



**FY 19 GO Virginia Regional Capacity Building Budgets**

	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
<b>Admin (General)</b>	\$400	\$10,000	\$3,000	\$1,200	\$5,526		\$9,265		\$14,851
Audit			\$1,500	\$5,000	\$1,600		\$5,000	\$1,000	\$6,000
Contract Services						\$8,000	\$10,000		
<b>Fiscal /Accounting Services</b>	\$13,889	\$91,060		\$31,800	\$3,250		\$5,700		
Legal Expenses	\$5,000		\$1,800			\$4,000	\$5,000	\$1,000	
<b>Marketing, Outreach, and Websites</b>	\$12,500	\$11,040	\$2,600	\$4,600			\$1,555	\$10,000	\$11,310
Meetings and Workshops	\$25,450	\$4,840	\$12,000	\$1,200	\$1,000	\$1,073	\$1,500	\$5,000	\$6,475
Rent	\$1,200			\$14,400					\$9,460
<b>Salaries (Fringe if applicable)</b>	\$186,955	\$111,086	\$201,425	\$227,100	\$189,788	\$49,873	\$57,680	\$205,000	\$144,160
Supplies & Equipment	\$6,400	\$3,000		\$1,190	\$2,488		\$500	\$1,000	\$3,250
Taxes and Insurance				\$5,000			\$3,000		
Travel	\$12,500	\$5,000		\$1,800		\$536	\$3,000	\$2,500	\$2,790
<b>Program Support Total</b>	<b>\$264,294</b>	<b>\$236,026</b>	<b>\$222,325</b>	<b>\$293,290</b>	<b>\$203,652</b>	<b>\$63,482</b>	<b>\$102,200</b>	<b>\$225,500</b>	<b>\$198,296</b>
Contract Services	\$22,735		\$22,675	\$5,000	\$10,000	\$150,000	\$100,000	\$24,500	\$750
Technical Assistance			\$55,000				\$7,800		
Growth and Diversification Plan Development		\$41,270	\$61,111			\$36,518	\$40,000		
Planning Grants									\$50,954
<b>Planning Total</b>	<b>\$22,735</b>	<b>\$41,270</b>	<b>\$138,786</b>	<b>\$5,000</b>	<b>\$10,000</b>	<b>\$186,518</b>	<b>\$147,800</b>	<b>\$24,500</b>	<b>\$51,704</b>
<b>Project Reserves</b>	<b>\$74,082</b>	<b>\$83,815</b>	<b>\$0</b>	<b>\$62,821</b>	<b>\$147,459</b>	<b>\$111,111</b>	<b>\$111,111</b>	<b>\$111,111</b>	<b>\$111,111</b>
<b>TOTAL</b>	<b>\$361,111</b>	<b>\$361,111</b>	<b>\$361,111</b>	<b>\$361,111</b>	<b>\$361,111</b>	<b>\$361,111</b>	<b>\$361,111</b>	<b>\$361,111</b>	<b>\$361,111</b>

**REGIONAL CAPACITY BUDGETS**

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



**ECB APPROVALS**

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# ADMINISTRATIVELY APPROVED PROJECTS UNDER \$100,000

1 PROJECT APPROVED

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

## SOVA Innovation Hub

Mid-Atlantic Broadband Communities Corporation (MBC)

Total Request: \$80,000

Total Match: \$110,000

REGION 3

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ENHANCED CAPACITY BUILDING

## APPLICATION OVERVIEW

- Region 3 submitted on behalf of the Mid-Atlantic Broadband Communities Corporation (MBC)
- Request of \$80,000 for an economic impact assessment and programming review and impact evaluations
- To explore the concept of a Southern Virginia Innovation Hub that will enhance the Microsoft TechSpark program, through a modern, mixed-use facility with technology outreach programs, located in downtown South Boston.

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

SOVA INNOVATION HUB

## RECOMMENDATION

- DHCD staff has administratively approved this application.

Eligibility Requirements	
\$1:1 Match	✓
Local Participation	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓

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

SOVA INNOVATION HUB



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

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PER CAPITA APPS



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

## GCC Apprenticeship Network

Germanna Community Colleg

Total Request: \$289,200

Total Match: \$316,666, including \$198,438 local match

**REGION 6**

10 **IMPLEMENTATION**

## APPLICATION OVERVIEW

- Region 6 submitted on behalf of Germanna Community College (GCC)
- Request of \$289,200 for salaries and fringe for an Apprenticeship Director and an administrative assistant
- The pilot project will establish an Apprenticeship Network through Germanna Community College (GCC) to fill the talent pipeline within the region's priority clusters, specifically manufacturing.

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

GERMANNA APPRENTICESHIP NETWORK

## WORKGROUP FEEDBACK

- Commendable focus on work-based learning in all of the region's targeted industries
- Strong local match committed
- Should build a sustainable and scalable model, beyond hiring new positions
- If salaries can be sustained through tuition, tuition should be used instead of GOVA

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

TECH TALENT APPRENTICESHIPS

## RECOMMENDATION

- DHCD recommends this application for approval, contingent upon GCC committing to create a toolkit of resources and best practices, that can be deployed across VCCS, including a sustainability model through non-state funds.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation Requirement	✓
Out-of-State Revenue	✓
High-Wage Job Creation Potential	✓
Alignment with G&D Plan	✓
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓

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

TECH TALENT APPRENTICESHIPS



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

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VEDP UPDATE

CONFIDENTIAL – INCOMPLETE WORKING  
DRAFT – NOT FOR DISTRIBUTION

# SITE DEVELOPMENT EFFORT

WORKPLANS AND OVERVIEW DOCUMENT

October, 2018



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- **GO Virginia Board deck**
- **Appendix: Additional info on VBRSP**
- **Appendix: Category splits**
- **Appendix: GO Virginia splits**



## OVERVIEW OF THE EFFORT

- The **lack of developable sites and buildings is a major constraint** to attracting investment in Virginia, leading to elimination from consideration for at least 47 projects and \$6.5 billion in investment from 2005-2014
- **VEDP is partnering with GO Virginia and regional and local economic development partners** to identify solutions to develop a geographically-balanced portfolio of project-ready sites that align with our target industry clusters and are sufficient to reach our ambitious ten-year job growth targets

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## OVERVIEW OF THE SITE SELECTION PROCESS

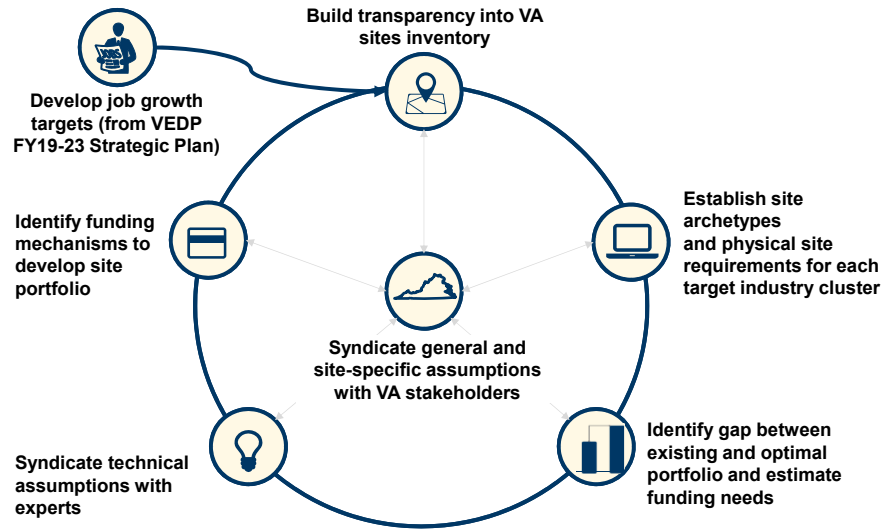
- 1 Company hires site selection consultant or initiates their own search
- 2 Site selection consultant narrows the list of potential states using numerous factors (work force, taxes, business environment, access to markets, customers, and suppliers, etc.)
- 3 Consultant will conduct initial search including state databases to find suitable sites; in addition to physical attributes, criteria include that sites have potential to be ready within 12-18 months
- 4 Consultants contact VEDP or Local EDO with RFI / RFP regarding potential locations; Short timelines for RFI / RFP mean that up-to-date, accurate site data must be maintained at all times

- 80-90% of site selection process is completed prior to contacting prospective states<sup>1</sup> (Step 4)
- The lack of project ready sites means that VA never even has the opportunity to compete for many projects

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<sup>1</sup> Timmons Group estimate

### OVERVIEW OF VEDP'S SITE DEVELOPMENT PORTFOLIO WORKPLAN



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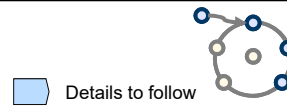
### STAKEHOLDER OUTREACH AND ENGAGEMENT PROCESS



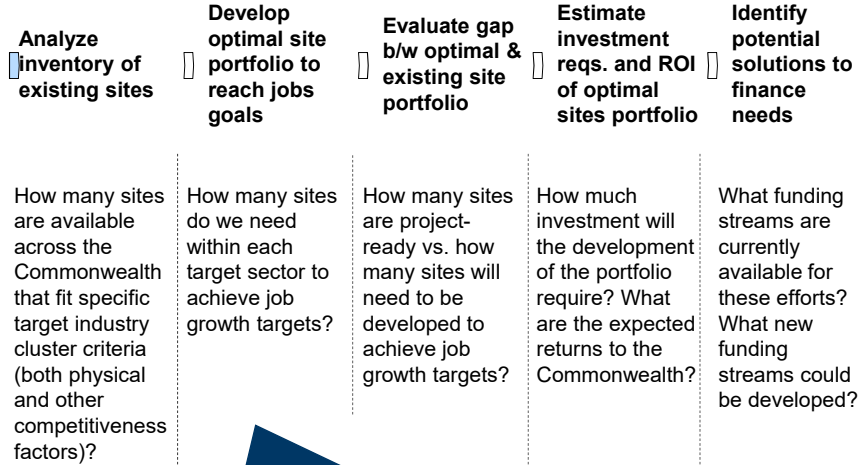
Topics	Details
<p><b>Introduce effort</b> to regional and local partners</p>	<ul style="list-style-type: none"> <li>• Introduce overall objectives and work plan to regional and local partners                             <ul style="list-style-type: none"> <li>– <i>October 2018</i>: share overview with GOVA Board</li> <li>– <i>October 2018</i>: introduce topic to GOVA support organizations</li> <li>– <i>October 2018</i>: share introductory letter from VEDP-GOVA with partners and schedule webinars and/or in-person working sessions</li> <li>– <i>October – December 2018</i>: solicit feedback and input on the process, initial analyses, and potential solutions from partners</li> </ul> </li> </ul>
<p>Assemble a <b>statewide advisory group</b> to weigh in on site priorities</p>	<ul style="list-style-type: none"> <li>• Advisory group will provide advice, help with policy decisions, and build buy-in into the process and recommendations</li> <li>• Members will consist of site experts and economic development practitioners</li> <li>• The advisory group will serve as the core team making policy recommendations, but regional EDOs and others will be consulted along the way</li> <li>• VEDP will manage and work with the advisory group</li> </ul>

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## SITES MODEL OVERVIEW



Details to follow



Site inventory analysis will be based on identified target industry clusters

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## STATEWIDE ADVISORY GROUP - PARTICIPANT CATEGORIES

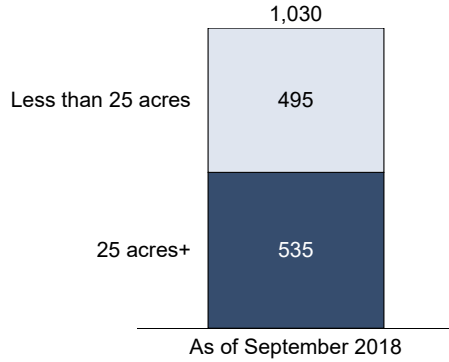


- The statewide advisory group will consist of representatives from the following categories:
  - Local and Regional Economic Developers
  - Utilities (Dominion, AEP, VNG, Columbia)
  - Telecommunications Representatives (VCTA)
  - State Agencies (GOVA, DHCD, VDOT, VDEQ)
  - Tobacco Commission
  - Private Business Leaders
  - Commercial Real Estate Developers
  - Site Consultants

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**WE ARE LIMITING OUR FOCUS TO SITES 25 ACRES OR MORE**

**Number of sites in VirginiaScan database**  
# of sites

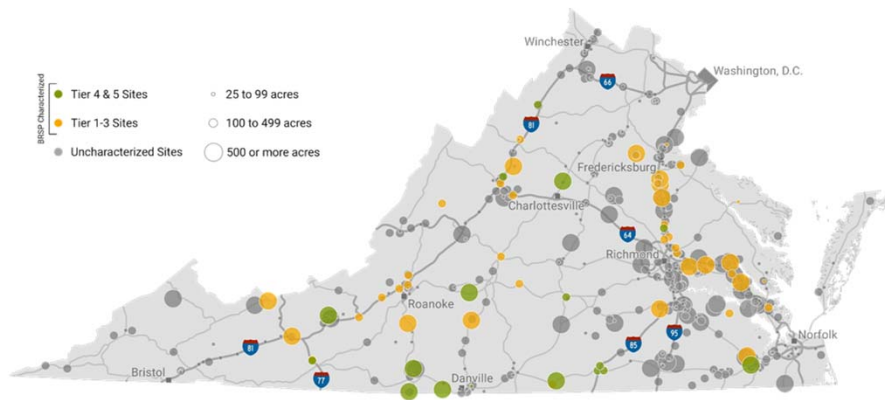


**Rationale for limiting efforts to 25 acres+ sites**

- Virginia has a **relatively robust portfolio of project-ready sites less than 25 acres in size**
- Medium-to-large sites have **significant regional and statewide economic impact**
- But, the development costs to get these sites project-ready are typically **beyond the scope of any one locality...** and often any one region

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**61 INDUSTRIAL SITES OVER 25 ACRES HAVE BEEN CHARACTERIZED IN VA, LESS THAN 15% OF THE POTENTIAL POOL**



- 61 characterized sites are shown, approximately half funded by VBRSP characterization grants and the remainder by regional and/or local efforts
- VBRSP has provided characterized grants to 36 sites<sup>1</sup> to date
- Sites characterized as tier 4 and 5 are considered certified (total: 27 sites are 25+ acres)

<sup>1</sup> VBRSP grants can be applied to an entire site, a subset(s) of one "parent" site, or multiple sites (i.e., two sites within one industrial park)

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### OTHER STATES HAVE MORE ESTABLISHED (AND LARGER) SITE CERTIFICATION PROGRAMS

State	Area Development, 2018	
	"Shovel ready" sites program rank	Overall cost of doing business rank
TN	1	2
GA	2	T-3
AL	3	T-3
SC	4	T-5
NC	5	8
OH	6	-
TX	7	1
IN	T-8	T-5
MS	T-8	T-5
KY	T-10	-
LA	T-10	T-9

Source: States' program websites

  
Tennessee

- 2018 budget of **\$7M** for site development
- Tennessee Certified Sites program lists 52 certified sites (8 with "sold" sticker)
- Minimum 20 acres; professional photos and video for each site

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Georgia

- Georgia Ready for Accelerated Development (GRAD) program launched in 2008 and counts over 60 active certified industrial sites; minimum 50 acres
- Website lists 24 companies that have located on certified sites

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Alabama

- AdvantageSite established in 2008 and claims 59 active certified sites (though only 23 shown on websites)
- Since 2008, 33 projects have located on AdvantageSites, investing \$1.3B+ and creating 6K+ jobs

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North Carolina

- 2018 Rural ReadySites Program will invest more than **\$14M** in public infrastructure construction at sites that have strong potential to attract employers

VA's VBRSP program is substantially similar to the other state programs though VBRSP is newer and likely resourced differently than other states

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### VIRGINIA BUSINESS-READY SITES CHARACTERIZATIONS TIER DESCRIPTIONS FOR SITE READINESS

Tier	Description	Estimated development investments
1	<ul style="list-style-type: none"> <li>• Raw land with interested seller</li> <li>• Not zoned for economic development, but Comp Plan indicates appropriateness.</li> </ul>	n/a
2	<ul style="list-style-type: none"> <li>• Site controlled and marketed for development</li> <li>• Option agreement with commitment to a competitive sales price</li> </ul>	\$50-100k <i>(from Tier 1 to Tier 2)</i>
3	<ul style="list-style-type: none"> <li>• Zoned industrial/commercial, due diligence completed                             <ul style="list-style-type: none"> <li>– Wetlands survey with ACOE approval within last 5 years</li> <li>– Geotechnical borings</li> <li>– Boundary and topographical survey</li> <li>– Cultural resources review</li> <li>– Endangered species review</li> <li>– Phase I ESA</li> </ul> </li> <li>• Quantified estimated costs of development</li> </ul>	\$1-2k per acre <i>(from Tier 2 to Tier 3)</i>
4	<ul style="list-style-type: none"> <li>• Certified as "infrastructure-ready"</li> <li>• Infrastructure in place or deliverable within 12 months</li> <li>• All permit issues identified and quantified</li> </ul>	\$25-100k per acre <i>(from Tier 3 to Tier 4)</i>
5	<ul style="list-style-type: none"> <li>• "Shovel Ready"</li> <li>• Most permits in place</li> <li>• Site ready for site disturbance permit</li> </ul>	n/a

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### WE WILL FOCUS ON JUST A HANDFUL OF THE 150+ FIELDS IN VIRGINIASCAN

TENTATIVE, PRIORITIZED LIST TO BE PRESSURE-TESTED BY THIRD-PARTY EXPERTS

<b>Acreage</b>	Continuous acreage (minimum 25 acres)
<b>Road</b>	Proximity to interstate
	Proximity to four-lane
<b>Rail</b>	Distance to Class I rail
<b>Water</b>	Water capacity
<b>Sewer</b>	Sewer capacity
<b>Natural gas</b>	Natural gas metrics
<b>Power</b>	Power metrics
<b>Broadband</b>	Fiber distance (for sites with no access)

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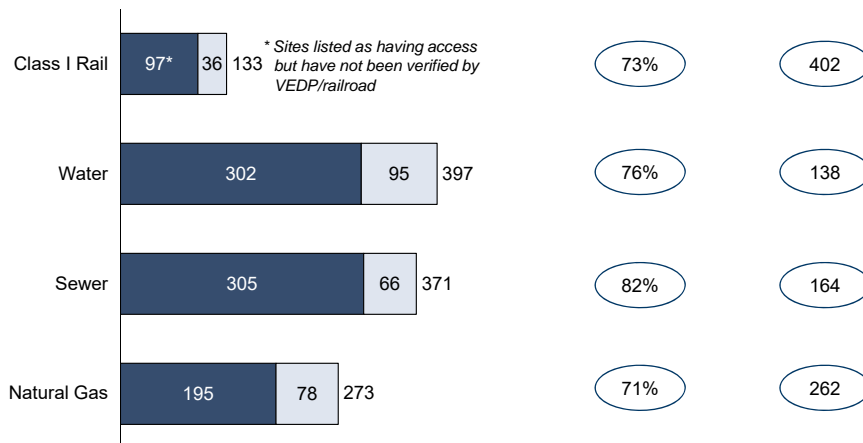
### THE MAJORITY OF SITES ARE MISSING WORKABLE ENTRIES FOR CRITICAL CATEGORIES

Workable entry means entry has a numeric value (e.g., distance, capacity), except for rail where a workable entry must be certified by rail provider

■ Sites without workable entries  
 □ Sites with workable entries

**Number of sites with access to a category missing workable entries**  
 Sites, N = 535

**Sites with access missing workable entries**      **Sites without access**



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**VEDP WILL PURSUE A RANGE OF POTENTIAL SOLUTIONS TO FILL IN VIRGINIASCAN**

Topics	Potential solutions	Stakeholder lift	Timeline (very preliminary estimates)
<b>Water and sewer</b>	<ul style="list-style-type: none"> <li>Localities work with local utilities to fill in missing data in iVS</li> <li>VEDP to kick off effort with intro letter to all localities describing sites effort</li> </ul>	Light (locals call utilities)	6 weeks-plus
<b>Power</b>	<ul style="list-style-type: none"> <li>VEDP to partner directly with power providers to fill in iVS data</li> <li>Will pilot with Dominion then roll out to AEP and cooperatives</li> </ul>	Medium (partnership with providers)	2-3 months
<b>Natural gas</b>	<ul style="list-style-type: none"> <li>VEDP to partner directly with natural gas providers to fill in iVS data</li> <li>Natural gas provider data listed in iVS</li> </ul>	Medium (partnership with providers)	2-3 months
<b>Rail access</b>	<ul style="list-style-type: none"> <li>VEDP has initiated plan with Norfolk Southern to do a high-level review to ID any areas that cannot be served by rail in 12-18 months</li> <li>Outreach to CSX in progress</li> </ul>	Medium (partnership with providers)	2-3 months
<b>Broadband</b>	<ul style="list-style-type: none"> <li>Development of potential solutions in progress</li> <li>Note: this will be a very targeted effort (only 39 of 114 sites without broadband access are missing data)</li> </ul>	Medium (partnership with providers)	1-2 months

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**THIRD-PARTY EXPERTS WILL PRESSURE TEST MODEL ASSUMPTIONS**

Topics to cover	Details
<b>Assumptions feeding into the model</b>	<ul style="list-style-type: none"> <li>Test FTE, building size, and acreage assumptions</li> <li>Test development cost per acre assumptions</li> <li>Test sector criteria (e.g., highway access, sewer access, etc.)</li> <li>Refine / help build state and local ROI assumptions (e.g., salaries, taxes, etc. by sector and project size/type)</li> </ul>
<b>Site and regional competitiveness factors</b>	<ul style="list-style-type: none"> <li>Share perspective on secondary site considerations (e.g., talent, business climate, quality-of-life) by sector</li> </ul>

**VEDP will engage two sets of experts:**

- VBRSP Advisory Committee** comprising regional EDO leads, property developers, and utility executives
- Prominent national site selection consultants**

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## OVERALL NEXT STEPS

- |  |                                      |
|--|--------------------------------------|
| 1. Engage VBRSP Advisory Committee to review sites work plan, model assumptions, and paths to fill in iVS data   | <i>October 10<sup>th</sup>, 2018</i> |
| 2. Get feedback on overall sites work plan and objectives from subset of GOVA support organizations at October meeting                                   | <i>October 16<sup>th</sup>, 2018</i> |
| 3. Introduce overall sites work plan and iVS data effort to local economic developers via intro letter and follow-up webinars                            | <i>October 2018</i>                  |
| 4. Engage national third-party experts (i.e., site consultants) to review model assumptions  | <i>October 2018</i>                  |
| 5. Update/integrate expert perspectives into existing sites portfolio model and integrate project archetype ROI assumptions to estimate state fiscal ROI | <i>Nov - Dec 2018</i>                |
| 6. Engage statewide stakeholders (e.g., governing committee) to develop approaches to prioritize site investments  | <i>Dec 2018 - Jan 2019</i>           |
| 7. Integrate findings and discussion takeaways into comprehensive report with recommended actions  | <i>Jan 2019</i>                      |

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**THE VIRGINIA BUSINESS-READY SITES PROGRAM (VBRSP) HAS TWO COMPONENTS: CHARACTERIZATION AND DEVELOPMENT**

Characterization	Development
<p><u>Purpose:</u> Assess existing levels of readiness and next steps for development for Virginia’s 100+ acre sites</p> <p><u>Process:</u> Characterization grants (of up to \$5,000 per site) are awarded to sites selected from an applicant pool by a private sector-led working group</p>	<p><u>Purpose:</u> Fund targeted development efforts to move identified sites to higher tiers of readiness</p> <p><u>Process:</u> Development grants (of up to \$500,000 per site) are awarded to sites selected from an applicant pool by a private sector-led working group</p>

**VIRGINIA BUSINESS-READY SITES PROGRAM: TIER DESCRIPTIONS FOR SITE READINESS**

Tier	Description	Estimated development investments
1	<ul style="list-style-type: none"> <li>Raw land with interested seller</li> <li>Not zoned for economic development, but Comp Plan indicates appropriateness.</li> </ul>	n/a
2	<ul style="list-style-type: none"> <li>Site controlled and marketed for development</li> <li>Option agreement with commitment to a competitive sales price</li> </ul>	\$50-100k <i>(from Tier 1 to Tier 2)</i>
3	<ul style="list-style-type: none"> <li>Zoned industrial/commercial, due diligence completed                             <ul style="list-style-type: none"> <li>Wetlands survey with ACOE approval within last 5 years</li> <li>Geotechnical borings</li> <li>Boundary and topographical survey</li> <li>Cultural resources review</li> <li>Endangered species review</li> <li>Phase I ESA</li> </ul> </li> <li>Quantified estimated costs of development</li> </ul>	\$1-2k per acre <i>(from Tier 2 to Tier 3)</i>
4	<ul style="list-style-type: none"> <li>Certified as “infrastructure-ready”</li> <li>Infrastructure in place or deliverable within 12 months</li> <li>All permit issues identified and quantified</li> </ul>	\$25-100k per acre <i>(from Tier 3 to Tier 4)</i>
5	<ul style="list-style-type: none"> <li>“Shovel Ready”</li> <li>Most permits in place</li> <li>Site ready for site disturbance permit</li> </ul>	n/a

## LIST OF CERTIFIED SITES

Property ID	Property name	Locality	GOVA region	Continuous acreage	VBRSP tier
242790	Southern Virginia Mega Site at Berry Hill	Pittsylvania	3	2,102	4
233031	New River Valley Commerce Park	Pulaski	2	445	4
241531	CenterPoint Intermodal Center	Suffolk	5	300	4
234251	Holland Axelle	Hanover	4	275	4
234164	University of Virginia Research Park	Albemarle	9	253	4
244136	Lot 24 - Progress Park	Wythe	1	166	4
234677	Roanoke River Regional Business Park	Mecklenburg	3	157	4
243450	Wingspread 135	Culpeper	9	135	4
234539	Wingspread Industrial Site	Culpeper	9	135	4
244819	Turkey Knob Road Site	Shenandoah	8	135	4
233422	Prince Edward County Business Park	Prince Edward	3	122	4
245310	Commonwealth Crossing - Tract 1	Henry	3	120	4
240373	Commonwealth Crossing Business Centre	Henry	3	120	4
234537	Hillcrest Business Park	Mecklenburg	3	116	4
235127	New London Business and Technology Center	Bedford	2	114	4
234779	Wildwood Commerce Park	Carroll	1	100	4
244382	100 Acres- Site 2- Wildwood Commerce Park	Carroll	1	100	4
234681	Virginia Lakeside Commerce Park	Mecklenburg	3	100	4
233343	Mill Place Commerce Park	Augusta	8	100	4
243449	Wingspread 80	Culpeper	9	81	4
233532	Interstate Industrial Park	Mecklenburg	3	73	4
245308	Commonwealth Crossing - Tract 4	Henry	3	55	4
285926	Lot 1 - Progress Park	Wythe	1	52	4
243451	Wingspread 50	Culpeper	9	50	4
233424	Patriot Centre Industrial Park	Henry	3	40	4
245264	Cane Creek Centre, Lot 9	Danville	3	37	5
245306	Patriot Centre Industrial Park - Tract 2	Henry	3	26	5

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## WE ARE FOCUSED ON JUST A HANDFUL OF THE 210+ FIELDS TRACKED IN VIRGINIASCAN

TENTATIVE, PRIORITIZED LIST TO BE PRESSURED-TEST BY THIRD-PARTY EXPERTS  
N = 1,030 total sites; 535 sites 25 acres or larger

Category	Metric	Sites with access		Sites without access	
		With access	Missing relevant data	Without access	Missing relevant data
Acreage	Continuous acreage (minimum 25 acres)	n/a	n/a	n/a	n/a
Road	Highway proximity	363 sites within 10 miles	n/a	172 sites beyond 10 miles	n/a
	Four-lane distance	493 sites within 10 miles	n/a	42 sites beyond 10 miles	n/a
Rail	Rail distance	133 sites	97 have <b>not</b> been verified by VEDP/Rail provider	402 sites do not have access	395 do <b>not</b> have distances to Class I
Water	Water capacity	397 sites	302 do <b>not</b> have workable entries (i.e., capacity figures)	138 sites	17 have <b>not</b> provided distances
Sewer	Sewer capacity	371 sites	305 do <b>not</b> have workable entries (i.e., capacity figures)	164 sites	24 have <b>not</b> provided distances
Natural gas	Natural gas pressure	273 sites	195 do <b>not</b> have workable entries (i.e., capacity figures)	262 sites	84 have <b>not</b> provided distances
Power	Power voltage	168 sites have workable entries	367 do <b>not</b> have workable entries (i.e., voltage figures)	n/a	n/a
Broadband	Fiber distance (for those with no access)	421 sites	n/a	114 sites	39 have <b>not</b> provided distances

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See Appendix for breakouts by category (e.g., water, sewer) and by GO Virginia region

### ROAD (INTERSTATE PROXIMITY): MISSING DATA BY GO VIRGINIA REGION

Road	Interstate proximity	363 sites within 10 miles	n/a	172 sites beyond 10 miles	n/a
	GOVA 1	23	n/a	8	n/a
	GOVA 2	40	n/a	14	n/a
	GOVA 3	6	n/a	53	n/a
	GOVA 4	125	n/a	16	n/a
	GOVA 5	34	n/a	30	n/a
	GOVA 6	58	n/a	12	n/a
	GOVA 7	14	n/a	1	n/a
	GOVA 8	54	n/a	2	n/a
	GOVA 9	9	n/a	36	n/a

#### Potential solutions to fill in data

- Not applicable – all sites have data

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**ROAD (FOUR-LANE HIGHWAY PROXIMITY): MISSING DATA BY GO VIRGINIA REGION**

Road	Four-lane distance	493 sites within 10 miles	n/a	42 sites beyond 10 miles	n/a
	GOVA 1	27	n/a	4	n/a
	GOVA 2	44	n/a	10	n/a
	GOVA 3	52	n/a	7	n/a
	GOVA 4	138	n/a	3	n/a
	GOVA 5	63	n/a	1	n/a
	GOVA 6	69	n/a	1	n/a
	GOVA 7	15	n/a	0	n/a
	GOVA 8	54	n/a	2	n/a
	GOVA 9	31	n/a	14	n/a

**Potential solutions to fill in data**

- Not applicable – all sites have data

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**RAIL: MISSING DATA BY GO VIRGINIA REGION**

Category	Metric	Sites with access		Sites without access	
		With access	With access, missing relevant data	Without access	Without access, missing relevant data
Rail	Rail distance	133 sites have access	97 have <b>not</b> been verified by VEDP/Rail provider	402 sites do not have access	395 do <b>not</b> have distances to Class I
	GOVA 1	6	0	25	24
	GOVA 2	14	12	40	38
	GOVA 3	20	13	39	38
	GOVA 4	29	23	112	111
	GOVA 5	23	19	41	40
	GOVA 6	7	5	63	63
	GOVA 7	0	0	15	15
	GOVA 8	23	21	33	32
	GOVA 9	11	4	34	34

**Potential solutions to fill in data**

- VEDP has initiated plan with Norfolk Southern to do a high-level review to ID any area that cannot be served by rail in 12-18 months
- Outreach to CSX in progress

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**WATER: MISSING DATA BY GO VIRGINIA REGION**

Water	Water capacity	397 sites	302 do <b>not</b> have workable entries (i.e., capacity figures)	138 sites	17 have <b>not</b> provided distances
	GOVA 1	26	8	5	0
	GOVA 2	43	27	11	2
	GOVA 3	46	32	13	3
	GOVA 4	103	82	38	6
	GOVA 5	53	45	11	2
	GOVA 6	51	43	19	3
	GOVA 7	14	14	1	0
	GOVA 8	44	35	12	0
	GOVA 9	17	16	28	1

**Potential solutions to fill in data**

- Localities work with local utilities to fill in missing data in iVS
- VEDP to kick off effort with intro letter to all localities describing sites effort

**41****SEWER: MISSING DATA BY GO VIRGINIA REGION**

Sewer	Sewer capacity	371 sites have access	305 do <b>not</b> have workable entries (i.e., capacity figures)	164 sites do <b>not</b> have access	24 have <b>not</b> provided distances
	GOVA 1	23	9	8	0
	GOVA 2	41	34	13	3
	GOVA 3	47	39	12	4
	GOVA 4	93	76	48	5
	GOVA 5	53	47	11	4
	GOVA 6	46	41	24	5
	GOVA 7	12	12	3	0
	GOVA 8	41	33	15	0
	GOVA 9	15	14	30	3

**Potential solutions to fill in data**

- Localities work with local utilities to fill in missing data in iVS
- VEDP to kick off effort with intro letter to all localities describing sites effort

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### NATURAL GAS: MISSING DATA BY GO VIRGINIA REGION

Natural gas	Natural gas pressure	273 sites	195 do <b>not</b> have workable entries (i.e., capacity figures)	262 sites	84 have <b>not</b> provided distances
	GOVA 1	21	8	10	1
	GOVA 2	31	16	23	8
	GOVA 3	29	24	30	15
	GOVA 4	73	58	68	24
	GOVA 5	44	32	20	4
	GOVA 6	29	28	41	16
	GOVA 7	12	10	3	1
	GOVA 8	24	12	32	5
	GOVA 9	10	7	35	10

#### Potential solutions to fill in data

- VEDP to partner directly with natural gas providers to fill in iVS data
- Natural gas provider data listed in iVS

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### BROADBAND: MISSING DATA BY GO VIRGINIA REGION

Broadband	Fiber distance (for those with no access)	421 sites	n/a	114 sites	39 have <b>not</b> provided distances
	GOVA 1	24	n/a	7	2
	GOVA 2	47	n/a	7	1
	GOVA 3	48	n/a	11	3
	GOVA 4	114	n/a	27	12
	GOVA 5	53	n/a	11	6
	GOVA 6	48	n/a	22	12
	GOVA 7	14	n/a	1	1
	GOVA 8	41	n/a	15	1
	GOVA 9	32	n/a	13	1

#### Potential solutions to fill in data

- Development of potential solutions in progress
- Note: this will be a very targeted effort (only 39 of 114 sites without broadband access are missing data)

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**POWER: MISSING DATA BY GO VIRGINIA REGION**

Power	Power voltage	168 sites have workable entries	367 do <b>not</b> have workable entries (i.e., voltage figures)	n/a	n/a
	GOVA 1	23	8	n/a	n/a
	GOVA 2	30	24	n/a	n/a
	GOVA 3	19	40	n/a	n/a
	GOVA 4	19	122	n/a	n/a
	GOVA 5	19	45	n/a	n/a
	GOVA 6	17	53	n/a	n/a
	GOVA 7	2	13	n/a	n/a
	GOVA 8	33	23	n/a	n/a
	GOVA 9	6	39	n/a	n/a

**Potential solutions to fill in data**

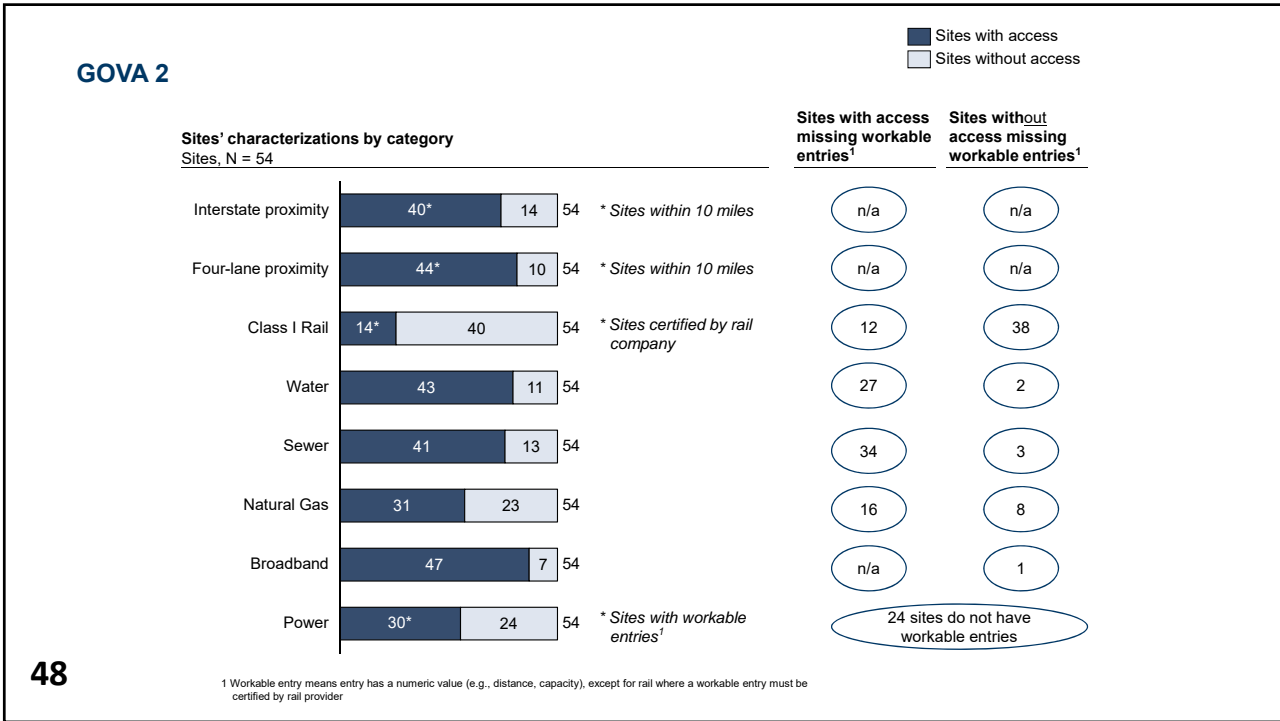
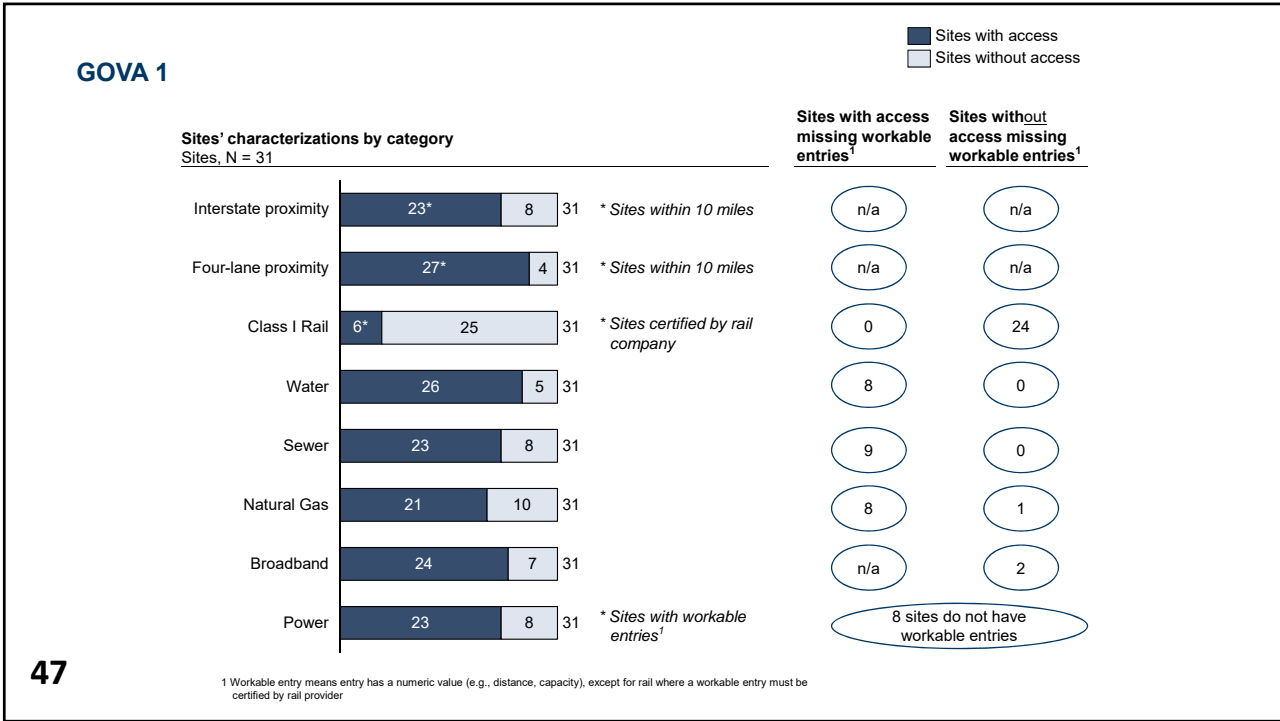
- VEDP to partner directly with power providers to fill in iVS data
- Will pilot with Dominion then roll out to AEP and cooperatives

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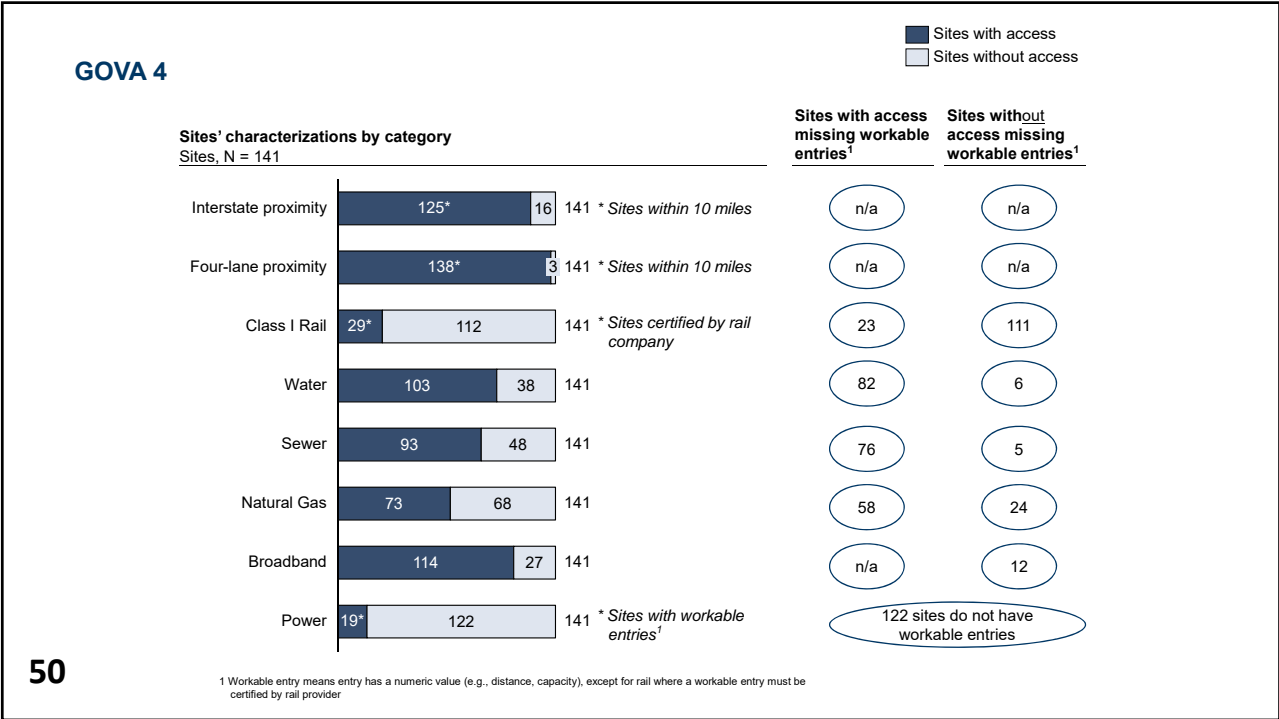
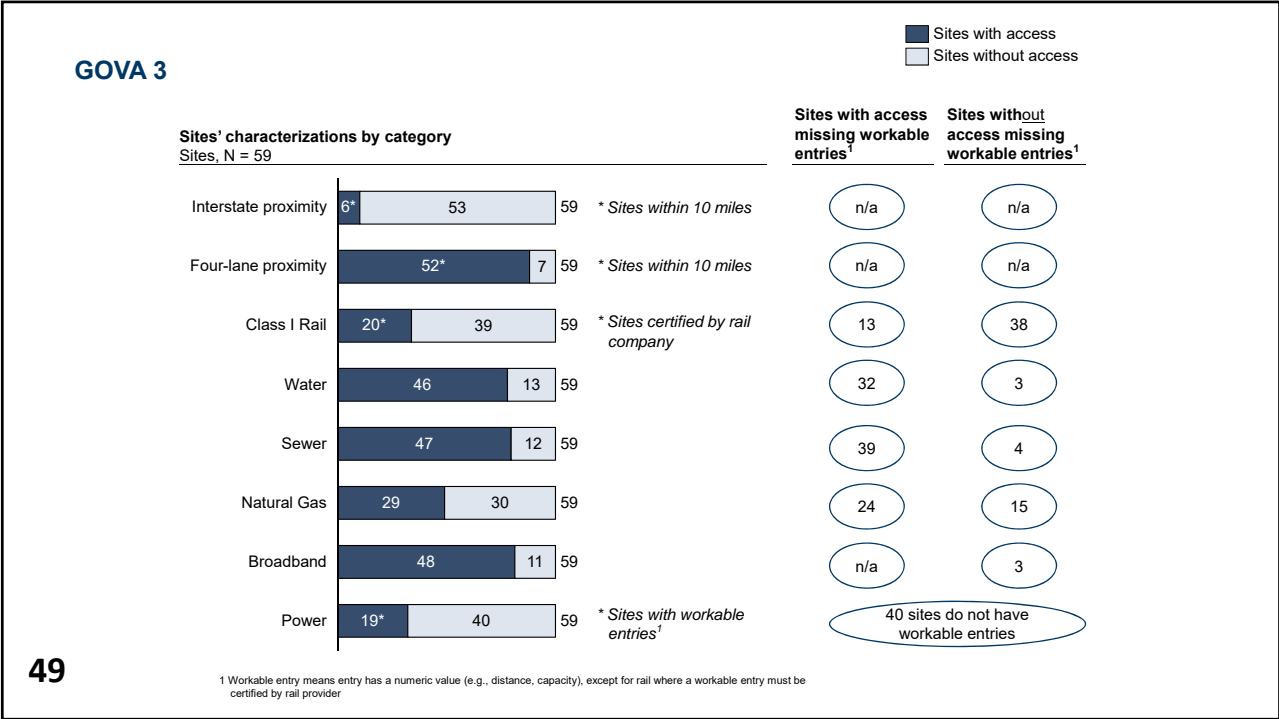
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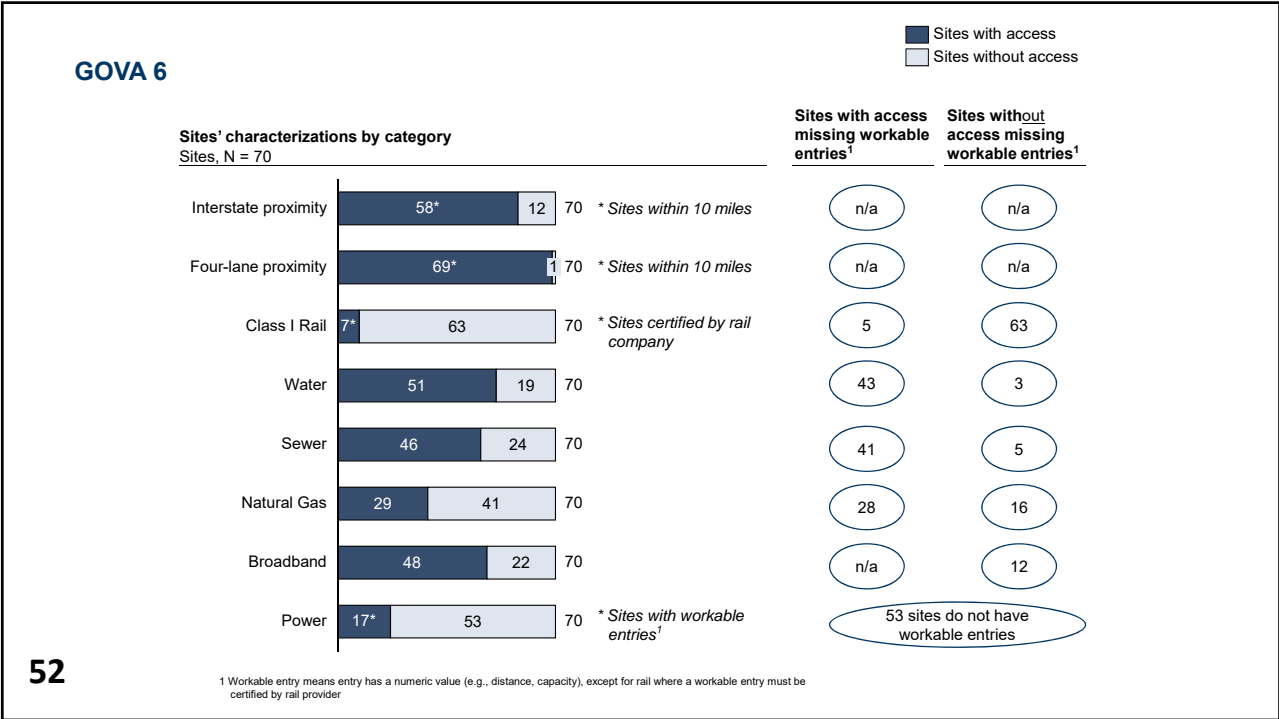
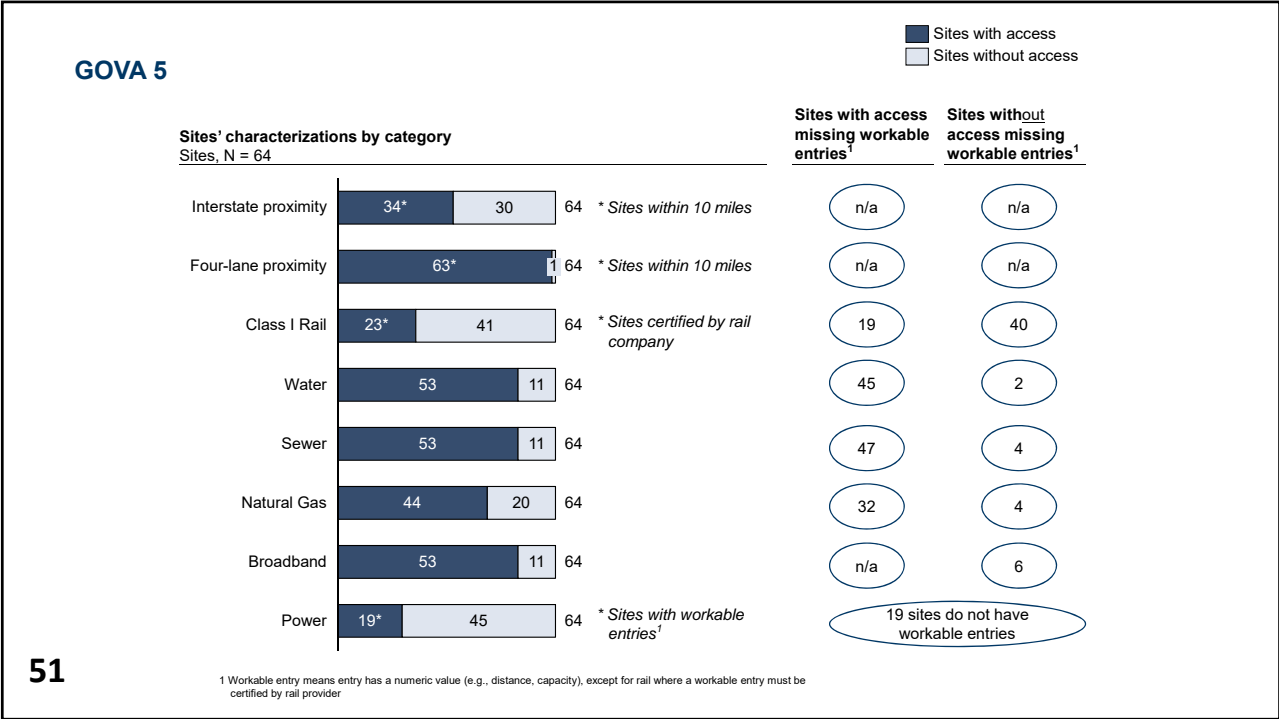
- GO Virginia Board deck
- Appendix: Additional info on VBRSP
- Appendix: Category splits
- Appendix: GO Virginia splits

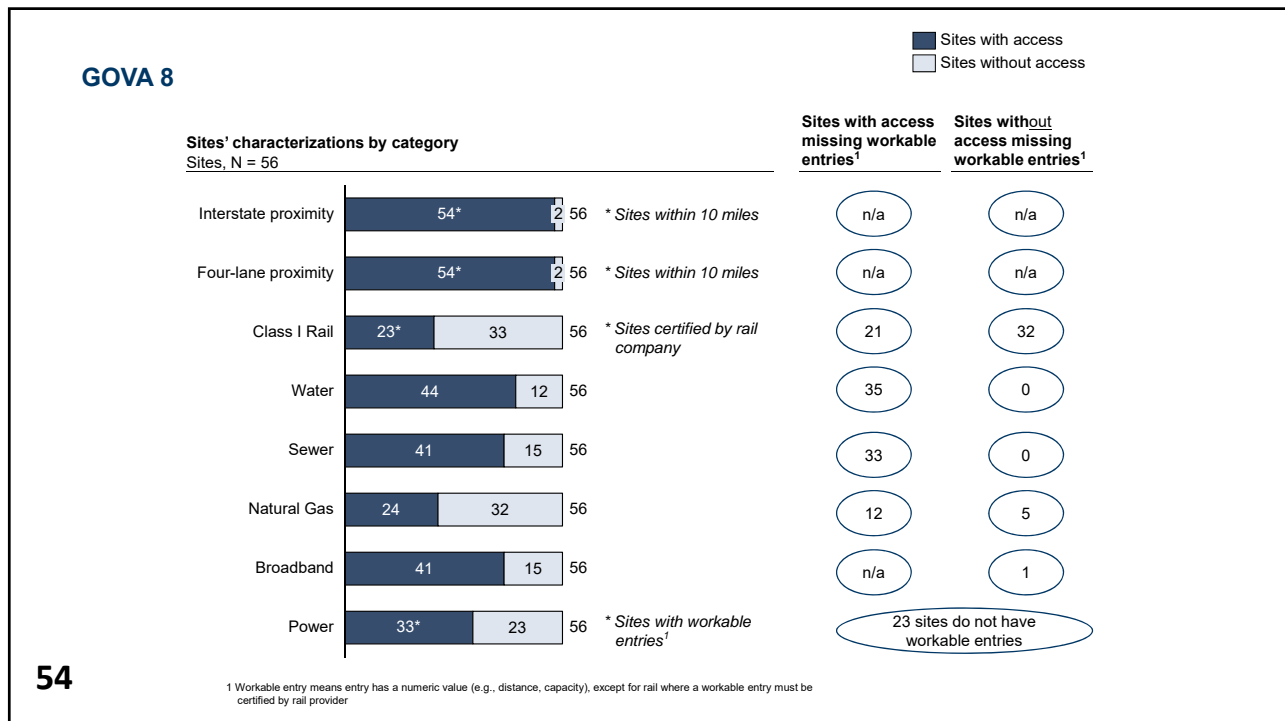
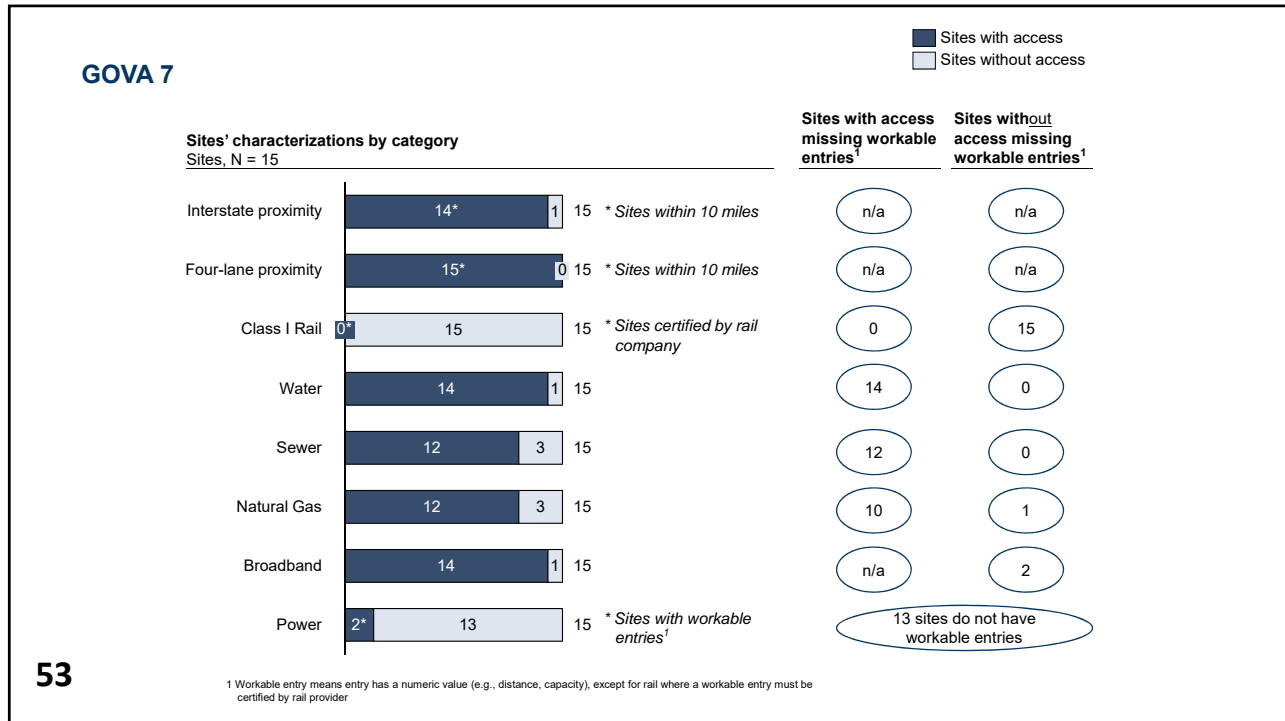
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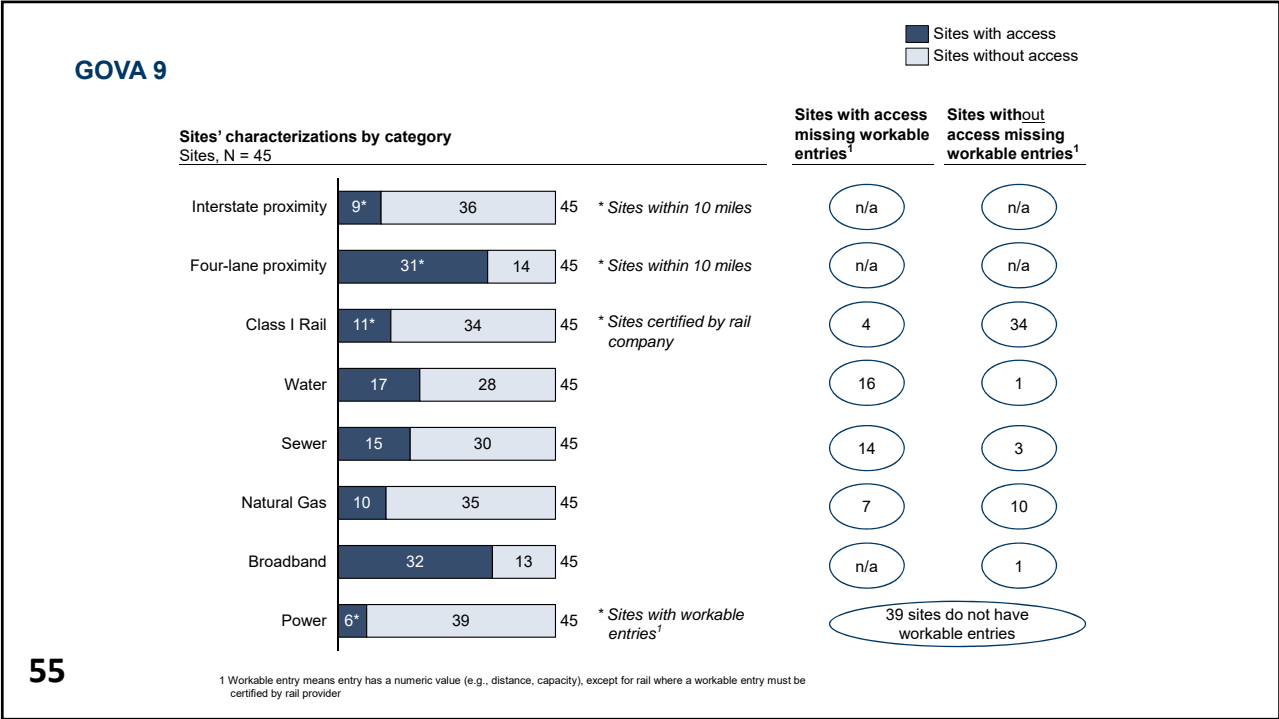












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**TECONOMY UPDATE**

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## Project Status Update

### Catalyzing the Development of Entrepreneurial Ecosystems in the GO Virginia Regions

Virginia Growth and Opportunity Board Meeting

*October 2018*



## GO Virginia Project: Addressing Challenge of Entrepreneurial Development across Regions

Ongoing initial effort to assess entrepreneurial development and unmet needs and priorities for each region.

GO Virginia's project will result in the following deliverables:

- Develop a common template of data, inventory and stakeholder perspectives to help GO Virginia regions develop their own strategic directions
- Offer best practice lessons and benchmarking to national peers
- Have each GO Virginia region prioritize key investments/activities to catalyze the development of a robust innovation ecosystem
- Consider statewide approaches to address common needs and gaps and to provide dedicated capacity to grow

GO Virginia's effort will be leveraging the ongoing work of VRIC in its implementation planning to expand the analysis of entrepreneurial ecosystems across all GO Virginia Regions

Will leverage and expand upon:

- the inventory being developed
- the stakeholder interviews
- the data analysis
- the best practices being identified
- the need for statewide approaches to supporting regional entrepreneurial ecosystems

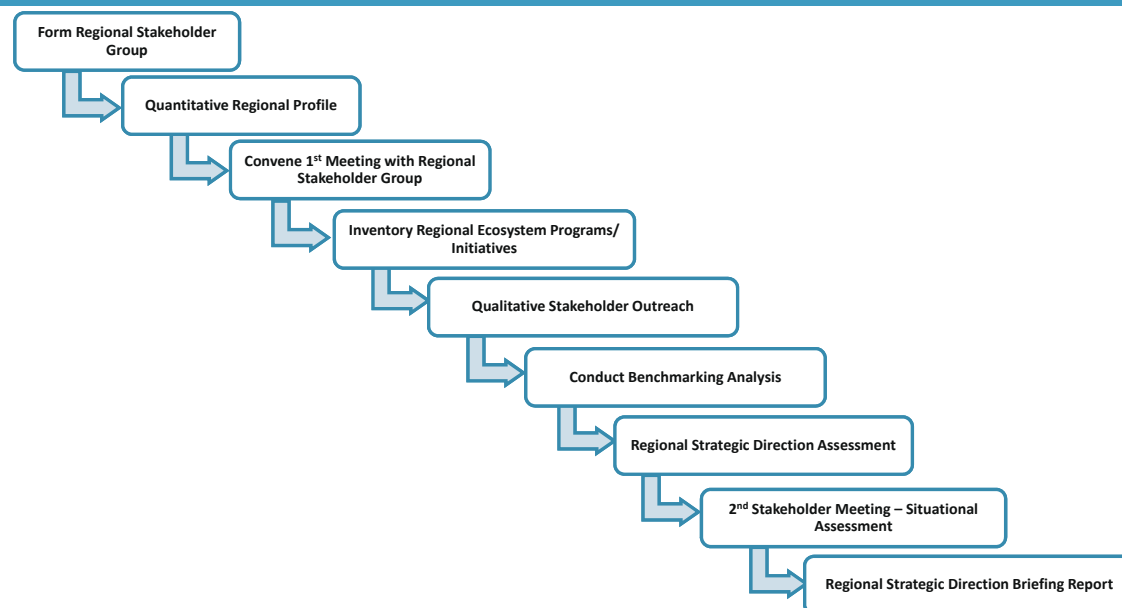
## Key Deliverables for GO Virginia Efforts to Catalyze the Development of Entrepreneurial Ecosystems in the GO Virginia Regions

### GO Virginia's project will result in the following deliverables:

- Develop a common template of data, inventory and stakeholder perspectives to help GO Virginia regions develop their own strategic directions
- Offer best practice lessons and benchmarking to national peers
- Have each GO Virginia region prioritize key investments/activities to catalyze the development of a robust innovation ecosystem
- Consider statewide approaches to address common needs and gaps

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## Project Methodology: 9 Specific Steps Underway



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## Project Status by Region

Region	Form Regional Stakeholder Group	Quantitative Regional Profile	Convene 1 <sup>st</sup> Meeting with Regional Stakeholder Group	Inventory Regional Ecosystem Programs/Initiatives	Qualitative Stakeholder Outreach	Conduct Benchmarking Analysis
Region 1: Southwest	✓	✓	✓	+	+	+
Region 2: Roanoke*	✓	✓	✓	◇	◇	+
Region 3: Southside	✓	✓	✓	+	+	+
Region 4: Greater Richmond*	✓	✓	✓	◇	◇	+
Region 5: Hampton Roads*	✓	✓	✓	◇	◇	+
Region 6: Mary Ball Washington	+	✓	+	+	+	+
Region 7: Northern VA*	✓	✓	+	◇	◇	+
Region 8: Shenandoah Valley	✓	✓	✓	+	+	+
Region 9: Piedmont Opportunity Corridor*	✓	✓	✓	◇	◇	+

\* Able to significantly leverage the work of VRIC to advance the analysis

- ✓ Completed
- + In Progress
- ◇ Largely Completed

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## Next Steps

- By End of October:
  - Complete 1<sup>st</sup> meeting in each region and finish regional inventories and qualitative assessments if regional support structure can support timeline
  - Complete benchmarking analysis
- By end of November
  - Conduct Regional Strategic Direction Assessments and present findings to Regional Stakeholder Groups
- By Mid-December
  - Develop Regional Strategic Direction Briefing Report

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### Innovating Tomorrow's Economic Landscape

TEconomy Partners is a global leader in research, analysis and strategy for innovation-based economic development. Today we're helping nations, states, regions, universities, and industries blueprint their future and translate knowledge into prosperity.

The logo for GO VIRGINIA features a large green "G" followed by a green circle containing a white outline of the state of Virginia and a green arrow pointing right. Below the "G" and circle is the word "VIRGINIA" in blue.

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**UPCOMING MEETINGS**

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## 2018 BOARD SCHEDULE

- **Tuesday, December 11 at 1:00PM**
  - **Location: House Room 1, Capitol**

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**UPCOMING MEETINGS**