



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

AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD
Tuesday, September 13, 2022
1:00 PM – 3:00 PM
Library of Virginia | 800 E Broad Street, Richmond, VA 23219

For the public, Google Meet joining info
Video call link: <https://meet.google.com/ooq-pooh-xna>
Or dial: (US) +1 321-609-5129 PIN 606 183 509#

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|------|--|---------------------------|
| I. | OPENING | |
| | a. Call to order | Chair |
| | b. Roll Call | Cody Anderson |
| | c. Public Comment | Chair |
| II. | CONSENT AGENDA – Action Item | Chair |
| | a. June 14, 2022 Meeting Minutes | |
| | b. FY23 Regional Capacity Building Budgets + Memo | |
| | c. 2023 Board Calendar | |
| | d. Electronic Meeting Participation Policy Update | |
| III. | Elections of Officers – Action Items | |
| | a. Call for Nominations/Election – Chair | Bryan Horn |
| | b. Call for Nominations/Election – Vice Chair | Chair |
| IV. | DIRECTOR’S REPORT | Bryan Horn/ Sara Dunnigan |
| | a. Action Item: Per Capita Applications (4) | |
| | b. Action Item: Region 8 – NextGen Nurses | |
| | c. GO Virginia Talent Pathways Initiative Update | Sara Dunnigan |
| | d. Bio/Life Science Cluster Initiative Update | Sara Dunnigan |
| V. | PRESENTATIONS: | |
| | a. Virginia Office of Education and Economics | Heather McKay |
| VI. | INFORMATION ITEMS | Sara Dunnigan |
| | a. DHCD Approved Enhanced Capacity Building Projects | |
| | b. Funded Project Summary | |
| VII. | ADJOURNMENT | Chair |

2022 Board Meeting Schedule
Tuesday, December 13, 2022



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

VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING
June 14, 2022
1:00 PM
Monroe Building
101 N. 14th Street Richmond, Virginia 23219

Members Present

Delegate Terry Austin
Senator George Barker
The Honorable Steve Cummings
Ben J. Davenport, Jr.
Jim Dyke
W. Heywood Fralin
Leah Fremouw
Speaker Todd Gilbert
Senator Janet Howell
The Honorable Caren Merrick
Senator Frank Ruff
Todd A. Stottlemeyer
Don Robin Sullenberger
Pia Trigiani
Joe Wilson

Members Absent

Nancy Howell Agee
Eva Teig Hardy
Doug Juanarena
Delegate Terry Kilgore
Delegate Barry Knight
Marilyn H. West
John O. "Dubby" Wynne

Call to Order

Mr. Todd Stottlemeyer, Vice-Chair of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order.

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.

Public Comment

Mr. Stottlemeyer opened the floor for public comment.

No members of the public appeared before the board for public comment. The public comment period was closed.

Consent Agenda

Mr. Stottlemeyer introduced the meeting minutes of the April 21, 2022, the FY23 Capacity Building Allocation and Continuation of Match Waiver, the FY23 Regional Capacity Building Budgets, the FY23 Regional Per Capita and Statewide Competitive Fund Allocations, and a technical amendment to Board Policy #12 as part of the consent agenda. A motion was made by Mr. Davenport and seconded by Mr. Dyke to approve the consent agenda as a bloc. The motion passed.

Director's Report

Mr. Bryan Horn, Director of DHCD provided a brief overview of the budgetary process, noting that the House and Senate had adjourned from conferencing and transmitted a version of the budget to the Governor for consideration, which includes a sweep of unobligated balances from previous years of the GO Virginia program.

Ms. Sara Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD presented the Board with two different options for how a sweeping of balances could take place, should the Governor sign the proposed budget. After discussion, the Board elected to consider an option that would allow the funding of all Economic Resilience and Recovery program projects set for consideration before the board and to sweep FY19, FY20, FY21, and a portion of FY22 competitive pool money to satisfy the sweep. A motion was made by Mr. Ruff and seconded by Mr. Cummings to approve this option. The motion passed.

Ms. Dunnigan presented 10 Per Capita applications regarding workforce development, sites and infrastructure, and start up ecosystems: Maritime Entry-to-Employment Training from Region 5, Nano-IMAGINE from Region 7, Accelerating Advanced Manufacturing Workforce from Region 8, Talent Supply Connector from Region 9, Tech Talent Retention from Region 9, Technology Academies for Fauquier and Rappahannock Counties from Region 9, Hampton Roads Economic Development Sites Readiness: Phase II from Region 5, Workforce and Entrepreneurship Initiatives in a Regional Makerspace from Region 2, Accelerate 2023/2024 from Region 7, and Carver Food Business Incubator from Region 9. A motion was made by Mr. Dyke and seconded by Mr. Austin to approve the applications as recommended by staff as a bloc. The motion passed.

Ms. Dunnigan presented 4 Regional Economic Resilience and Recovery applications in the workforce development and startup ecosystem space: United Way of Southwest Virginia – Employer-Sponsored Childcare Benefit, 2022 from Region 1, Rappahannock and Germanna Community Colleges Patient Care Technician from Region 6, NextGen Nurses from Region 8, and BEACON’s Kitchen from Region 9. A motion was made by Mr. Dyke and seconded by Mr. Ruff to approve the applications as presented by staff. The motion passed.

Ms. Dunnigan presented 1 Economic Resilience and Recovery Fast Access project in the cluster scale up space: Shenandoah Valley Small Business Resiliency Teams (SBRT) Round 2 from Region 9. A motion was made by Mr. Wilson and seconded by Ms. Fremouw to approve the application as presented by staff. The motion passed.

Presentations

A panel of speakers encompassing applicants from past workforce development projects appeared before the board to present their experiences and successes of their projects that were funded by the GO Virginia program.

Ms. Dunnigan gave a brief overview of language included in the pending budget that creates a new Talent Pathways Initiative under the GO Virginia program in partnership with the Virginia Economic Development Partnership. Ms. Dunnigan noted that further details would be made available to the Board after the final budget is approved by the Governor.

Information Items

Ms. Dunnigan provided a brief overview of enhanced capacity building projects administratively approved by staff.

Adjournment

The meeting was adjourned.



Memorandum

TO: Virginia Growth and Opportunity Board
FROM: Sara Dunnigan, Deputy Director, DHCD
RE: FY23 Regional Capacity Building Budgets
DATE: 9.13.22

At the June 14, 2022 meeting, the GO Virginia Board approved the FY23 Regional Capacity Building budgets for Regions 1, 3 and 9 (highlighted in blue). The remaining regions have now had their councils officially endorse their regional budgets and have submitted for the Board for approval. The following table shows all the regional capacity building budgets, including the three regions previously approved.



FY 23 GO Virginia Regional Capacity Building Budgets									
	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Admin (General)	\$18,519	\$35,000			\$1,850		\$30,460	\$39,850	\$20,800
Audit			\$1,170	\$9,000	\$5,000		\$2,500	\$1,500	\$2,500
Contract Services	\$2,800		\$120,436	\$45,600			\$9,000	\$68,000	\$8,000
Fiscal /Accounting Services				\$26,000	\$4,650		\$4,500		
Legal Expenses							\$3,000	\$500	
Marketing, Outreach, and Websites	\$2,000	\$20,000	\$31,900	\$100		\$4,500	\$8,000	\$3,000	\$2,600
Meetings and Workshops	\$4,000	\$20,000	\$9,500	\$900	\$500	\$4,628	\$2,000	\$5,000	\$2,530
Rent	\$3,600		\$5,415	\$14,400	\$12,069				\$8,320
Salaries (Fringe if applicable)	\$207,875	\$30,000	\$80,000	\$138,900	\$217,931	\$177,710	\$182,740	\$125,000	\$202,000
Supplies & Equipment	\$4,000	\$3,000	\$500	\$600	\$5,000	\$10,010	\$2,000	\$650	\$1,250
Taxes and Insurance				\$14,500	\$3,000		\$5,100		
Travel	\$6,206	\$3,000				\$7,052	\$700	\$3,000	\$2,000
Program Support Total	\$249,000	\$111,000	\$248,921	\$250,000	\$250,000	\$203,900	\$250,000	\$246,500	\$250,000
Contract Services	\$1,000					\$46,100		\$3,500	
Technical Assistance		\$10,000	\$1,079						
Growth and Diversification Plan Development		\$45,000							
Planning Grants		\$84,000							
Planning Total	\$1,000	\$139,000	\$1,079	\$0	\$0	\$46,100	\$0	\$3,500	\$0
Project Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000

Note: The regions without budgets will propose their council approved FY23 regional capacity building budgets at the 2022 September Board meeting. Blue highlights indicate regional budget was approved at the June 14, 2022 GO Virginia State Board meeting.



Virginia Growth and Opportunity Board

2023 Proposed Board Meeting Schedule

Tuesday, March 14, 2023

Tuesday, June 13, 2023

Tuesday, September 12, 2023

Tuesday, December 12, 2023

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



Memorandum

TO: Virginia Growth and Opportunity Board

FROM: Sara Dunnigan, Deputy Director, DHCD

RE: Updated Electronic Participation Policy

DATE: 09/13/2022

Background

During the 2022 General Assembly Session, the Code of Virginia was amended to allow further flexibility as it relates to virtual participation in meetings of public bodies and provided means by which public bodies may hold all virtual public meetings. Those amendments took effect on September 1, 2022. Attached to this memorandum is an updated version of the Board Policy #2, which outlines the Board's electronic participation policy. The attached updated version is adapted to reflect changes made to Code. Substantial changes to the preexisting policy include the following:

- a) Virtual participation by a member of the Board is now allowed for (4) different reasons. For the purposes of the new policy, these reasons have been divided into two categories: personal matters and non-personal matters. Virtual participation due to a personal matter may only be used as a reason by a member of the Board twice, while participation due to non-personal matters as defined in the policy are not limited.
- b) A new section has been added to allow for the Board to conduct all-virtual meetings up to twice per year as long as such meetings are non-consecutive virtual meetings.

While the attached updated electronic participation policy strictly conforms to the minimum requirements set out by code, the Board has the liberty to make changes to the policy as long as those changes do not exceed the limits set out by code. For example, if the Board were to decide that one or less all-virtual meetings should be allowed by the policy, it may make that limitation, however it may not expand the all-virtual meeting limit past the two meeting maximum. This also applies to limitations set forth for individual member electronic participation.

In order to take advantage of new provisions pertaining to electronic participation set out by the mentioned Code changes, the Board must adopt a new electronic participation policy, whether it be the one attached or a similar such policy that would satisfy adaptations that the Board may request.





Board Policy #2

TITLE: Electronic Participation in Virginia Growth and Opportunity Board Meetings

EFFECTIVE DATE: 09/13/2022

AUTHORITY: § 2.2-3708.2 of the Code of Virginia

POLICY STATEMENT:

Individual Requests for Remote Participation:

It is the policy of the Virginia Growth and Opportunity Board that individual Board members may participate in meetings of the Board by electronic communication means as permitted by Virginia Code § 2.2-3708.3 of the Code of Virginia. This policy shall apply to the entire membership and without regard to the identity of the member requesting remote participation or the matters that will be considered or voted on at the meeting.

Whenever an individual member wishes to participate from a remote location, the law requires a quorum of the Board to be physically assembled at the primary or central meeting location.

When such individual participation is due to a personal matter, such participation is limited by law to two meetings per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater.

Requests for Individual Remote Participation; Automatic Approval Process:

Requests for remote participation by a member of the Board shall be conveyed to the Chair of the Board.

Individual participation from a remote location shall be approved unless such participation would violate this policy or provisions of the Virginia Freedom of Information Act (§ 2.2-3700 et seq.) of the Code of Virginia. If a member's participation from a remote location is challenged, then the Board shall vote whether to allow such participation.

The request for remote participation shall be recorded in the minutes of the meeting. If the Board votes to disapprove of the member's participation because such participation would violate this policy, such disapproval shall be recorded in the minutes with specificity. The minutes shall include other information as required by §§ 2.2-3707 and 2.2-3708.3.

Eligible Reasons for Individual Remote Participation:

A member of the Board may request remote participation for one of four reasons. These reasons fall into two different categories: personal matters and non-personal matters.



Requesting remote participation due to personal matters:

- a) The member is unable to attend the meeting due to a personal matter and identifies with specificity the nature of the personal matter. However, the member may not use remote participation due to personal matters more than two meetings per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater.

Requesting remote participation due to non-personal matters:

- b) The member has a temporary or permanent disability or other medical condition that prevents the member's physical attendance;
- c) A medical condition of a member of the member's family requires the member to provide care that prevents the member's physical attendance;
- d) The member's principal residence is more than 60 miles from the meeting location identified in the required notice for such meeting

The limitation to two meetings per calendar year or 25 percent of the meetings held per calendar year does not apply to non-personal matters as stated above and only applies when the member participates remotely due to a personal matter.

Minutes Requirements

- a) If an individual member remotely participates in a meeting, a general description of the remote location must be included in the minutes. The minutes should be described in a similar matter as the following: ["Member" participated from their home in [locality]" or that "[Member] participated from their office in [locality]." The remote location does not need to be open to the public.
- b) If a member remotely participates due to a (i) temporary or permanent disability or other medical condition that prevented the member's physical attendance or (ii) family member's medical condition that required the member to provide care for such family member, thereby preventing the member's physical attendance, that fact must be included in the minutes. While the fact that a disability or medical condition prevents the member's physical attendance must be recorded in the minutes, it is not required to identify the specific disability or medical condition.
- c) If a member remotely participates because the member's principal residence is more than 60 miles from the meeting location, the minutes must reflect that fact.
- d) If a member remotely participates due to a personal matter, the minutes must include the specific nature of the personal matter cited by the member.
- e) As stated above, if remote participation by a member is disapproved because it would violate the participation policy adopted by the Board, such disapproval must be recorded in the minutes with specificity.



All Virtual Public Meetings:

It is the policy of the Virginia Growth and Opportunity Board that the Board may hold all-virtual public meetings pursuant to subsection C of §2.2-3708.3. Such all virtual public meetings are limited by law to two meetings per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater. Additionally, an all-virtual public meeting may not be held consecutively with another all-virtual public meeting.

Statutory Requirements for Conducting an All-Virtual Public Meeting:

- a) An indication of whether the meeting will be an in-person or all-virtual public meeting must be included in the required meeting notice along with a statement notifying the public that the method by which the Board chooses to meet shall not be changed unless the Board provides a new meeting notice in accordance with the provisions of §2.2-3707.
- b) Public access to the all-virtual public meeting must be provided via electronic communication means.
- c) The electronic communication means used must allow the public to hear all members of the public body participating in the all-virtual public meeting and, when audio-visual technology is available, to see the members of the Board as well.
- d) A phone number or other live contact information must be provided to alert the Board if the audio or video transmission of the meeting provided by the Board fails, staff must monitor such designated means of communication during the meeting, and the Board must recess until public access is restored if the transmission fails for the public.
- e) A copy of the proposed agenda and all agenda packets and, unless exempt, all materials furnished to members of the Board for a meeting must be made available to the public in electronic format at the same time as such materials are provided to members of the Board.
- f) No more than two members of the Board are together in any one remote location unless that remote location is open to the public to physically access it.
- g) If a closed session is held during an all-virtual public meeting, transmission of the meeting to the public must resume before the public body votes to certify the closed meeting as required by subsection D of §2.2-3712.
- h) The Board shall not convene an all virtual public meeting (i) more than two times per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater, or (ii) consecutively with another all-virtual public meeting.
- i) Minutes of all-virtual public meetings held by electronic communication means are taken as required by §2.2-3707 and include the fact that the meeting was held by electronic communication means and the type of electronic communication means by which the meeting was held. If a member's participation from a remote location pursuant to this subsection is disapproved because such participation would violate the policy adopted



pursuant to subsection D, such disapproval shall be recorded in the minutes with specificity.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on September 13, 2022.

SUPERSESION: This Board policy replaces Board Policy #2 effective September 13, 2022.

DHCD DIRECTOR: Bryan Horn



Per Capita Applications Workforce Development

Per Capita Application

Tech Talent Retention

Region: 9

Applicant(s): Central Virginia Partnership for Economic Development

Participating Localities:

City of Charlottesville (advisory board)

Nelson County (advisory board)

Albemarle County (advisory board)

Culpeper County (advisory board)

Madison County (advisory board)

Louisa County (advisory board)

Investment Strategy: Workforce development

Targeted Industries: IT and Communications, Business and Financial Services, Biotechnology, Light Manufacturing

Type of Project: Per Capita

Project Goal(s): Retain college graduates to launch their careers within the Central Virginia region and provide a talent pipeline for higher paying jobs in technology fields in Region 9 targeted sectors.

Project Description: The project will grow a skilled, diverse talent pipeline for local businesses, led by the Central Virginia Partnership for Economic Development with various regional partners. Tech Talent Retention will raise awareness of local businesses through student “thought leaders” who will innovate and inspire classmates. Work will be completed by a team of undergraduate work-study “student ambassadors” led by an experienced talent director. Ambassadors (hired through a federal work-study program) will come primarily from University of Virginia (up to 5) and also from Germanna Community College and Piedmont Virginia Community College (2). Collaborative partnerships with the Charlottesville Business Innovation Council (CBIC), UVA Career Center, and CvilleBioHub will help the project complement existing efforts in talent retention and expand those efforts to the Partnership’s region. Tech Talent Retention benefits from student-driven strategies to promote local businesses. Program stakeholders will learn what students are looking for in a career and what determines decisions they make about where to work and live. Central Virginia businesses want to keep this quality talent source in the area and these student ambassadors can help them understand how to make this happen. GO Virginia funds will be used for salaries for a full time Director, part-time student wages, contract services, outreach, collaboration with partners, travel, rent and administration.

Tech Talent Retention

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 307,800
Matching Funds	\$ 155,500
Local Match	\$
Additional Leverage	\$
Total Project Budget	\$ 463,300

Outcomes:

- 55 jobs created / retained
- 100 businesses served

Products:

- Establishment of student ambassador program
- A report that summarizes what students are looking for in a career and what influences decisions about where to work and live in order to retain talent in the region

Workgroup Discussion:

- Students will be hired from UVA, GCC, and PVCC. Letters of support from PVCC and GCC were submitted with the application.
- Unique approach to employ student program ambassadors
- Strong regional support from localities

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	YES



Per Capita Applications Startup Ecosystem

Per Capita Application

CS/root

Region: 2

Applicant(s): Virginia Tech Department of Computer Science

Participating Localities:

Botetourt County (cash match)

Pulaski County (cash match)

City of Roanoke (letter of support)

Investment Strategy: Startup Ecosystem

Targeted Industries: Information and Emerging Technologies

Type of Project: Per Capita Implementation

Project Goal(s): To create a platform for computer science (CS) focused entrepreneurship in the New River and Roanoke Valleys focusing on stimulating startups in the pre-launch phase.

Project Description: CS/root is an entrepreneur hub led by the Virginia Tech Department of Computer Science in collaboration with the Virginia Tech Office of Research and Innovation, the Virginia Tech Corporate Research Center, and the Roanoke Blacksburg Technology Council (RBTC). The initiative will focus on the pre-launch phase when technical founders need the expertise of technical advisors to move their concept, IP, or ideas from the drawing board to working demonstrations for eventual use in a go-to-market strategy. CS/root will help diverse groups of local entrepreneurs, students and faculty generate innovative ideas and entrepreneurial endeavors through the following program offerings:

1. **Mentorship and Advising** from reasoned technical founders;
2. **Hands-on Training and Support** to brainstorm, encourage, develop and implement new technical ideas;
3. **Network Activities** that encourage entrepreneurial mindshare and community among CS-focused entrepreneurs; and
4. **Growing the Diversity** of ideas and participants in the local entrepreneurial community.

The specialized areas of computer science include cybersecurity, blockchain, cloud and quantum computing, artificial intelligence, and systems integration. The initiative to create cohorts of entrepreneurs who will connect with to mentors, identify colleagues, and gain access to resources.

CS/root

GO Virginia funds will be used to pay salaries and training of entrepreneurial programming and direct support of the engaged companies, and outreach and events.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 175,000
Matching Funds	\$ 175,000
Local Match	\$ 12,500
Additional Leverage	\$ -
Total Project Budget	\$ 350,000

Products:

- Formation of a Technical Advisory Board
- Formation of a Community Advisory Board
- Online resource portal

Outcomes:

- 24 jobs created over three years
- 4 new businesses created
- 200 entrepreneurs engaged
- 40 mentors engaged

Workgroup Discussion:

- Alignment with Region 2's Innovation and Entrepreneurial (I&E) Investment Plan
- Partnering with New River and Virginia Western Community Colleges to help serve as pipeline for CS/root cohorts.
- Efforts will align with existing organizations helping advanced startup ecosystem such as the RAMP Accelerator, Roanoke-Blacksburg Technology Council (RBTC), and the Virginia Tech Corporate Research Center.
- Opportunity to develop formal curriculum to support student entrepreneurs.

CS/root

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	YES

Per Capita Application

Accelerate 2023/2024

Region: 7

Applicant(s): George Mason University

Participating Localities:

Arlington County (cash match)

Fairfax County (cash and in kind match)

Prince William County (cash match)

Investment Strategy: Startup Ecosystem

Targeted Industries: Cybersecurity, Emerging Technologies, Professional Services, Transportation and Autonomous Vehicles, Bio and Life Sciences

Type of Project: Per Capita

Project Goal(s): Drawing capital from around the country to a showcase of the top tech companies in Virginia to strengthen and advance Northern VA as a world-renowned center of excellence for innovative emerging technologies, benefitting the regional community and promoting economic growth.

Project Description: ACCELERATE is a year-long process of engaging tech entrepreneurs, investors, and ecosystem partners. It culminates in an investor conference and student/high growth startup competition that showcases Virginia as a powerhouse for innovation and business opportunity. The conference convenes angel and venture investors from Region 7 and across the US to learn, network, and connect with a rich pipeline of local, tech-focused, high-growth companies. The competition targets entrepreneurs with early through mid-seed stage businesses with the potential to have an immediate, positive, and significant impact on our local economy, as well as student concepts with longer-term business viability. The competition fuels innovation based business growth by showcasing a diverse set of the best and brightest new business concepts to potential investors. GO Virginia funds will be used for salaries, event supplies, software, contract services, indirect, and grant administration costs.

Accelerate 2023/2024

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 532,269
Matching Funds	\$ 311,500
Local Match	\$ 78,500
Additional Leverage	\$ 1,301,000
Total Project Budget	\$ 2,144,769

Outcomes:

- 100 new jobs created
- \$50 Million total capital raised
- 80-120 entrepreneurs engaged

Workgroup Discussion:

- Project builds off launch of Accelerate 2022 event last year.
- Outcomes will not be unique to this effort so previously funded projects of ICAP and Smart Cities may be double counted.
- Great amount of support from private partners as well at the Virginia Biotechnology and Virginia Innovation Partnership Corporation (VIPC).
- Potential for overlap in outcomes reporting due to collaborative nature of other GOVA funded projects (ICAP, SmartCities), however, activities funded are not duplicative. Subgrantee can be asked to isolate the source of lead during reporting.

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	UNDETERMINED

Per Capita Application

Carver Food Business Incubator

Region: 9

Applicant(s): Culpeper County

Participating Localities:

Culpeper Town (letter of support)

Orange County (letter of support)

Fauquier County (letter of support)

Rappahannock County (letter of support)

Investment Strategy: Startup Ecosystem

Targeted Industries: Food and Beverage Manufacturing

Type of Project: Per Capita Implementation

Project Goal(s): To support existing Region 9 food and beverage manufactures who wish to scale existing businesses or develop/manufacture products to be sold outside of state lines. To revitalize the former George Washington Carver Regional High School (now referred to as the Carver Center) into a thriving and sustainable agricultural education, production, research, and training hub.

Project Description: Culpeper County will complete a community kitchen currently under construction by providing crucial specialized equipment, which addresses the needs of businesses as they add value to local produce and prepare products for the interstate market. GO Virginia funds will expand Food and Beverage Manufacturing opportunities. Supplemental educational offerings including business operation, scaling, and access to capital will help grow this traded sector. GO Virginia funds will be used for equipment and grant administration. Matching funds will be used to share costs of the equipment and staff support to provide workshops to the food businesses.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 199,727
Matching Funds	\$ 103,000
Local Match	\$
Additional Leverage	\$ 475,000
Total Project Budget	\$ 302,727

Carver Food Business Incubator

Outcomes:

- 93 new jobs created
- 68 businesses served
- 35 new products released to market
- 15% increase in sales

Workgroup Discussion:

- Complement to existing Industrial Revitalization Fund grant (used to pay for construction, GOVA funds for equipment)
- Builds off a market analysis/feasibility study to develop value-added food enterprise center
- Strong effort to support the more rural counties of Region 9 including all counties outside of Charlottesville/Albemarle counties in the Region
- Outcomes represent traded sector activity – metrics measure new products completed / released to production, letters from businesses reference local and interstate sales
- Demand present from 7 committed food and beverage manufacturers
- ROI not positive at Year 3, but is at Year 5 → reflects more accurate metrics and outcomes
- Sustainability – user fees intended to cover operational expenses, Business Plan and Market Analysis included as part of application

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	NO
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Memorandum

TO: Virginia Growth and Opportunity Board

FROM: Sara Dunnigan, Deputy Director, DHCD

RE: Region 8 – NextGen Nurses – Reconsideration Request

DATE: 8.29.22

Background

At the June 14th meeting of the GO Virginia State Board, the NextGen Nurses project submitted on behalf of Shenandoah University by the Region 8 Council was under consideration. The application submitted requested a grant amount of \$496,000. After review, staff recommended funding the project at a reduced level of \$306,000, which excluded the funding request for contract nursing staff preceptors at Valley Health. Staff interpreted this request as benefitting a single employer and therefore not an eligible use of GO Virginia funding. The Board approved the project at the staff recommended amount.

The Region 8 Council has requested that the Board reconsider that decision. (See attached letter)

The Board has a number of options to consider for this request:

1. The first option would maintain the same funding level approved by the Board at the June 14 meeting. In this option, it would be the discretion of the applicant to decide whether the project is feasible at the lower funding amount or whether the project would need to be cancelled.
2. The second option would require the Board to amend their initial decision, increasing the award by \$190,000. Because this project was originally funded under the Economic Recovery and Resilience (ERR) Initiative which closed at the end of the fiscal year, the Board would need to make a special motion to fully fund this project. Options include:
 - a. Allow Region 8 to use its Per Capita allocation to fund the project;
 - b. Allow the funding to come out of the Statewide Competitive fund.





Cities of: Buena Vista, Harrisonburg, Lexington,
Staunton, Waynesboro, &
Winchester
Counties of: Augusta, Bath, Clarke,
Frederick,
Highland, Page, Rockbridge,
Rockingham, Shenandoah, & Warren

July 14, 2022

Chairman Nancy Howell Agee
Virginia Growth and Opportunity Board
1108 E Main St, Ste 1100
Richmond, VA 23219

RE: Request to Reinstate Full Award Amount of Next Gen Nurses Project

Dear Chairman Agee and members of the Virginia Growth and Opportunity Board:

As stakeholders interested in rapidly addressing a worsening health workforce crisis in our region and beyond, we urge you to reconsider the full funding amount of Shenandoah University's request for the Next Gen Nurses project and make a long-term investment to build capacity in the nursing workforce pipeline of our region and beyond and create a replicable model that could be used elsewhere in the Commonwealth to address critical nursing workforce shortages.

The original Total Go Virginia project request for \$496,000.000 included \$190,000 for part time nurse preceptor contractors. The project award that was approved by the State Council was for \$306,000 and eliminated this \$190,000 line item. As described in the project narrative that was approved unanimously by the Region 8 council, the \$190,000 in funding was to go to Valley Health to pay for contract services of part time nurse contractors, with 100% of those funds ending up in the pockets of retired nurses who agreed to return to work as part time contractors serving as preceptors. None of the funds requested in the grant budget were allocated for salaries.

The rationale provided by the State Council, as verbally relayed by Sara Dunnigan, was that GO Virginia funding could not be used to pay salaries, contract services, and should not be used to benefit a single employer. However, the original proposal application as well as subsequent project presentations have made it clear that the services provided by these part time contractors would not just benefit a single employer, but instead would benefit:

- **Shenandoah University** by providing access to additional preceptors for their nursing students, thereby helping to accelerate time to market and/or helping to maintain nurses in the region post graduation.
- **Valley Health** by providing part time contractors to supplement their salaried nursing workforce, which has been highly impacted by the near and long term effects of the coronavirus.

- **Regional Healthcare Workforce** by helping to reduce the present burden that clinical training requirements put on an already overextended workforce, while simultaneously building capacity for a future workforce pipeline that can better meet the capacity needs of our region.
- **Region 8 General Public** by increasing access to care both now and in the future

The \$190,000 was allocated in the Next Gen Nurses grant budget for contract services to build regional capacity in the healthcare sector. This strategy was based on a review of past GOVA Economic Resilience and Recovery (ERR) grants that were funded, based on the assumption that the ERR grants are awarded equitably and consistently across all of the GOVA regions and according to the same set of rules and guidelines. Some (but not all) past examples of awarded GOVA ERR grants that included funding for contract services and/or salaries include the following:

- **Region 2: VT Workforce Training and COVID-19 Response**, where grant funding was used to help support trainee stipends and personnel
- **Region 3: Bridge to Recovery**, where grant funding was used to support personnel including partner contractual support, fiscal administration, website development, business training, professional service contracts, etc.
- **Region 2: Workforce Training and Regional Capacity for Rapid High-Throughput COVID-19 Testing**, where grant funding was used to support newly hired Medical Laboratory Specialists (MLS), Medical Laboratory Technicians (MLT), and student interns to help scale up the operation
- **Region 4: ForwardRVA**, where grant funding was used for developing staff capacity for providing business technical assistance
- **Region 4: Demand+Supply=Success**, where grant funds were used for contract services for website and content development, online assessment tool licenses, personnel and professional development
- **Region 9: Project Reconnect**, where grant funds were used for personnel

Without the \$190,000 in the Next Gen Nurses budget for these contract services, there is no future for the project, and Region 8 is left without a very plausible solution to the growing healthcare workforce crisis that has been greatly exacerbated by the pandemic. We respectfully request that the Virginia Growth and Opportunity Board work to identify a source for the \$190,000 to fully fund the project in light of the details provided above. We look forward to working together to fully fund this important project.

Best Regards,



Chris Kyle
Chair, GOVA Region 8



Memorandum

TO: Virginia Growth and Opportunity Board

FROM: Sara Dunnigan, Deputy Director, DHCD

RE: Talent Pathways Planning Initiative

DATE: 9.13.22

Background

[Item 114 #1c \(HB 29\)](#) outlines a new one-time \$2,500,000 allocation to the Growth and Opportunity Virginia Program for the GO Virginia Talent Pathways Planning initiative. The Department of Housing and Community Development (DHCD) will administer these funds to support analysis on the workforce needs of regional businesses and the identification of the skills and training that can help prepare Virginians to fill available jobs in regional markets. Final grant awards must be recommended by staff of the department and the Office of Education and Labor Market Alignment at the Virginia Economic Development Partnership Authority with final approval by the GO Virginia State Board.

To support the GO Virginia State Board in implementing the initiative, DHCD established a Talent Pathways Planning Initiative Workgroup. The purpose of the workgroup was to engage stakeholders in a review and discussion of the proposed guidelines for the effort.

Invited workgroup members include:

Virginia Department of Housing and Community Development - Bryan Horn/Sara Dunnigan

Virginia Economic Development Partnership - Jason El Khoubi/Heather McKay/David Devan

Virginia Department of Education - Jillian Balow/Elizabeth Schultz

State Council for Higher Education in Virginia - Peter Blake/Wendy Kang

Virginia Community College System - Sharon Morrissey/Randy Stamper/Van Wilson

GO Virginia Foundation - Chris Lloyd

Virginia Chamber of Commerce - Keith Martin

Virginia Business Higher Education Council - Kirk Cox

Virginia Association of Workforce Board Directors - Morgan Romeo

Staff recommends that the Board review and take action on the Talent Pathways Planning guidance document included in your packet.





Virginia Growth and Opportunity Fund (GO Virginia)

Talent Pathways Initiative (TPI) Planning Guidance

Section I: GO Virginia Program Intent and TPI

GO Virginia’s goal is to facilitate regional collaboration to grow and diversify the economy through supporting projects leading to the creation of more higher paying jobs through revenue derived from out-of-state sources. Programs and projects recommended by the regional councils and approved by the board shall be consistent with the strategies and targeted industry clusters outlined in each regional growth and diversification plan.

Since 2017, GO Virginia has supported many workforce development and training programs, and while several afford opportunities for duplication or scale up across regional boundaries, these projects have often been focused on specific job creation opportunities instead of leading to broader talent pathways efforts over the long term to grow and enhance the available workforce for sustainable economic growth in a region.

[House Bill 29](#), approved by the 2022 General Assembly, provided \$2.5 million to the GO Virginia State Board for planning grants to support analysis of the workforce needs of regional businesses and the identification of the skills and training that can help prepare Virginians to fill available jobs in regional markets. It is anticipated that regional councils will focus this analysis on prioritized industry clusters identified in their approved 2021 Growth and Diversification plan.

The Board envisions a planning phase and will allot each region up to \$250,000.

Using this analysis, it is anticipated that the Board, with subsequent funding, will be able to support implementation projects for talent pathways initiatives. Such efforts will seek to align training curricula with the needs of business through collaboration incentives as well as facilitate increased work-based learning experiences (internships, apprenticeships, on-the-job upskilling, and re-skilling programs) and to develop entrepreneurial talent.

Section II: Talent Pathways Initiative – Planning Phase

Establishes and funds planning for a new “talent pathways” planning initiative **to foster collaboration by business and education to meet workforce needs by developing, retaining, and attracting talent to the Commonwealth** to meet the needs of Virginia businesses.

Each region will have access to up to \$250,000 to conduct a situational analysis and to support the development of a regional talent pathway strategy to support the workforce needs of priority targeted industry clusters as identified in their approved 2021 Growth and Diversification plan.



The selection of priority cluster for this initiative should be informed by an analysis of which industry clusters support the highest growth opportunities within a region.

Such grant requests shall demonstrate existing and future collaboration among stakeholders that may include primary and secondary education, higher education, businesses, local workforce boards, non-profits, and local governments as part of this analysis and for future implementation strategies.

The Board invites interested regional councils to identify an industry cluster talent coordinating entity which may apply for up to \$250,000.

With oversight by the regional councils, the coordinating entity in each region that is interested in applying will be tasked with developing a comprehensive talent pathway analysis and prioritize strategic investments with input from regional stakeholders.

To facilitate the analysis of talent pathways that support sustained economic growth and talent development and retention in the Commonwealth, planning activities must include:

- 1) Development of industry coalitions directed by industry leaders and engaging workforce system partners to guide and advise on the following:
- 2) Completion of a quantitative and qualitative situational analysis of the workforce needs for one or more high-impact industry clusters prioritized by each region,
- 3) Completion of a gap analysis related to the jobs needed to help such clusters grow,
- 4) Identification of the skills and training needed for people to fill such jobs, including those provided through high school career and technical education, credentials, certifications, apprenticeships, internships, and other degree and non-degree programs, including a gap analysis of where such programs fall short in meeting identified needs,
- 5) Development of an asset map that evaluates the region's capacity (institutions, programs) to support the identified unmet workforce needs,
- 6) Identify strategies and supporting highest-impact pathway projects for future implementation.

The Growth and Opportunity Board will waive the local match requirement and the \$1:1 matching requirement for Talent Pathways Initiative analysis and planning proposals that undertake the effort given the exceptional economic opportunity of the initiative, but will still require the minimum Code of Virginia match of half the grant (e.g. A \$250,000 request will require \$125,000 match of non-state matching sources). Any future talent pathways implementation projects will be subject to the normal matching requirements absent subsequent action by the Board or the General Assembly.

Section III: Application Process

The application process will open upon adoption of this policy with the first grants available in December 2022, however, it is understood that not every region will be interested in or ready to apply for this funding at this time. This planning grant program shall last no longer than a year from its start date, and represent a one-time regional allocation of funds for this purpose.

The Board will accept applications for Talent Pathways Planning Initiative through Dec 2024. Any unobligated funds will be pooled for future related workforce development efforts identified by the State Board.

As Approved by the Virginia Growth and Opportunity Board
9/13/2022



Each regional council that seeks to implement this subprogram will apply to DHCD through the Centralized Application Management System (CAMS) which is utilized for all GO Virginia funding applications. Applications shall be submitted in CAMS by the regular established application deadlines. DHCD shall develop the application and make it available on the DHCD website.

Applications submitted to DHCD for consideration will be reviewed by DHCD's GO Virginia staff in collaboration with VEDP's Office of Education Economics staff and reported to the Board for consideration at the next board meeting.

Memorandum

TO: Virginia Growth and Opportunity Board
FROM: Sara Dunnigan, Deputy Director, DHCD
RE: Bio/Life Science Cluster Initiative Update
DATE: 8.29.22

[Item 115 #4c](#) in the budget directs the Department of Housing and Community development, in collaboration with the State Council of Higher Education for Virginia, to convene a task force to review recommended investments in regional initiatives to strengthen Virginia's Biotechnology, Life Sciences, and Pharmaceutical Manufacturing industry cluster. This item requires the task force to include representation from the GO Virginia Board, as well as the Virginia Economic Development Partnership, State Council of Higher Education for Virginia, and staff directors of the House Committee on Appropriations and the Senate Committee on Finance and Appropriations. DHCD is also charged with administering \$66,716,344 for investments in identified regional innovation clusters.

The three named projects include:

- Up to \$15,000,000 the first year to the Virginia Biotechnology Research Partnership Authority to support the scale-up of a Virginia pharmaceutical research, development, and manufacturing cluster in the Richmond Regional Planning District or the Crater Planning District (central Virginia).
- Up to \$18,000,000 the first year and \$18,000,000 the second year to the University of Virginia's Institute for Biotechnology to accelerate biotechnology commercialization, genomics and gene therapies, drug delivery technologies and biomanufacturing facilities in the Commonwealth over the next five fiscal years through incentives designed to attract 150 research scientists.
- Up to \$15,716,344 the first year as a grant to the City of Roanoke for the renovation of an existing facility to create advanced laboratory, business incubation and an accelerator space for the development of new biotechnology companies across southwestern Virginia.

Doug Juanarena is representing the GO Virginia State Board on the task force.

The task force has completed its initial work in developing the proposal framework and project timeline. DHCD staff has briefed the project leads and will receive the materials to present to the task force for consideration. The task force expects to make recommendations to the Commerce and Trade and Education Secretaries by Oct 21st.



Administratively Approved Enhanced Capacity Building Applications

Administrative Approvals: Enhanced Capacity Building

The Gupton Initiative

Region: Lead Region 3 with partnering regions 1,2, 4 and 8

Participating Localities:

Danville City– Region 3

Bland County – Region 1

Tazewell County – Region 1

Franklin County – Region 2

Roanoke City- Region 2

Petersburg City – Region 4

Harrisonburg City – Region 8

Rockingham County- Region 8

Crater PDC- Region 4

Investment Strategy: Workforce Development

Targeted Industry(s): Advanced Pharmaceutical Manufacturing, Advanced Manufacturing

Type of Project: Enhanced Capacity Building

Applicant(s): Virginia College Fund (VCF)

Project Goal(s): to create a pipeline of internship and employment opportunities for students of the VCF member institutions in the advanced pharmaceutical manufacturing cluster in central Virginia and further demonstrate the potential for employment in advanced manufacturing sectors across the Commonwealth.

Project Description: Virginia College Fund (VCF) will lead the Working Group, consisting of the VCF member institutions, VCU College of Engineering, and participating localities, to together develop a situational analysis, strategy, and roadmap for the Gupton Initiative, including an assessment of curriculums, student pipeline, employer demand, education articulation pathways, program implementation budget requirements, financial support for student enrollment (i.e., paid internships, stipends, housing support, etc. and resource assets, advantages, and deficits). GO Virginia funds will be used for salaries, travel, outreach, and Support Organization grant administration. Matching funds will be used for planning, contract administration, and advisory group participation with contributions from the Richmond Community Foundation, VCF member institutions, and VCU Medicines for All Institute staff.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 99,200
Matching Funds	\$ 59,000
Local Match	\$
Additional Leverage	
Total Project Budget	\$ 158,200

Products:

- Situational Awareness Working Group representing VCF member institutions, representatives of VCU, representatives of the member institution host localities, and representatives of the pharmaceutical advanced manufacturing cluster.
- Situational analysis for the Gupton Initiative, including assessing curriculums, student pipeline, employer demand, educational articulation pathways, and resource assets, advantages, and deficits.
- Strategy and roadmap to document the steps needed to ensure a smooth launch of the Gupton Initiative

Administratively Approvals: Enhanced Capacity Building

CRC REDO Strategy and Business Plan

Region: 3

Participating Localities: Amelia County (cash and in-kind match), Buckingham County (cash and in-kind match), Charlotte County (cash and in-kind match), Cumberland County (cash match), Lunenburg County (cash match), Nottoway County (cash match), and Prince Edward County (cash match)

Investment Strategy: Site Development/Startup Ecosystem

Targeted Industry(s): Advanced Manufacturing and Business Services and IT Data Centers

Type of Project: Enhanced Capacity Building

Applicant(s): Commonwealth Regional Council (CRC)

Project Goal(s): Through a series of regional discussions, the communities of the CRC footprint desire a strategic set of goals, priorities, focus and support to better reflect changes in the economic development landscape and to launch a Regional Economic Development Organization (REDO) in an effective and sustainable manner.

Project Description: CRC member localities have elected to discontinue membership in the Virginia Growth Alliance (VGA) and to charter a new REDO to reflect its current members' vision and goals. In partnership with CRC, CRC member localities, and Longwood University, the collective group are pursuing the development of a business plan that will include the following areas:

- Current State – four categories will be analyzed to inform the “current state” of the region’s economy
 - Business plan
 - Sector and labor demand
 - Existing inventory of industrial/commercial sites and buildings
 - Current staffing, program and budget capacities of each locality’s economic development operations
- Desired State . Supplementing the vision, a set of goals and strategies with benchmark and measurable outcomes will be created.
- Work Program. Based on the Desired State, the operational and programmatic functions will be determined.
 - Business Attraction
 - Business Retention/Expansion
 - Business Formation/Small Business Support
 - Site Development
 - Technical Support
 - Governance Structure
 - Budget and Financial Sustainability

GO Virginia funds will be used to prepare the business plan.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 65,000
Matching Funds	\$ 44,500
Local Match	\$ 29,500
Additional Leverage	\$
Total Project Budget	\$ 109,500

Products:

- Business Plan

Administrative Approvals: Enhanced Capacity Building

Quantitative Metrics to Determine Effects of Foreign Investment

Region: 7

Participating Localities: Arlington, Fairfax County, Northern Virginia Regional Commission (on behalf of its member localities?)

Investment Strategy: Cluster Scale-up

Targeted Industry(s): Technology, commercial-focused technology sector: computer software (including data sciences, artificial intelligence, and autonomy); cybersecurity (including services and products); consulting services; financial services; engineering services; life sciences; research organizations; emerging technologies (nano technology, material sciences, and quantum computing)

Type of Project: Enhanced Capacity Building (ECB)

Applicant(s): Northern Virginia Regional Commission

Project Goal(s): Understand at the local level the impact of foreign direct investment (FDI) on wages and jobs in region.

Project Description: The project will analyze data to understand the impact of FDI in Region 7. The project will help the region understand the role international business plays in its economy. By identifying the impact of FDI, the region will be able to identify strategies to diversify economic development and move the region to less dependency on the federal government.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 30,000
Matching Funds	\$ 15,000
Local Match	\$ 5,000
Additional Leverage	
Total Project Budget	\$ 45,000

Products:

- Local level report on impact of foreign direct investment (FDI) on wages and jobs in region, local revenue generated by FDI from largest investing countries, foreign owned affiliate jobs by sector
- Procurement of publicly-accessible data sets about foreign investment in Arlington County, City of Alexandria, Fairfax County, Loudoun County, and Prince William County



Memorandum

TO: GO Virginia Board Members
FROM: DHCD Staff
RE: GO Virginia Funded Projects - Update
DATE: 9/13/2022

The following link to the [GO Virginia Funded Projects](#) shows all projects funded to date. This represents 227 projects with a total funded amount of \$91,506,524.

