector businesses.

At the same time budget language called for a GO Virginia workgroup to convene around broadband, legislation was passed calling for the creation of the Chief Broadband Advisor. Last summer the Administration appointed a Chief Broadband Advisor and a Deputy Broadband Advisor. Governor Northam issued a call to make high-speed broadband available to all Virginians by 2028 and the General Assembly increased the Department of Housing and Community Development's Virginia Telecommunications Initiative (VATI) budget to \$19 million, a fivefold increase from the previous year. The efforts of the Chief Broadband Advisor, along with active engagement from

localities and telecommunications stakeholders, the Broadband Advisory Council, and support from the Center for Innovative Technology, have served to harness the current willingness to invest in public-private partnerships to ensure broadband infrastructure deployment in unserved communities in order to connect people and businesses to the internet. Current efforts include inter-agency collaboration within state government- leveraging public safety spending on telecommunications infrastructure, streamlining access to state lands and assets, and aligning Virginia Department of Transportation (VDOT) policies and procedures with industry needs where possible.

The Commonwealth Connect Coalition came together during the most recent General Assembly session and now includes over 100 organizations ranging from the Chamber of Commerce to the Sheriff's Association, from the Virginia PTA to NFIB; coming together to advocate for meaningful funding for broadband expansion. There remains an estimated 600,000 Virginians without access to high-speed broadband, but efforts over the last 14 months by the Governor and General Assembly have demonstrated a joint commitment to universal broadband access. The Commonwealth Connect team has bolstered the state's technical assistance in planning and implementation capacity to assist regions and localities in their ability to partner with the private sector to maximize the Commonwealth's investments.

Framework for Recommended Strategies Eligible for GO Virginia Funding

Item 106.M4 and Item 106.M5 directed the Broadband Taskforce to develop a framework that provides guidance to the types of broadband initiatives the GO Virginia Board may approve. Five of the nine GO Virginia regions prioritized broadband infrastructure as critical to their efforts in their initial growth and diversification plans. While the Commonwealth is investing in "last-mile" provision of service¹ through the Virginia Telecommunications Initiative, there remain gaps in broadband infrastructure for economic development purposes. Funding the "last-mile" is critical to the overall economic health and growth opportunities of a community, but investments aimed at the task force's meetings to date have demonstrated that additional regional planning efforts are needed to ensure the Commonwealth capitalizes on its competitive advantage in terms of the broadband backbone that allows some regions of the Commonwealth to have some of the fastest speeds in the world. GO Virginia should play a role in ensuring every region capitalizes on this competitive advantage through planning and infrastructure investments in middle mile models similar to Mid Atlantic Broadband's successful efforts. Further, GO Virginia should encourage opportunities to leverage broadband deployment with digital literacy and internet relevance programming connected to business growth and expansion.

Regional Planning and Broadband Strategic Design Support

As with most infrastructure projects, economies of scale are to be realized when larger scale and regional efforts are pursued. Population density, and the ability to recoup capital investments undertaken by the private sector, most often determines the expansion opportunities for

¹ Widely used phrase to describe the final leg of a network to deliver broadband service to retail end users.

broadband. In working towards functionally² universal access across Virginia, the state and local governments have an interest in ensuring a phased approach that decreases the opportunity for “cherry picking” and ensures that pockets of people and businesses are not left behind. **GO Virginia should be allowed to support regional planning efforts focused on private sector service provisions as localities prepare to use taxpayer dollars to incentivize private sector broadband infrastructure build out. Given the exceptional economic opportunity of these projects, we recommend a 50% local match requirement for regional broadband planning efforts.**

Middle-Mile Projects

House Bill 2691 passed during the 2019 General Assembly session leverages broadband deployment resulting from upcoming Smart Grid Transformation efforts and establishes a pilot program for Dominion and Appalachian Power to own and lease broadband services to nongovernmental broadband providers in unserved areas of the Commonwealth. The pilot is capped at \$60 million annually per utility for three years and also authorizes the utilities to recover the net costs of the pilot from customers through rate adjustment. Both utilities estimate this strategy represents an opportunity for savings to the rate payers while allowing for both enhanced grid resiliency and enabling broadband access. The utility leverage bill, along with other unique “middle mile” service provisions stemming from the transatlantic cables in Virginia Beach, our location in the mid-Atlantic, and the volume of data centers in Northern Virginia, are essential opportunities to building both broadband access and capacity that will be needed to drive Virginia’s economy in the coming decades. **GO Virginia should allow regional councils to fund middle mile broadband infrastructure projects, including but not limited to fiber and conduit, that extend telecommunications networks, in partnership with the private sector, and focus on meeting the business needs of a community. Go Virginia should not support broadband projects focused on providing direct or retail broadband service to customers (also known as “last-mile”).**

GO Virginia investments are intended to be transformational, not incremental. It is with this in mind that the Broadband Taskforce recommends the Board consider broadband infrastructure investments focused on transformational economic development opportunities. The task force recommends the Board adopt a clear policy that last mile infrastructure projects are not eligible. It is the consensus of the GO Virginia Broadband Taskforce that the Board allow projects from the regional councils that focus on middle mile and strategic regional broadband planning with an economic development focus that will develop strategic funding priorities at the regional level.

² The state’s goal includes nearly all, 95-98% of structures, have high-speed internet available by 2028.



Board Policy #8

TITLE: Use of GO Virginia Funds for Investments in Broadband

EFFECTIVE DATE: 09/10/2019

AUTHORITY: § 2.2-2486 - §2.2-2489 of the Code of Virginia

POLICY STATEMENT: It is the policy of the Virginia Growth and Opportunity Board that funds may be used for projects supporting regional broadband planning efforts focused on private sector service provisions as localities prepare to use taxpayer dollars to incentivize private sector broadband infrastructure build out. The Board will only require a 50% local match for regional broadband planning efforts given the exceptional economic opportunity of these projects. Further, Virginia Growth and Opportunity funds may be used for middle mile broadband infrastructure projects, including but not limited to fiber and conduit, which extend telecommunications networks, in partnership with the private sector, and focus on meeting the business needs of a community. The Board will consider future applications that leverage broadband deployment with digital literacy and internet relevance programming connected to business growth and expansion opportunities. Both of these funding opportunities should meet normal match requirement.

It is the policy of the Virginia Growth and Opportunity Board that funds shall not be used for broadband projects focused on providing direct or retail broadband service to customers (also known as “last-mile”).

APPROVAL AND REVIEW: This Board policy was reviewed and approved on 09/10/2019.

SUPERSESION: This Board policy is new.

DHCD DIRECTOR: Erik Johnston



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

September 2019-December 2019 Regional Council Meetings & Events

SEPTEMBER

Region 3

Council Executive Committee Meeting

September 25, 10am-12pm

Halifax County IDA, first floor conference room, 1100 Confroy Drive, South Boston, VA 24592

Region 6

GO VA-related event: "Good Jobs Here"

September 19, 8am-12pm

UMW Stafford Campus 121 University
 Boulevard Fredericksburg, VA 22406

(Registration:

<https://www.eventbrite.com/e/good-jobs-here-tickets-68517731379>)

Council Executive Committee Meeting

September 20, 11am-1pm

Rappahannock Community College, Warsaw
 Campus, 52 Campus Dr, Warsaw, VA 22572

Statewide

Strategies Xchange: Where Education and Business Align Conference

September 16-17, all day

Hilton Norfolk the Main, 100 East Main
 Street, Norfolk, VA 23510

(More info: <https://www.vaadvstudies.org/the-strategies-xchange>)

VEDA Fall Conference

September 18-20, all day

Omni Richmond Hotel, 100 S. 12th Street,
 Richmond, VA 23219

(More info:

<https://www.goveda.org/events/EventDetails.aspx?id=1162649>)

OCTOBER

Region 1

<p>Council Meeting</p> <p>October 22, 10am-12pm</p> <p>Wytheville Community College, 1000 E. Main Street, Wytheville, VA 24382</p>

Region 2

<p>Council Meeting</p> <p>October 24, 3pm-5pm</p> <p>TBD, Roanoke, VA</p>
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Region 3

<p>Council Meeting</p> <p>October 16, 1pm-3pm</p> <p>Halifax County IDA, first floor conference room, 1100 Confroy Dr, South Boston, VA 24592</p>
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Region 4

<p>Council Meeting</p> <p>October 15, 9am-11pm</p> <p>GROW Capital Jobs Conference Room, 200 S. 3rd Street, Richmond, VA 23219</p>
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Region 5

<p>Council Meeting</p> <p>October 24, 10am-12pm</p> <p>Cavalier Hotel, 4200 Atlantic Avenue, Virginia Beach, VA 23451</p>
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Region 6

<p>Council Meeting</p> <p>October 7, 11am-1pm</p> <p>Rappahanock Community College, Warsaw Campus, 52 Campus Dr, Warsaw, VA 22572</p>
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<p>GO VA-related event: "Good Jobs Here"</p> <p>October 17, 8am-12pm</p> <p>UMW Stafford Campus 121 University Boulevard Fredericksburg, VA 22406 (Registration: https://www.eventbrite.com/e/good-jobs-here-tickets-68517731379)</p>
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Region 7

<p>Council Meeting</p> <p>October 24, 9:30am-11pm</p> <p>NVCC Brault Building, 3rd Fl 4001 Wakefield Chapel Road, Annandale, VA 22003</p>

Region 8

<p>Council Meeting</p> <p>October 15, 10am-12pm</p> <p>Southern Virginia University, One University Hill Drive, Buena Vista, VA 24416</p>
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Region 9

Council Executive Committee Meeting October 1, 9:30am-11pm 1001 Research Park Blvd, Suite 301, Charlottesville, VA 22901	Quad Business Summit October 2, 11am-5pm Madison at the Mill, 323 N. Madison Rd, Orange, VA 22960 (More info: https://www.qcbsummit.com/)	Council Meeting October 10, 9:30am-11pm 1001 Research Park Blvd, Town Center Two, 4 th Fl Conference Room, Charlottesville, VA 22901
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NOVEMBER

Region 3

Council Executive Committee Meeting November 20, 10am-12pm Halifax County IDA, first floor conference room, 1100 Confroy Dr, South Boston, VA 24592
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Region 6

Council Executive Committee Meeting November 15, 11am-1pm Rappahannock Community College, Warsaw Campus, 52 Campus Dr, Warsaw, VA 22572	GO VA-related event: "Good Jobs Here" November 21, 8am-12pm UMW Stafford Campus 121 University Boulevard Fredericksburg, VA 22406 (Registration: https://www.eventbrite.com/e/good-jobs-here-tickets-68517731379)
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DECEMBER

Region 3

Council Executive Committee Meeting December 18, 10am-12pm Halifax County IDA, first floor conference room, 1100 Confroy Dr, South Boston, VA 24592
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Region 6

Council Meeting December 9, 9am-11am Rappahannock Electric Cooperative, Bowling Green Office, 14380 Fredericksburg Turnpike, Woodford, VA 22580
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