



AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD
Wednesday, December 15, 2021
12:00 PM – 2:00 PM

Patrick Henry Building, West Reading Room
1111 E Broad St, Richmond, VA 23219

- I. OPENING
 - a. Call to order Chair
 - b. Roll Call Andrea Devening
 - c. Public Comment Chair

- II. CONSENT AGENDA – **Action Item** Chair
 - a. Sept 23, 2021 Meeting Minutes

- III. DIRECTOR’S REPORT Erik Johnston/ Sara Dunnigan
 - a. **Action Item:** Per Capita Applications (9)
 - b. **Action Item:** Economic Resilience and Recovery Applications (1)

- IV. GO Virginia Project Panel
 - a. Region 5 – Offshore Wind
Doug Smith, President and CEO, Hampton Roads Alliance
 - b. Region 4 – Pharmaceutical Manufacturing and R&D Cluster Scaleup
Jeff Gallagher, Interim Executive Director, Advanced Pharmaceutical Manufacturing/R&D Cluster Accelerator
 - c. Region 1 and Statewide Economic Resilience and Recovery – Energy Storage and Electrification/Retooling Manufacturers for Strategic Industries
Bill Donohue, President and CEO, GENEDGE

- V. REPORTS
 - a. **Presentation:** 2021 Annual Report Sara Dunnigan

- VI. INFORMATION ITEMS Sara Dunnigan
 - a. DHCD Approved Enhanced Capacity Building Projects
 - b. Region Six – Richmond County Sites Project Withdrawal
 - c. Funded Project Summary

- VII. ADJOURNMENT Chair

2022 Board Meeting Schedule
March 14 and 15, 2022 – Board Retreat
Tuesday, June 14, 2022
Tuesday, September 13, 2022
Tuesday, December 13, 2022



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

VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING

September 23, 2021

1:00 PM

Patrick Henry Building, East Reading Room
1111 E. Broad St. Richmond, VA 23219

Members Present

Nancy Howell Agee
Delegate Lamont Bagby
Ben J. Davenport, Jr.
Jim Dyke
Speaker Eileen Filler-Corn
W. Heywood Fralin
Senator Janet D. Howell (Virtually)
The Honorable K. Joseph Flores
Leah Fremouw
Eva Teig Hardy
Doug Juanarena (Virtually)
Delegate Martha Mugler
Senator Frank Ruff
Todd A. Stottlemeyer
Don Robin Sullenberger
Delegate Luke E. Torian
Pia Trigiani

Members Absent

Senator George Barker
The Honorable Atif Qarni
Marilyn H. West
Joe Wilson
John O. "Dubby" Wynne

Call to Order

Ms. Nancy Agee, Vice Chair of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order. It was noted that Senator Janet Howell and Mr. Doug Juanarena both participated virtually pursuant to the Board's electronic participation policy.

Roll Call

Ms. Andrea Devening, GO Virginia Program Analyst for the Department of Housing and Community Development (DHCD), called the roll and stated that a quorum was present.

Election of Officers

Mr. Erik Johnston, Director of DHCD, opened the floor for nominations for Chair of the Board. Mr. Stottlemeyer nominated Ms. Agee for the position of Chair. The nomination was seconded by Mr. Davenport. On a motion made by Mr. Dyke and seconded by Mr. Stottlemeyer, the floor was closed. Ms. Agee was elected Chair.

Ms. Agee opened the floor for nominations for Vice-Chair of the Board. Mr. Dyke nominated Mr. Stottlemeyer for the position of Vice-Chair. The nomination was seconded by Heywood Fralin. There were no further nominations. The floor was closed. Mr. Stottlemeyer was elected Vice-Chair.

Consent Agenda

Ms. Agee introduced the consent agenda items to be voted on in a bloc, including the June 23, 2021 meeting minutes, an amendment to Board Policy #12, an amendment to Board Policy #9, the approval of the Region 7 Budget, and the 2022 Board meeting schedule. A motion was made by Mr. Ruff and seconded by Mr. Stottlemeyer to approve the consent agenda. The motion passed.

Public Comment

Ms. Devening presented public comments submitted electronically to the Board prior to the meeting.

Ms. Bette Brand, representing Strategic Consulting LLC, wrote the Board to urge the Board to approve the Agricultural Innovation Center project.

Mr. Thomas Roberts, representing the City of Buena Vista, wrote the Board to urge the Board to approve the Agricultural Innovation Center project.

Dr. John Rainone, representing Dabney S. Lancaster Community College, wrote the Board to urge the Board to approve the Agricultural Innovation Center project.

Ms. Becky Freenal, representing The Advancement Foundation, wrote the Board to urge the Board to approve the Agricultural Innovation Center project.

Ms. Annette Patterson, representing The Advancement Foundation, wrote the Board to urge the Board to approve the Agricultural Innovation Center project.

Mr. Patrick Coady, representing the Eastern Shore Foundation, Inc., wrote the Board to urge the Board to approve the Maritime Entry-to-Employment Training (MEET) project.

The public comment period closed.

Director's Report

Ms. Sara Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD, presented 8 Per Capita applications regarding workforce development, site development and infrastructure, and start up ecosystems: ExperienceWorks from Region 3, Maritime Entry-to-Employment Training (MEET) from Region 5, Strengthening Southern Virginia's Economy by Expanding the Inventory of Shovel Ready Sites from Region 3, Lighthouse Labs Alumni Program from Region 4, 2030 Initiative from Region 7, Agricultural Innovation Center from Region 8, Mobilizing the Supply Chain with Critical Infrastructure from Region 1, and Pharmaceutical Manufacturing Cluster Scale-Up from Region 4. A motion was made by Mr. Ruff and seconded by Mr. Dyke to approve the applications as recommended by staff as a bloc. The motion passed.

Ms. Dunnigan presented 2 Regional Economic Resilience and Recovery application in the workforce development space, New Kent County/RCC Welding Program from Region 4 and Tech Set from Region 7. A motion was made by Mr. Davenport and seconded by Mr. Stottlemeyer to approve the applications as presented by staff. The motion passed.

Reports

Ms. Lynn Seuffert, Senior Associate for Strategic Planning and Policy at the State Council of Higher Education for Virginia, presented to the Board on the Virginia Talent Opportunity Partnership, which is a program created to expand paid and credit-bearing student internships and to facilitate the readiness of students, employers and institutions of higher education to participate in internship and work-based learning.

Information Items

Ms. Dunnigan gave the Board a brief overview of the enhanced capacity building projects and economic resilience and recovery fast access projects that were administratively approved since the June meeting of the Board.

Future Board Meetings

Ms. Dunnigan advised the Board that the next Board meeting date will be on Tuesday, December 7, 2021, but could be subject to change.

Adjournment

The meeting was adjourned.

Per Capita Applications Workforce Development

Per Capita Application

Regional Talent Strategy Implementation

Region: 2

Participating Localities:

City of Covington (in-kind and cash match)

City of Roanoke (cash match)

City of Salem (in-kind)

Botetourt County (in-kind and cash match)

Franklin County (in-kind and cash match)

Roanoke County (in-kind and cash match)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing, Healthcare & Life Sciences, Transportation & Warehousing, and Construction

Type of Project: Per Capita Implementation

Applicant(s): Western Virginia Workforce Development Board (WVWDB)

Project Goal(s): To implement a regional talent strategy in the Roanoke Valley and Alleghany Highlands in partnership with the Roanoke Regional Partnership (RRP) focused on career awareness and career pathways, talent development, talent attraction and retention, and collaboration and leadership.

Project Description: The activities of the project will include attracting out-of-market workers to relocate to the Roanoke Valley and Alleghany Highlands and retaining and developing the current workforce in the region, all while fostering collaboration and partnership with between economic development and workforce development partners. Some of the activities that will be completed to meet the goals of the strategy will include creating a regional web-based talent portal, developing a talent ambassador volunteer program, creating toolkits for business and industry to use for recruitment of new employees, establishing an annual talent retreat for the region's economic and workforce partners, engaging business and industry in sector strategy activities, and more.

GO Virginia funds will be used to pay for salaries/fringe benefits, hardware/software, supplies, training, outreach, website development, telecommunications, and administration.

Regional Talent Strategy Implementation

Type of Funds	Totals
GO Virginia Request	\$ 315,910.80
Matching Funds	\$ 189,354
Local Match	\$ 50,854
Additional Leverage	\$ 0
Total Project Budget	\$ 505,264.80

Outcomes:

- 50 students trained
- 20 employees upskilled
- 40 jobs created/filled through work-based learning (on-the-job training, internships, etc.)
- Toolkit for employer recruitment

Workgroup Discussion:

- Great amount of local government support.
- Poorly defined sector-strategy approach and inclusion of efforts that would advantage non-traded sectors (healthcare and construction).
- Lack of documented private industry support showing industry demand.
- Many of the activities that are being requested for funding are already ongoing efforts, however, this effort would expand on those efforts.
- Heavily focused on outreach through hosting of events and website development and less on training and upskilling.
- Talent attraction strategy would need to exclude in-state talent recruitment.
- Would like to see a regional graduation retention strategy.
- Undetermined sustainability plan to continue this effort after GO Virginia funds are exhausted.

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this application to be deferred.

Requirements	
\$2:1 Match Requirement	YES
Local Match	YES
Traded Sector	UNDETERMINED
High-wage Job Creation Potential	YES
3 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	UNDETERMINED

Per Capita Application

Security University Foundation ACER Project

Region: 7

Participating Localities:

Prince William County (Letter of Support)

Investment Strategy: Workforce Development

Targeted Industry(s): Cybersecurity, Information Technology, Financial Services

Type of Project: Per Capita

Applicant(s): Security University Foundation

Project Goal(s): To support the creation, training and expansion of the ACER Accelerated Cybersecurity Experiential-Lab Residency workforce pipeline in Region 7.

Project Description: Security University Foundation's (SUF) Accelerated Cybersecurity Experiential-lab Residency (ACER) project will engage and prepare 350 IT professionals for cyber career pathways. Through strengthening and expanding cyber education, training, and advocacy, the Accelerated Cybersecurity Experiential-lab Residency (ACER) project will expand participant's cyber knowledge for in demand cyber careers in the region. The Accelerated Cybersecurity Experiential-lab Residency (ACER) project will reach employed and unemployed IT cyber professionals, specifically in Fairfax, Arlington, Alexandria and Prince William County. In partnership with Security University located in Herndon, Virginia, the partnership will provide innovative hands-on training, experiential-labs that can translate into practical know-how, and eligibility that allow employers to confidently hire them based on demonstrated cyber mastery without cyber experience on their resume. This public-private collaboration has been endorsed by additional partners including Alexandria/Arlington Regional Workforce Council, Prince William County Economic Development, Virginia Career Works-North, two cyber recruiters, three cybersecurity associations, and four major employers in Region 7 -- ATT, Mantech, Invictus, CACI.

GO Virginia funds will be used to support contract training services provided by Security University, curriculum development and 177 CompTia Exam vouchers to be used by students.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 1,750,000
Matching Funds	\$ 1,465,000
Local Match	\$
Leverage	\$ 668,800
Total Project Budget	\$ 3,883,800

Security University Foundation ACER Project

Outcomes:

- ACER program curriculum to be available to all under a Creative Commons licensing arrangement
- 350 students trained (60 new and 290 upskilled)
- 1,500 cyber training courses delivered
- 1,130 micro-badge cyber credentials

Workgroup Discussion:

- Aligned with Region 7 Growth and Diversification Plan and critical demand occupation, Cyber Security Professionals.
- “Hand on lab” and experiential learning will benefit students and increase qualifications of completers.
- Project lacks the required participation of two or more localities.
- GO Virginia funds will be used for “training vouchers” or scholarships.
- Match (\$395,000) provided by SU is program revenue (student paid tuition).
- Project does not demonstrate a positive ROI at years 3 or 5 based on applicant performance metrics, 50 new cyber security professionals and 300 upskilled incumbent workers.
- GMU was unable to validate inputs for economic impact analysis.
- Poorly defined sustainability strategy and no lasting, new capacity after the funds are expended.

Staff Recommendation:

Based on the workgroup discussion and application review, staff recommends not funding this project.

Requirements	
\$2:1 Match Requirement	YES
Local Match Requirement	N/A
Traded Sector	YES
High-Wage Job Creation Potential	YES
3 Year ROI	UNDETERMINED
Alignment with G&D Plan	YES
Grant Management Capacity	UNDETERMINED
Sustainable After GOVA Funds	NO

Per Capita Applications Site Development & Infrastructure

Per Capita Allocation Application

Pathway Park Infrastructure

Region: 1

Participating Localities: Counties of Bland and Smyth (cash)

Investment Strategy: Site Development and Infrastructure

Targeted Industries: Advanced manufacturing, Food and Beverage Processing, Automotive and Transportation Equipment, Information Technology, Warehousing & Distribution

Type of Project: Per Capita Allocation

Applicant: Smyth County Economic Development Authority

Project Goals: To provide water and sewer line extensions to Pathway Park in Smyth County, and the formation of a RIFA between Smyth and Bland Counties (and possibly other localities) that will allow the RIFA to competitively market the property for manufacturing and distribution centers.

Project Description: This project would include the installation of 2,000 feet of 8-inch water line, 1,600 feet of sewer line to Pathway Park. The park, owned by the Smyth County EDA, consists of 70 acres. The project also includes the formation of a RIFA between Bland and Smyth Counties. It is possible that other localities in the Mt. Rogers PDC region could also participate in the RIFA.

While Pathway Park is currently listed as Tier 4 by VEDP, it is understood that a lack of adequate water and sewer may play a critical role for targeted industries not selecting Pathway Park. Based on a review of the project by VEDP staff, the water and sewer improvements, as well as a spec building, will enhance the opportunity for success at Pathway Park.

The Smyth County EDA has been awarded funding through the Tobacco Commission for water and sewer improvements, as well as local match from Smyth and Bland Counties for the construction of the spec building.

Type of Funds	Totals
GO Virginia Request	\$ 600,000
Matching Funds	\$ 300,000
Local Match	150,000
Additional Leverage	\$ 600,000
Total Project Budget	\$ 1,500,000

Pathway Park Infrastructure

Outcomes:

- 2,000 feet of water line extension to Pathway Park
- 1,600 feet of sewer line extension to Pathway Park
- Creation of a RIFA between Bland and Smyth Counties (and potentially other localities)
- Creation of 75 new jobs two years after completion; 275 over five years

Workgroup Discussion:

- Already Tier 4 but this would make it more competitive; the site has been overlooked by prospects due to the limited water supply
- Feedback from VEDP is supportive of the project
- Positive ROI after five years, to include Tobacco Commission funding
- MOU between Smyth County EDA and VIAA for marketing, BRE services

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends approval of the project.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	NO
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Per Capita Applications Startup Ecosystems

Per Capita Allocation Application

Project Seed – Innovation Hub at Midtown Square

Region: 3

Participating Localities:

Cumberland County Public Schools (letter of commitment)

Prince Edward County Public Schools (letter of commitment)

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Undetermined

Type of Project: Per Capita

Applicant(s): Longwood University Real Estate Foundation

Project Goal(s): To connect the community to local and regional resources for business and social entrepreneurship development by establishing an Innovation Hub in Downtown Farmville.

Project Description: Longwood University, in partnership with Hampden Sydney College, is leading the effort to establish an Innovation Hub in Downtown Farmville. Project SEED Innovation Hub is the result of this team's vision and work over the past two years and is an identified component of the Region 3 Entrepreneurship and Innovation Investment Strategy adopted by Region 3 Council in October, 2020. The following components of The SEED Innovation Hub will serve to bolster business creation, innovation activities, workforce training, and talent attraction and retention within the greater Farmville region.

-As a **makerspace**, the Hub will create cultural change by encouraging innovative thinking, product development and resulting entrepreneurial opportunities. The makerspace also functions as a component of workforce training.

-As a **community co-working space**, the Hub will function as a critical asset in mobile talent attraction and retention. The Hub, through provision of a set number of subscription-based daily or monthly access opportunities, will be a place to meet, work, and access critical high speed internet service. Open working spaces will be available, as will a limited number of rooms for private zoom or phone call usage. Conference rooms can be reserved for larger meetings.

-As an accelerator of business concepts in the region, the Hub **will house a Small Business Development Center office.**

-As an **educational outreach center**, the Hub will connect University-based resources to the community, including K-12 students and teachers, in a strategy to improve the educational culture and resources in the region. Programs under development and included in the GO Virginia Region 3 Entrepreneurial Training Pipeline include **youth entrepreneurship courses and**

Project Seed – Innovation Hub at Midtown Square

professional development programming for teachers to help implement innovation and entrepreneurial education practices into the classroom.

GO Virginia funds will be used for equipment and a Region 3/Support Org Administrative Fee. Matching funds will be used for construction, A&E studies, project inspection fees, demolition and removal, facade and access improvements.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 674,304
Matching Funds	\$ 3,087,154
Local Match	\$ 25,139
Leverage	\$ 121,000
Total Project Budget	\$ 3,882,458

Outcomes:

- 38 jobs created in 3 years
- 59 jobs created in 5 years
- New Innovation Hub and facility for Region 3’s entrepreneurial ecosystem

Workgroup Discussion:

- The presented outcomes are not discrete to this effort; the outcomes are combined with an existing GO Virginia funded LOCED SIH R3 E&I Implementation Project
- Match needs validation in order to meet 2:1 requirement
- Match includes EDA Funds not yet awarded
- Match from Longwood Real Estate Foundation for A&E studies overlaps with SOVA LOCED EII R3 project
- Match from localities is ineligible since it is not distinctly aligned with the GO VA effort
- Sustainability- Longwood and Hampden Sydney are committed to innovation center’s future
- All neighboring localities contributed letters of support

Staff Recommendation:

Based on the workgroup discussion and application review, staff recommends this project for approval with contingencies. These contingencies include that the total amount of funding is in place consistent with TC approval, verification of qualified match, project focus on traded sectors, creation of discrete project outcomes, and ongoing, meaningful local participation.

Project Seed – Innovation Hub at Midtown Square

Requirements	
\$2:1 Match Requirement	UNDETERMINED
Local Match Requirement	N/A
Traded Sector	UNDETERMINED
High-wage Job Creation Potential	UNDETERMINED
3 Year ROI	UNDETERMINED
5 Year ROI	UNDETERMINED
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Per Capita Application

RIoT Pre-Accelerator Program

Region: 6

Participating Localities:

City of Fredericksburg (advisory)

King George County (advisory and letter of support)

Stafford County (in-kind match)

Investment Strategy: Startup Ecosystem

Targeted Industries: Professional Services and IT and Data Centers

Type of Project: Per Capita

Applicant(s): Wireless Research Center dba RIoT

Project Goal(s): To launch three 6-week pre-accelerator programs to help idea-stage entrepreneurs launch new businesses.

Project Description: The pre-accelerator is a key component of a comprehensive regional startup support system – a resource for idea stage companies that helps them establish a strong foundation, acting as an “on-ramp” for RIoT Accelerator Program (RAP). The pre-accelerator program supports idea stage entrepreneurs with validating a market, establishing foundational business principles, and incorporating emerging technologies. The program will help businesses to launch and future-proof themselves against market shifts brought about by the COVID-19 pandemic.

The pre-accelerator includes weekly in-person group workshops at the Stafford Smart Community Testbed with an option for virtual participation for those who prefer to join online. Content includes technology baselining, value proposition development, business fundamentals, and customer discovery and pipelining. Each idea-stage entrepreneur also receives weekly 1-on-1 coaching, personalized to their specific needs. Participants exit the program with a clear understanding of next steps for establishing a business around a validated market opportunity. The expectation is that 60+% of pre-accelerator participants to become competitive RAP applicants at the completion of the pre-accelerator.

GO Virginia funds will be used for salaries and fringe of RIoT personnel, travel, material/supplies, outreach, and indirect costs.

RIoT Pre-Accelerator Program

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 96,804
Matching Funds	\$ 80,791
Local Match	\$ 51,170
Additional Leverage	\$ 0
Total Project Budget	\$ 177,598

Outcomes:

- 12 businesses created
- 25 jobs created
- 18 entrepreneurs engaged
- 54 mentoring sessions executed
- \$1.5M revenues generated
- >50% of woman participating
- >40% of underrepresented minorities participating
- >10% veterans participating

Workgroup Discussion:

- Great opportunity to serve both the urban and rural areas of the region.
- Very much aligned with the previously funded RIoT Accelerator Program, advancing promising companies to the next stage in the startup ecosystem.
- Will serve targeted populations including minorities, women, and veterans.
- Sector focused on technology related industries.
- Strong ROI.

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this application for approval.

Requirements	
\$2:1 Match Requirement	YES
Local Match	YES
Traded Sector	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

Per Capita Application

Convene and Collaborate- Region 7 REI

Region: 7

Participating Localities:

Loudoun County (letter of commitment)

Fairfax County (in kind match)

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Computer Services, Cybersecurity, Consulting Services, Financial Services, Engineering Services, Life Sciences, Research Organizations

Type of Project: Per Capita/ Regional Entrepreneurship Initiative

Applicant(s): George Mason University

Project Goal(s): To convene and collaborate entrepreneurial ecosystem players to develop a strategy and identify a coordinator for the region’s entrepreneurial ecosystem.

Project Description: George Mason University (GMU) will lead Region 7’s Regional Entrepreneurship Initiative (REI). GMU will use an un-conference format for the stakeholder engagement process that will include an advisory board including regional council representatives, wide outreach to stakeholders for a series of engagement events, followed by workgroups convenings and information synthesis garnered from events outreach. This two-year process will be iterative and include reports on planning efforts every six months, concluding with final report distribution to and feedback from event participants and advisory board members.

GO Virginia funds will be used to support staff support, contract services, supplies, indirect costs, and a Region 7/support org administrative fee.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 193,751
Matching Funds	\$ 132,690
Local Match	\$
Leverage	\$ 86,162
Total Project Budget	\$ 412,603

Outcomes:

- REI Final Plan
- Actionable Strategies List
- List of future GO Virginia implementation projects

Convene and Collaborate- Region 7 REI

Workgroup Discussion:

- Regional council strongly supports applicant and credibility of GMU to lead REI
- Unique approach that has proven successful when utilized in Michigan

Staff Recommendation:

Based on the workgroup discussion and application review, staff recommends this project for approval.

Requirements	
\$2:1 Match Requirement	YES
Local Match Requirement	N/A
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	N/A
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Per Capita Allocation Application

Agricultural Innovation Center

Region: 8

Participating Localities:

City of Buena Vista (Tax rebates and fee waivers)

City of Lexington (In-kind)

Augusta County (In-kind)

Rockbridge County (In-kind)

Investment Strategy: Startup Ecosystem

Targeted Industries: Light Manufacturing, Value Added Agriculture Manufacturing

Type of Project: Per Capita Allocation

Applicant(s): The Advancement Foundation

Project Goal(s): To create a multi-use facility featuring a business incubator and classrooms, ag and food tech labs, a small-scale manufacturing space, a processing and product development space, and a commercial kitchen to expand agricultural and tech industries across the Shenandoah Valley.

Project Description: The proposed Agricultural Innovation Center is a multi-use facility featuring a business incubator and classrooms, ag and food tech laboratories, a small-scale manufacturing space, and processing and product development space. The Agricultural Innovation Center's diverse services aim to advance agricultural and technology ventures. Strategically located in downtown Buena Vista, the Agricultural Innovation Center will transform a vacant 37,000 square-foot factory into a flagship, agricultural innovation facility. The facility will grow the region's entrepreneurial ecosystem, support Buena Vista's downtown revitalization, and serve as a model for future ag enterprise facilities in the Shenandoah Valley.

The Agricultural Innovation Center is strongly connected to the GOVA-funded Industrial Hemp Study, conducted by JMU. By providing laboratory and small-scale manufacturing space and fostering a regional ecosystem, the Center fulfills key recommendations identified through the study. JMU's Hemp Initiative will provide student and faculty support for hemp product development and processing at the Center. The Center also relates to GO Virginia's Ag-Enterprise Feasibility study and Startup Shenandoah Valley Program. The Center incorporates services the ag-enterprise study identified as in-demand, such as commercialization, product distribution, and business incubation support. Furthermore, the Center expands the Startup Shenandoah's program, extending cohort training to the southern Shenandoah Valley.

Engaging with local governments, industry experts, producers, economic developers, and higher ed institutions, The Advancement Foundation secured meaningful commitment from region 8 localities and stakeholders. The project received financial commitment from the City of Buena Vista and Rockbridge County, and enthusiastic support from the City of Lexington and Winchester, as well as Augusta, Bath, Highland, and Rockingham Counties. Dabney S. Lancaster

Agricultural Innovation Center

Community College, Southern Virginia University, and James Madison University are contributing to the Center’s entrepreneurial programs.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 550,000
Matching Funds	\$ 275,000
Local Match	37,500
Additional Leverage	\$ 697,450
Total Project Budget	\$ 1,522,450

Outputs/Outcomes:

- 16 companies served
- 28 new jobs created
- 8 new engagements between companies and higher ed
- 40 mentors, consultants and industry leaders engaged
- 10 new products ready for market

Workgroup Discussion:

- Revised application does a better job of describing connection with previously funded ECB projects in Region 8.
- Match issues have been addressed in the revised submission.
- TAF has good track record of meeting or exceeding goals for projects and previously funded GOVA grants.

Staff Recommendation:

Based on the workgroup discussion and application review, staff recommends approval of the project.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	NO
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	UNDETERMINED

Per Capita Applications Cluster Scale-Up

Per Capita Application

Mobilizing the Supply Chain with Critical Infrastructure

Region: 1

Participating Localities:

Scott County (Letter of Commitment)

City of Bristol (Letter of Commitment)

Town of Duffield (Letter of Commitment)

Investment Strategy: Cluster Scale-Up

Targeted Industries: Agriculture, Food/Beverage Manufacturing

Type of Project: Per Capita

Applicant(s): Appalachian Sustainable Development (ASD)

Project Goal(s): To create critical infrastructure in the food supply chain to address some unmet needs in the region. This critical infrastructure includes several elements such as outfitting building space at Appalachian Harvest Food Hub with the equipment and space necessary to process produce.

Project Description: Some of the needs this infrastructure will address include supply chain management in remote rural areas, access to healthy food for vulnerable populations, and workforce development in agriculture, food, and beverage manufacturing. The facilities at AH will enable trainees to learn value-added processing techniques in preparation for the increasing need for small-scale local food production and grocers' needs for trained workers.

This project will streamline logistics for out-of-state sales leveraging the region's proximity to several surrounding states. The equipment will provide for multiple needs with social enterprise opportunities built into the project. Institutional buyers need ready-to-serve options to increase the amount of produce consumed, some light processing and packaging of fruits and vegetables are necessary. ASD workforce development participants will provide washing, cutting, and packaging a selection of agricultural products ready for distribution to rural facilities.

This project will also to provide farmers assistance with increasing their yield with rented farm equipment like a mulch hopper they couldn't otherwise afford. Many of ASD's existing 30+ farmer participants seek ways to improve their practice but are priced out of equipment available to larger operations, so aggregating these farmers with shared equipment helps them scale up. Trainees and entrepreneurs benefit from hands-on training, food safety certification, and the opportunity to perfect their business model with minimal risk using ASD's facilities and support.

This project will position ASD to develop a small business incubator to expand opportunities for current participants and increase opportunities for the community to transform the economy and increase incomes. These small business models will emphasize products and services with higher profit margins than produce, increasing the incomes of agriculture producers.

Mobilizing the Supply Chain with Critical Infrastructure

GOVA funds have been requested to cover salaries, benefits, equipment, health/safety inspections, and indirect administration costs.

Type of Funds	Totals
GO Virginia Request	\$ 212,200
Matching Funds	\$ 106,624
Local Match	0
Additional Leverage	\$ 0
Total Project Budget	\$ 318,824

Outcomes:

- \$250,000 revenues increased from export-sales
- 10 businesses expanded
- 4 businesses created
- 15 credentials awarded
- 3 new products completed/released to production
- 50 jobs created by year 5

Workgroup Discussion:

- Applicant updated project to align project with GOVA program
- Budget has been updated to reflect appropriate GOVA funding and match

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends approval of the project.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Per Capita Application

Project Eagle+

Region: 2

Participating Localities:

City of Roanoke (cash match)

Montgomery County (cash match)

Investment Strategy: Cluster Scale-Up

Targeted Industries: Life Sciences

Type of Project: Per Capita Implementation

Applicant(s): Virginia Tech Foundation

Project Goal(s): To bring marquee programming into a dedicated lab facility designed to be flexible and fulfill the needs of smaller emerging startups and existing regional biotech companies.

Project Description: The Virginia Tech Corporate Research Center (VTCRC), as a wholly-owned subsidiary of the Virginia Tech Foundation (VTF), in partnership with the City of Roanoke, Montgomery County, and Johnson & Johnson JLABS will support a three-prong approach to grow the region's health and life science cluster to 1) build out a pilot shared lab facility in Blacksburg, 2) launch JLABS accelerator programming in the region, and 3) conduct site design and engineering work for a later scaled-up lab facility based in the City of Roanoke. This project will build on the findings of the previously funded feasibility study, which concluded the following:

- Early-stage companies in the region have an unmet need for flexible space to collect vital data to grow as wet and dry lab spaces are practically non-existent and are in short supply nationwide.
- Region 2 would benefit from a deeper network of life science specific investment capital.
- Access to industry experts to provide mentoring and strategy can impact the success and time to market for early-stage companies.

Project Eagle+ will pilot a 2,500 sq ft shared lab facility in Blacksburg at the VTCRC to meet the demand from small early-stage companies, many of which are spinoffs from Virginia Tech and/or alumni of the Regional Accelerator & Mentoring Program (RAMP). The project team has secured an agreement with Johnson & Johnson's JLABS to bring much needed expertise, access to capital, and big-pharma thinking to the region to improve the success early-stage pipeline, particularly for those companies that have already completed RAMP. The final component will be site design and engineering work on a portion of a Carilion Clinic owned building in the City of Roanoke to further evaluate and plan for a scaled-up shared lab facility in the Roanoke Innovation Corridor

Project Eagle+

in close proximity to the Fralin Biomedical Research Institute, RAMP, Carilion Memorial Hospital, and other key health and life science ecosystem assets.

GO Virginia funds will be used to pay for architectural and engineering work and a market and feasibility study for the Roanoke site, lab equipment for the Blacksburg site, JLABS programming, salaries, events, and legal/accounting costs.

Type of Funds	Totals
GO Virginia Request	\$ 599,436.72
Matching Funds	\$ 503,687
Local Match	\$ 225,000
Additional Leverage	\$ 0
Total Project Budget	\$ 1,103,123.72

Outcomes:

Roanoke Lab Project

- Architectural & Engineering work for Roanoke site
- Market/Feasibility Study for Roanoke site

JLABS Accelerator Program/Blacksburg Lab Facility

- 8-10 companies served at the Blacksburg lab facility within 3-years and 15-17 served within 5-years
- 32 jobs created within 3-years and 138 jobs created within 5-years
- 3-4 companies expanded or scaled-up
- \$7.5 million investment in participating companies

Workgroup Discussion:

- Considerable cash match from City of Roanoke and Montgomery County.
- Great opportunity to allow emerging startups to test their proof of concepts in limited wet and dry lab space.
- Will add to the inventory within the Commonwealth of highly sought after lab space.
- Great opportunity to connect with the previously funded GO Virginia statewide Virginia Bio-Connect project, focusing on scaling up the life science/biosciences cluster throughout the Commonwealth.

Project Eagle+

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this application for approval.

Requirements	
\$2:1 Match Requirement	YES
Local Match	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	NO
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Regional ERR Applications

Per Capita Application

Growing the Pipeline: Expanding Early State Entrepreneurship Support

Region: 4

Participating Localities:

Chesterfield County (cash match)

Henrico County (cash match)

City of Richmond (cash match)

Investment Strategy: Startup Ecosystem

Targeted Industries: Advanced Manufacturing, Health/Life Sciences and Biosciences, Information and Emerging Technologies, Logistics

Type of Project: Economic Resilience and Recovery

Applicant(s): Startup Virginia

Project Goal(s): To support the entrepreneurial rise created by the pandemic to cultivate and expand the pool of early-stage startups in Region 4.

Project Description: Startup Virginia (SVA) will lead an effort to expand support for early-stage entrepreneurs through the implementation of technology platforms, addition of staff, enhancement of incubator services, and further development of two programs designed specifically for earliest-stage startups, the Idea Factory and the Entrepreneur Certificate Course. The effort will increase SVA's incubator capacity to support more aspiring entrepreneurs while enhancing incubator services for early-stage startups who desire to move beyond the idea stage. In the wake of the pandemic recession, a new wave of entrepreneurs is launching businesses at an historic rate. However, data indicates that the failure rate for these new companies is high, especially for high-growth business models, where, according to Startup Genome, 90% will not survive. In 2021, SVA has experienced an overwhelming influx in incubator membership interest and a 41% membership increase, primarily from very early-stage, high-growth-potential companies (pre-product/MVP/pre-investment stages) that need more guidance that currently does not fully exist in Region 4. Funding from this new grant will focus on strengthening the foundation for early-stage startups and expanding the programs implemented during the pandemic in 2020. This funding will also allow SVA to expand reach beyond the greater Richmond area to all of Region 4. In addition, a significant part of the match and additional funding – almost \$100,000 – will go toward scholarships for the programs and incubator membership, removing barriers and providing equitable access for entrepreneurs to develop and grow their great ideas without the cost of the programs limiting them.

Growing the Pipeline: Expanding Early State Entrepreneurship Support

GO Virginia funds will be used for a Program Manager and other SVA related-staff salaries, technology platform licenses, program buildout costs for course development, facilitation, and administration.

Type of Funds	Totals
GO Virginia Request	\$ 250,000
Matching Funds	\$ 125,000
Local Match	\$ 60,000
Additional Leverage	\$ 46,450
Total Project Budget	\$ 421,456

Outcomes:

- 20 new businesses created
- 70 early-stage companies served
- 294 entrepreneurs served
- Idea Factory custom idea-stage software platform created
- Licensed technology platform for mentoring implemented

Workgroup Discussion:

- Strong regional collaboration and local participation.
- Builds off an ERR Fast Access grant and successful pilot program (Idea Factory)
- Strong and concerted effort to engage SWAM (Small, Women and Minority) entrepreneurs
- Good partnerships with existing entrepreneurial ecosystem partners
- Effort seeks to engage all of Region 4, not just Richmond region.

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this project for approval.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	N/A

December 2021 GO Virginia Board Meeting Project Panel Bios

Doug Smith, President and CEO, Hampton Roads Alliance

Doug Smith joined the Hampton Roads Alliance as President & CEO in September of 2019. He oversees the staff of business development, business intelligence and marketing professionals and leads the operations of the region's economic development organization that represents 14 municipalities and over 70 private sector investors. Doug and the entire Alliance staff work closely with the state and local governments and the private sector to assist international and domestic companies with investment projects, expansions and relocations.

Doug, a native of Portsmouth, has lived and worked in Hampton Roads for the majority of his career. Prior to joining the Alliance he was the City Manager of Norfolk. His other previous public sector experiences include serving as Deputy City Manager in the City of Virginia Beach and as Deputy City Manager, Chief Plans and Policy Officer, and Economic Development Director in the City of Portsmouth. In 2006, he was elected to Portsmouth City Council where he gained regional experience as commissioner for the Hampton Roads Transportation Planning Organization and the Hampton Roads Planning District Commission.

In the private sector, Doug served as President & CEO of Kaufman & Canoles Consulting, where he counseled national and local developers, municipalities, higher education institutions and corporations. Doug began his career in 1985 as a banker at First Union Bank (now part of Wells Fargo) where he worked for 12 years in North Carolina, Georgia and Virginia. In his last role there, he managed 31 offices across Hampton Roads.

Smith earned a B.A. in History from the University of Virginia. He held previous positions as Vice Chair on the Alliance's Board of Directors, Chair of the Urban Land Institute (ULI) of Hampton Roads and Chair of Future of Hampton Roads. He and his wife Linda reside in Norfolk with their two children.

Jeff Gallagher, Interim Executive Director, Advanced Pharmaceutical Manufacturing/R&D Cluster Accelerator

Jeff Gallagher works in the business of life sciences. He serves now as Interim Executive Director of the Advanced Pharmaceutical Manufacturing / R&D Cluster Accelerator in Richmond/Petersburg, Virginia. Jeff also currently serves on the Board of Directors for Virginia Bioscience Health Research Corporation (VHRC, the Catalyst), the Advisory Board for the Fralin Biomedical Research Institute where he Chairs the Technology Transfer and Commercialization Committee, and VCU Innovation Gateway Technology Review Committee. He serves on the Board of Grow Capital Jobs Foundation in GO Virginia Region 4.

Jeff served until his retirement in 2019 as CEO of Virginia Bio, the statewide trade group of the life sciences industry. Virginia Bio connects and supports universities, companies, entrepreneurs, investors, clinicians, service professionals and patients to accelerate the discovery, commercialization and clinical application of bioscience products and services.

Prior to leading Virginia Bio, Jeff was a co-founder and for ten years served as VP & General Counsel for Lyotropic Therapeutics, Ashland, VA. This small specialty pharma company used its proprietary formulation technology to create new drug products for license and commercialization by mid and large pharma. Previously, he practiced corporate law in Richmond, focusing on new technology company

formation, international business, and intellectual property transactions. He counselled multiple biotechnology-based companies, including university technology spinouts, and managed the firm's China practice.

He has served on the Boards and in the leadership of multiple nonprofit organizations, including World Pediatric Project, Virginia Repertory Theatre, Wintergreen Music, Second Presbyterian Church Richmond, Virginia Law Enforcement Assistance Project and others. He volunteers with ministries helping men who are transitioning out of prison. He lives with his wife Catherine Howard in Richmond, Virginia, and has two children Nan (28) and Joseph (26).

Bill Donohue, President and CEO, GENEDGE

Bill Donohue is President of Virginia's GENEDGE ALLIANCE. The company, in its 27th year, is a Commonwealth of VA political subdivision which is the best public resource in VA helping companies Innovate, Compete and Grow. Bill leads a regionally deployed network of talented consultants who are responsible for improving the competitiveness of the technology and manufacturing sectors in VA, representing 12% of the Commonwealth's GDP. Bill's focus is on expanding services regionally to drive Strategic Innovation, Growth and Reshoring opportunities throughout relevant industrial clusters and vertical supply chains. This includes sectors such as medical devices and PPE, cyber security, nuclear shipbuilding, water purification and advanced manufacturing technologies. GENEDGE is the Virginia affiliate of the NIST Manufacturing Extension Program.

Bill's career began with GE Plastics and Silicones in the engineered materials business unit. Ultimately, he managed a global investment and technology program for a \$2.5 billion annual revenues business. Prior to joining GENEDGE, he completed general management level strategic start up, expansion and turnaround assignments for Fortune 500 companies in sealants, packaging, pressure sensitive adhesive, and electronic films businesses.

Bill is a 1981 graduate of the University of Rochester and in 1983 the GE Chemical Management Program. Bill is the former Chairperson of Danville Utilities, the largest municipally owned utility in Virginia. His active board memberships include the Old Dominion University Batten College of Engineering, and the Commonwealth Center for Advanced Manufacturing Board of Directors. He is the vice chair for the MEP National Network Leadership Team.

Bill enjoys golf, gardening, art, his golden doodle dogs, Virginia Tech and Kansas City Chiefs football. He and his wife Pamela reside in Locust Grove, VA.



Administratively Approved Enhanced Capacity Building Applications

Administrative Approvals: Enhanced Capacity Building

Project Veer

Region: 1

Participating Localities: Washington and Wise Counties, City of Bristol (letters of support)

Investment Strategy: Cluster Scale-Up

Targeted Industry(s): Manufacturing

Type of Project: Enhanced Capacity Building

Applicant(s): InvestSWVA

Project Goal(s): To perform a market analysis relative to the opportunity for Region 1's manufacturers to participate in the onshore and offshore wind supply chain.

Project Description: Project Veer builds on Region One's manufacturing industry and efforts to become a key player in the renewable energy economy. A number of manufacturers have already indicated their desire to participate in this project in order to determine their entry point as well as any possible barriers. Region One boasts a strategic logistics advantage and is considered a manufacturing hub. As a result, the Region One Council's support for this project will in turn support manufacturers by helping de-risk the opportunity and by assisting companies in search of ways to diversify by expanding into a new industry.

The team will identify supply chain sources and present to the region's stakeholder organizations on the potential for the wind energy supply chain, the process of constructing and maintaining a wind farm, and the opportunity for local industry to participate. Region One's economic and workforce development stakeholders are key to communicating the value to their members and partners of exploring this industry. Therefore, this market analysis is a critical communications exercise and will include a six-step process.

Pathway to Implementation: The project team is committed to moving right into implementation assuming the analysis and recommendations suggest a meaningful course of action for Region One's manufacturers. Both GO Virginia Region One Council and Virginia Tobacco Region Revitalization Commission staff have indicated their shared desire to proceed without delay. The project team will identify those Region One companies that are already capable of being in the wind supply chain along with the region's adjacent companies that could be part of the supply chain with a small pivot. The recommendations will be around how these companies could participate and what the expected outcomes will be, including workforce development, capital-intensive equipment, or a combination of both.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 49,750
Matching Funds	\$ 24,875
Additional Leverage	\$ 17,875
Total Project Budget	\$ 92,500

Outcomes:

- Market analysis

Strategy and Roadmap for Growing the Controlled Environmental Agriculture (CEA) Sector

Region: 3

Participating Localities: On behalf of their regional economic development organizations:

Amelia County
Buckingham County
Brunswick County
Charlotte County
Cumberland County
Danville City
Halifax County
Lunenburg County
Martinsville City
Henry County
Mecklenburg County
Nottoway County
Patrick County
Pittsylvania County
Prince Edward County

Investment Strategy: Cluster Scale-Up

Targeted Industry(s): Agriculture

Type of Project: Enhanced Capacity Building

Applicant(s): Institute for Advanced Learning and Research (IALR)

Project Goal(s): To develop a strategy and roadmap for supporting industry growth and workforce development for Controlled Environmental Agriculture (CEA) in Region 3.

Project Description: In partnership with the Virginia Tech Center for Economic and Community Engagement, the Institute for Advanced Learning and Research proposes to develop a strategy and roadmap for supporting industry growth and workforce development for Controlled Environmental Agriculture (CEA) in Region 3. The strategy and roadmap will include an analysis of this emerging and dynamic agribusiness sector, including industry and economic growth potential, identifying and validating needed facilities and infrastructure, workforce development issues and opportunities, and applied research assets. A key outcome will identify future needs and opportunities to support controlled agricultural production facilities and the underlying business investment for use by local and regional economic development and workforce development organizations and professionals.

The strategy and roadmap will produce the following deliverables:

1. Prepare a situational analysis for CEA in Region 3, including assessing infrastructure, workforce, and economic and resource assets, advantages, and deficits.
2. Identify CEA workforce training needs and pipeline development activities in Region 3 and Virginia as a whole.

- 3. Identify and prioritize Region 3’s CEA industry needs and growth opportunities for existing companies, small farm operators and entrepreneurs, and the recruitment of business investment in this sector.

- 4. Prepare a strategy and roadmap document that includes a ranked list of priority projects for GO Virginia Region 3 to best support and grow CEA-related agribusiness investment in the region’s localities and advance CEA-related workforce development programs. The strategy will position the Controlled Environment Agriculture Innovation Center as the research, development, and business investment catalyst for economic development and workforce development professionals in Region 3.

- 5. GO Virginia Region 3 staff will impanel a Situational Awareness Workgroup (SAW) representing all of Region 3’s regional and local economic development and workforce development organizations. The workgroup will convene at the Institute for Advanced Learning and Research for briefings by the principals at the project’s beginning, mid-point, and conclusion. In addition, allied organizations for economic and workforce development will be invited to participate on the SAW.

Pathway to Implementation: One of the deliverables is a strategy and roadmap document that includes a ranked list of priority projects for GO Virginia Region 3 to best support and grow CEA-related agribusiness investment in the region’s localities and advance CEA-related workforce development programs. These projects could include Startup Ecosystem, Cluster Scaleup, and Workforce Development investments.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 77,053
Matching Funds	\$ 38,543
Additional Leverage	\$ 5,224
Total Project Budget	\$ 120,820

Outcomes:

- Strategy and Roadmap

Unmanned Autonomous Systems (UxS) Route/Corridor Network Study

Region: 5

Participating Localities: City of Hampton (in-kind match) and the City of Norfolk (in-kind match)

Investment Strategy: Startup Ecosystems/Workforce Development

Targeted Industry(s): Logistics/Port Operations/Warehousing, Cybersecurity/Data Analytics/Model-Sim, Water Technologies, Unmanned Systems and Aerospace

Type of Project: Enhanced Capacity Building

Applicant(s): Old Dominion University – Virginia Institute for Spaceflight and Autonomy (VISA)

Project Goal(s): To study and clearly define the benefits, applications, needs and potential barriers to implementing an Unmanned Autonomous Systems (UxS) Route/Corridor Network within the Lower Chesapeake Bay (LCB).

Project Description: The study will examine how a network nodes and routes/corridors utilizing air, ground, and water through unmanned systems could expedite the transport of goods, services, and travelers between currently underutilized entry points, and leverage Upper Chesapeake Bay routes. It would also assess operational and technical requirements, and evaluate communications infrastructure capabilities. Part of the study would address the requirements of the FAA, U.S. Department of Transportation, U.S. Department of Commerce, and other federal agencies, which have identified a shortage of test facilities as a challenge to their missions. This effort will complement the development of a more comprehensive UxS Strategic Plan for the Hampton Roads and Eastern Shore that VISA is current conducting with Virginia Innovation Partnership Corporation (VIPIC), whereas this study is anticipated to inform strategic planning process. A Steering/Planning Committee made up of local governments, non-profits, state and federal agencies, and industry associations will be created to help guide the implementation of this planning effort.

GO Virginia funds will be used for a market and feasibility study, contract services for technical assistance, outreach, supplies, and grant administration.

Pathway to Implementation: This study will help inform the Autonomous Systems Strategic Playbook for Region 5, and leverage state and federal investment in maritime and aviation related facilities at NASA Wallops, Accomack County Airport, Fort Monroe, Cape Charles, among others.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 74,500
Local Match	\$ 73,000
Total Project Budget	\$ 174,500

Outcomes:

- Development and delivery of *Unmanned Autonomous Systems (UxS) Route/Corridor Study* to include modeling/route planning, and market and feasibility study

The Future Kings STEM Pipeline Project Focused on Black and Latino Boys

Region: 7

Participating Localities: Prince William County (letter of support)

Manassas City (letter of commitment)

Investment Strategy: Workforce Development

Targeted Industry(s): IT

Type of Project: Enhanced Capacity Building

Applicant(s): Future Kings

Project Goal(s): To expand the pipeline of minority students into STEM fields and the technology workforce

Project Description: Future Kings will lead a study to determine the feasibility of implementing the Future Kings program outside of the limited location of the Woodbridge campus of Northern Virginia Community College and expanding to Region 7.

There is a great need to expand the pipeline of minority students into STEM fields. Strategies, methods, policies and procedures for attracting boys from minority communities into STEM careers is an under-researched topic. The majority of the literature describing the STEM pipeline is focused on white and Asian students. Moreover, studies that include girls result in findings that are unlikely to identify the specific strategies and methods to attract and keep Black and Latino boys in the STEM career pipeline. This study proposes to review a program that has successfully created a pipeline of Black and Latino boys into STEM careers -- the Future Kings program.

This research project will gather empirical information about the Future Kings program. Future Kings is a workforce development program that targets Black and Latino boys who are in grades 6 to 12. The program has been in operation for over 10 years. The program has been successfully developing the type of technology workers who are a priority for the region.

The Future Kings solution is to redesign the knowledge transfer system between educator and student. Educators can increase engagement and improve outcomes for students of color by shaping their classroom practices and content to connect with the cultures their students have lived in and experienced. The core component of the redesign is the reduction of dependence on the traditional reading curriculum and its replacement with digital, visualization tools. The solution's visualization tools are complemented with experiential learning activities that are sourced in well-researched K-12 education concepts.

Pathway to Implementation: One of the deliverables is a roadmap document that will prioritize future GO Virginia workforce development projects focused on replicating the Future Kings model and expanding to the rest of Region 7.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 97,000
Matching Funds	\$ 76,000
Additional Leverage	\$ 50,000
Total Project Budget	\$ 223,000

Outcomes:

- Future Kings Expansion Feasibility Study and Roadmap

Innovation Center Roadmap

Region: 7

Participating Localities: Fairfax City and Fairfax County

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Computer Services, Cybersecurity, and Engineering Services

Type of Project: Enhanced Capacity Building

Applicant(s): NOVA Labs

Project Goal(s): To enhance Region 7’s start-up ecosystem, small business growth, and technical workforce.

Project Description: NOVA Labs’ vision for the Innovation Center project is to build on and expand their current prototyping capabilities and programming for entrepreneurs. The ECB grant will be used to develop a plan to expand the Innovation Center, add new tools and equipment, and support programs for member companies that will contribute to their success and growth. The project’s long-term goal is to double the number of entrepreneur members and double the Innovation Center’s prototyping capacity. NOVA Labs will hire consultants to conduct a facilities, equipment and programming needs assessment, develop an implementation plan and outreach strategy to publicize capabilities and build relationships with regional partners in the business startup ecosystem. GO Virginia funds will be used for consultant fees to conduct the roadmap planning and space design/planning and project monitoring and administration for Region 7. Matching funds will be used for planning and stakeholder outreach.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 52,000
Local Match	\$
Additional Leverage	
Total Project Budget	\$ 152,000

Products:

- Innovation Center Roadmap



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street
Fredericksburg, VA 22401

www.govirginia6.org

Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

9/10/2021

Dear Mr. Johnston,

On behalf of the GO Virginia Region Six Council, I am writing to inform you of the status of the Richmond County GO Virginia Project.

The sub-grantee, Richmond County, has made it known to the Region Six Council that while they were extremely excited to move forward with this project, and enhance the site availability in Region 6, the County was presented with another opportunity for the use of the property and has chosen to move forward with the other opportunity.

Richmond County wants it to be known, that this opportunity was not known during the application process and they were fully committed to moving forward with GO Virginia funding prior to learning about this opportunity.

The GO Virginia Region Six Council and Richmond County looks forward to working together on future projects.

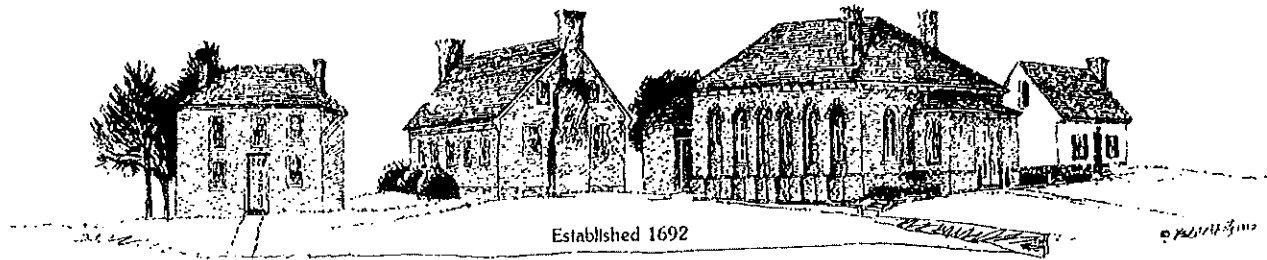
If you have any questions, please contact Jennifer Morgan, Economic Development Coordinator, George Washington Region Commission, for additional information.

Sincerely,

A handwritten signature in black ink that reads "G. William Beale".

G. William Beale, Chair
Mary Ball Washington Regional Council, GO Virginia Region Six

CC: Sara Dunnigan, DHCD
Billy Gammel, DHCD
Andrea Devening, DHCD



Richmond County Board of Supervisors

101 Court Circle P.O. Box 1000 Warsaw, Virginia 22572 (804) 333-3415 FAX (804) 333-3408 www.co.richmond.va.us

September 9, 2021

Ms. Jennifer Morgan
GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne Street
Fredericksburg, Virginia 22401

RE: Richmond County GO Virginia Project

Dear Ms. Morgan –

Please accept this letter as Richmond County’s withdrawal from our recently awarded GO Virginia Grant for parcels owned by Richmond County. While we were extremely excited to move forward with this project, and enhance the site availability in Region 6; however, the County was presented with another opportunity for the use of this property and has chosen to move forward with the other opportunity.

We want to be clear to GO Virginia, and especially the GO Virginia Region 6 Board that this opportunity was not known by us during the application process, and we were fully committed to moving forward with GO Virginia funding should it have been awarded. We look forward to the potential opportunity of working with GO Virginia in the future.

We appreciate all the work of GO Virginia Region 6, and the State Board in getting this application funded. If you have further questions, please feel free to contact us.

Sincerely,

F. Lee Sanders, Chairman
Richmond County Board of Supervisors



Memorandum

TO: GO Virginia Board Members
FROM: DHCD Staff
RE: GO Virginia Funded Projects - Update
DATE: 12/15/2021

The following link to the [GO Virginia Funded Projects](#) shows all projects funded to date and the current grant expenditures that have been drawn down as of September 30, 2021. This represents 199 projects with a total funded amount of \$74,636,508.