



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

**AGENDA**  
**VIRGINIA GROWTH AND OPPORTUNITY BOARD**

**Tuesday, March 11, 2025**

**1:00 PM – 3:00 PM**

[Virtual Link](#)

**Location:**

**Library of Virginia**

**1<sup>st</sup> Floor Conference Room**

**800 E Broad St, Richmond, VA 23219**

**If unable to join virtually, please dial for technical assistance: 1-804-773-9075**

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|-------|---|-------------------|
| I.    | OPENING   |                   |
|       | a. Call to Order  | Chair             |
|       | b. Introduction of New Members  | Chair             |
|       | c. Roll Call  | Cody Anderson     |
|       | d. Public Comment   | Chair             |
| II.   | CONSENT AGENDA – <b>Action Item</b>   | Chair             |
|       | a. December 10, 2024 Meeting Minutes  |                   |
|       | b. Board Policy #10: Helene Business Recovery Initiative (HBRI)                   |                   |
|       | c. Withdrawal: Lee County, Western Lee Sewer Project Phase I-A                    |                   |
| III.  | PRESENTATIONS   |                   |
|       | a. Catalyzing Biotechnology in GO Virginia Region 2                               | Erin Burcham      |
|       | b. GO TEC Evaluation Tool Update  | Julie Brown       |
| IV.   | DEPUTY DIRECTOR’S REPORT  | Sara Dunnigan     |
|       | a. <b>Action Item:</b> Per Capita Applications (4)<br>Competitive Application (1) |                   |
|       | b. GO Virginia Sites & Infrastructure Application Addendum                        |                   |
| V.    | PROGRAM PERFORMANCE AND EVALUATION COMMITTEE REPORT                               | Todd Stottlemeyer |
|       | a. Project VITAL Update   |                   |
| VI.   | GOVERNANCE AND POLICY COMMITTEE REPORT  | Emily O’Quinn     |
|       | a. Board Bylaws Revisions   |                   |
|       | b. Upcoming Expiring Terms and Board Membership Turnover Report                   |                   |
| VII.  | REGIONAL COUNCIL COMMITTEE REPORT   | Leah Fremouw      |
| VIII. | LEGISLATIVE UPDATE  | Bryan Horn        |
| IX.   | INFORMATION ITEMS   | Sara Dunnigan     |
|       | a. DHCD Administratively Approved Projects  |                   |



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X. ADJOURNMENT

Chair

**Next Meeting Dates:**  
Tuesday, June 10, 2025  
Tuesday, September 9, 2025

### III. CONSENT AGENDA - *Action Items*

- a. December 10, 2024 Meeting Minutes
- b. Board Policy #10: Helene Business Recovery Initiative (HBRI)
- c. Withdrawal: Lee County, Western Lee Sewer Project Phase I-A



VIRGINIA INITIATIVE FOR  
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**VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING**  
**December 10, 2024**  
**1:00 PM**  
**Virtual Meeting**

Members Present

Reggie Aggarwal  
Jim Cheng  
The Honorable Steve Cummings  
Ben J. Davenport, Jr  
Cliff Fleet  
W. Heywood Fralin  
Leah Fremouw  
Kenneth Johnson  
Delegate Terry Kilgore  
John King  
Senator L. Louise Lucas  
Delegate Michelle Maldonado  
Senator Ryan McDougle  
The Honorable Caren Merrick  
Jon Peterson  
Fouad Qreitem  
The Honorable Bryan Slater  
Todd A. Stottlemyer  
Delegate Luke Torian

Members Absent

Nancy Howell Agee  
Senator Creigh Deeds  
Emily O'Quinn  
Delegate Don Scott

Call to Order

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

Roll Call

Mr. Cody Anderson, GO Virginia Program Administrator for the Department of Housing and Community Development (DHCD), called the roll and stated that a quorum was present.

Public Comment	<p>Mr. Stottlemeyer opened the floor for public comment. No members of the public appeared before the Board for the public comment period.</p> <p>The public comment period was closed.</p>
Presentations	<p>Linda Green, Executive Director of the Southern Virginia Regional Alliance (SVRA) provided an overview of the work accomplished by the Alliance over the course of several GO Virginia grant applications and stressed the importance of GO Virginia’s role in the site development pipeline for the Commonwealth.</p>
Consent Agenda	<p>Mr. Stottlemeyer noted that the consent agenda, including the June 4, 2024 meeting minutes, the September 10, 2024 meeting minutes, commemorating resolutions for Jim Dyke, Pia Trigiani, and Frank Ruff, and technical amendments to Board Policy #3, Board Policy #6, Board Policy #8, Board Policy #9, and Board Policy #16 would be voted on as a block.</p> <p>A motion was made by Mr. Kilgore and seconded by Mr. King to approve the consent agenda items as presented. The motion passed (Y – Aggarwal, Cheng, Cummings, Fleet, Fralin, Fremouw, Johnson, Kilgore, King, Lucas, Maldonado, McDougle, Merrick, Peterson, Qreitem, Slater, Stottlemeyer, Torian; N – none).</p>
Deputy Director’s Report	<p>Ms. Sara Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD, provided a brief overview of the application review process for GO Virginia grant applications.</p> <p>Ms. Dunnigan presented the Board with 5 Per Capita applications regarding workforce development, startup ecosystems, and site development and infrastructure: Career Advancement and Resource Education (CARE) from Region 6, AI and Business Skills Training for Life Sciences (ABLE) from Region 7, Expanding Business Ecosystems (EBE) Business Accelerator from Region 6, Blue Mountain Extended Due Diligence from Region 8, and Clarke County Camp 7 Site Development Planning from Region 8.</p> <p>Ms. Dunnigan also presented the Board with 2 Talent Pathways Planning Initiative applications: Talent Pipeline Management to Support Advanced Manufacturing and Controlled Environment Agriculture from Region 3 and BioBridge Talent Pathways Planning from Region 9.</p>

Mr. Stottlemeyer noted that the Board would vote on the proposed projects as a block.

Mr. Davenport requested that Talent Pipeline Management to Support Advanced Manufacturing and Controlled Environment Agriculture be removed from the block vote, citing a conflict of interest and a need to abstain from the vote for that project.

After discussion, a motion was made by Ms. Fremouw and seconded by Mr. Fleet to approve the remainder of the projects as recommended by staff. The motion passed (Y – Aggarwal, Cheng, Cummings, Davenport, Fleet, Fralin, Fremouw, Johnson, Kilgore, King, Lucas, Maldonado, McDougle, Merrick, Peterson, Qreitem, Slater, Stottlemeyer, Torian; N – none).

A motion was made by Mr. Aggarwal and seconded by Ms. Fremouw to approve the Talent Pipeline Management to Support Advanced Manufacturing and Controlled Environment Agriculture application. The motion passed (Y – Aggarwal, Cheng, Cummings, Fleet, Fralin, Fremouw, Johnson, Kilgore, King, Lucas, Maldonado, McDougle, Merrick, Peterson, Qreitem, Slater, Stottlemeyer, Torian; N – none; Abstained: Davenport).

Ms. Dunnigan provided the Board with a live demonstration of the GO Virginia Performance Dashboard, a new tool that will be available to any member of the public online to view updates on the various projects, outcomes, and outcome commitments for GO Virginia projects.

Ms. Dunnigan provided an overview of proposed Board Policy #10, which creates a new subprogram called the Helene Business Recovery Initiative (HBRI). The new policy reserves \$1.5M from the GO Virginia Competitive Fund for the purposes of expedited resources and relief to localities impacted by Hurricane Helene.

After discussion, a motion was made by Jim Cheng and seconded by Kenneth Johnson to approve the policy contingent on confirmation by Youngkin Administration staff that an unmet resource demand exists that this new subprogram would address. The motion passed (Y – Aggarwal, Cheng, Cummings, Davenport, Fleet, Fralin, Fremouw, Johnson, Kilgore, King, Lucas, Maldonado, McDougle, Merrick, Peterson, Qreitem, Slater, Stottlemeyer, Torian; N – none).

Mr. Johnson noted that staff should consider bringing forward a future Board policy or recommendation for criteria that could be used to decide and define the extent of future disaster-related initiatives.

JLARC Report:  
Recommendations  
Implementation

Ms. Dunnigan noted that there had been one year since the JLARC Report on GO Virginia had been released and that updates on the progress the Board has made toward addressing the report's recommendations could be found in the Board Packet.

Program Performance  
and Evaluation  
Committee Report

Mr. Stottlemeyer provided the Board with a brief overview of the recent meetings of the Program Performance and Evaluation Committee, including progress made toward approval of a memorandum of understanding between Activation Capital, Cville Biohub, Verge Alliance, GO Virginia Regional Council 2, GO Virginia Regional Council 4, GO Virginia Regional Council 9, Virginia Innovation Partnership Corporation, Virginia Economic Development Partnership, and Virginia Catalyst ensuring a collaborative framework for investments in biosciences. Mr. Stottlemeyer noted that this was a contingency requirement for the three interconnected VITAL projects approved by the Board in June 2024. Mr. Stottlemeyer stated that Region 9 and Cville Biohub were already under contract to begin work on their project and that the Board should anticipate Region 2 and Verge as well as Region 4 and Activation Capital to be under contract in the following weeks.

Regional Council  
Committee Report

Mr. Stottlemeyer recognized Ms. Fremouw, Chair of the Regional Council Committee to provide a report on the Committee's work.

Ms. Fremouw noted that the inaugural meeting of the Committee had taken place on November 8<sup>th</sup>, 2024. Ms. Fremouw provided an overview of the discussions that took place at that meeting.

Ms. Fremouw introduced a standing motion to create an advisory council to the Regional Councils Committee composed of Regional Council representatives from each of the 9 GO Virginia Regions for Board consideration.

After discussion, a second was made by Mr. Fralin to approve the establishment of the Regional Council Advisory Council as presented. The motion passed (Y – Cheng, Cummings, Davenport, Fleet, Fremouw, Johnson, Kilgore, King, Lucas, Maldonado, McDougle, Merrick, Peterson, Qreitem, Slater, Stottlemeyer, Torian; N – none).

Executive Order 42: Mr. Stottlemyer recognized Deputy Secretary of Commerce and  
Catalyzing Housing Trade Maggie Beal to present on Executive Order 42.  
Development for Critical  
Workforce and Economic Ms. Beal discussed the intention of the Executive Order, which  
Needs with Interagency directs the Virginia Economic Development Partnership to require  
Collaboration the inclusion of housing plans as part of their applications for the  
site investments for the Virginia Business Ready Sites Program. Ms.  
Beal requested that the Board consider a similar course of action  
for GO Virginia site development applications.

After discussion, Ms. Dunnigan noted that DHCD staff would consult  
subject matter experts and provide information and a  
recommendation for approaching the topic at the March meeting  
of the Board.

Information Items Mr. Stottlemyer noted that in the Board Packet, members can find  
a list of DHCD administratively approved items.

Adjournment The meeting was adjourned.

DRAFT





## Memorandum

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**TO:** GO Virginia Board Members

**FROM:** DHCD Staff

**RE:** Board Policy #10 Helene Business Recovery Initiative (HBRI)

**DATE:** 03/11/2025

**BACKGROUND:** At the December 10, 2024 meeting of the GO Virginia State Board, the Board approved Board Policy #10: Helene Business Recovery Initiative (HBRI) with a contingency that Department of Housing and Community Development (DHCD) staff work with the Youngkin Administration staff to ensure that these new funding opportunities will address unmet needs and not duplicate other concurrent efforts.

Since the December meeting, staff has held meetings with members of the Administration, as well as stakeholders both at the state level and in the affected localities to ensure that the new resources allocated through this policy will be best positioned to address economic and business needs that have been unmet by other resources.

The original version of this policy has a sunset date of June 30, 2025, however, this tight window for access will significantly hinder the ability of the affected GO Virginia Regional Councils to properly solicit and develop projects that would qualify for this resource. This updated policy proposed for consideration will extend access to HBRI until June 30, 2026.

Additionally, this program was adopted during a period in which Tobacco Region Revitalization Commission (TRRC) funds were acceptable as match in accordance with [§ 2.2-2489 of the Code of Virginia](#). The clause allowing TRRC funding as match is set to expire on June 30, 2025, so language has been added to note that the ability to use TRRC funding and limitations thereof are only allowable in so far as the Code of Virginia allows.

**BUDGET LANGUAGE:** A. The Board shall establish guidelines, procedures, and objective criteria for the award and distribution of grants from the Fund to regional councils.

**RECOMMENDATION:** DHCD staff recommends the Board approve this amendment to Board Policy #10: Helene Business Recovery Initiative, which will extend the sunset date of the initiative to June 30, 2026.

# Board Policy #10

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**TITLE:** Helene Business Recovery Initiative (HBRI)

**EFFECTIVE DATE:** 11/01/2024 – ~~06/30/2025~~06/30/2026

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

**POLICY STATEMENT:** It is the policy of the Virginia Growth and Opportunity Board that the Helene Business Recovery Initiative (HBRI) be created herein.

\$1.5M in FY25 Competitive Funds will be used to create HBRI. HBRI funding shall be available on a competitive basis for the following GO Virginia Regions: Region 1, Region 2, and Region 3.

To accelerate the deployment of resources, DHCD shall be granted the power to administratively approve applications that meet the guidelines to be developed for HBRI. The agency may approve projects awards up to \$250K and applications will be accepted on a rolling basis for these projects.

HBRI funds originally sourced from the Competitive Fund that are not obligated when this program sunsets will be returned to the Competitive Fund.

Local match requirements for projects qualifying under HBRI shall be waived in their entirety without the need for completion of a GO Virginia match waiver document. Projects shall require the participation of two or more localities as defined in existing GO Virginia Regional Collaboration and Local Participation administrative guidance.

The Board hereby waives match limits to the use of the Tobacco Region Revitalization Commission otherwise established by Board Policy #12 for those projects qualifying under HBRI in so far as Tobacco Region Revitalization funds are allowed as match by § 2.2-2489 of the Code of Virginia.

Projects qualifying under HBRI may target traded or non-traded industries without regard for a Regional Council's declaration of those industries in their Economic Growth and Diversification Plan.

DHCD staff shall develop guidelines and scoring criteria for the administration of HBRI.

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on 12/11/2024- and extended on March 11, 2025.

**SUPERSESSSION:** This Board policy replaced Board Policy #10 governing the expired Economic Recovery and Resilience Program.

**DHCD DIRECTOR:** Bryan Horn



## Memorandum

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**TO:** GO Virginia Board Members

**FROM:** DHCD Staff

**RE:** Withdrawal: Lee County, Western Lee Sewer Project Phase I-A

**DATE:** 03/11/2025

**BACKGROUND:** At the September 10, 2024 meeting of the GO Virginia State Board, the Board considered the Lee County, Western Lee Sewer Project Phase I-A application. Ahead of the meeting, the applicant reached out to Department of Housing and Community Development (DHCD) staff to request that no action be taken on the application, citing their intention to make improvements to and resubmit the application at a later date.

In response to this new information, the Board took action to table the application in order to grant the additional time to improve the application, as requested.

On February 27, 2025, the GO Virginia Region 1 Council and their supporting organization received notification of the intention of the applicant to withdraw the application.

**RECOMMENDATION:** Staff recommends accepting the Board take formal action to accept the withdrawal of the Lee County, Western Lee Sewer Project Phase I-A project.



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#### IV. DEPUTY DIRECTOR'S REPORT

a. ***Action Item:***

- i. Per Capita Applications (4)
  - ii. Statewide Competitive Application (1)
- b. GO Virginia Sites & Infrastructure  
Application Addendum

## Per Capita Applications

## Cluster Scale-Up

## Per Capita Application

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### Wine Industry Implementation

**Region:** 9

**Applicant(s):** Nelson County

**Participating Localities:** Nelson County (cash and in-kind), Fauquier County (cash and in-kind), City of Charlottesville (advisory), Culpeper County (advisory), Fluvanna County (in-kind), Albemarle County (advisory), Orange County (advisory), Madison County (cash and in-kind), Greene County (in-kind), Louisa County (in-kind), Rappahannock County (advisory), Town of Culpeper (in-kind)

**Targeted Industries:** Food & Beverage Manufacturing

**Investment Strategy:** Cluster Scale Up

**Type of Project:** Implementation

**Project Goal(s):** To develop an industry-led coalition that will provide a suite of services geared toward promoting the scale-up of exports of Region 9's wine industry.

**Project Description:** Nelson County, in partnership with other participating localities, recently completed a planning grant geared toward scaling up out-of-state exports of Region 9's wine industry. This planning effort resulted in 25 recommendations to achieve this goal. This implementation effort is designed to address 10 of the 25 recommendations. Key activities that will occur as part of this project's scope of work include:

- 1) Establishing a coalition of industry professionals and other supporting organizations to catalyze coordination between private sector needs and public/private resources
- 2) Hiring a consultant to organize and lead the industry coalition
- 3) Developing a website for the promotion of the coalition and the underlying services and/or materials it will provide
- 4) Creating a business services consultancy program
- 5) Developing a directory of business resources
- 6) Supporting a two year speaker series
- 7) Engaging with VTOP to help deliver interns to the industry
- 8) Creating a finance education training tool and resources workshops
- 9) Creating a guide for access to capital customized specifically for the wine industry
- 10) Developing a cost-of-production report

## Wine Industry Implementation

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 224,125</b>
<b>Matching Funds</b>	<b>\$ 209,784</b>
Local Match	\$ 191,534
<b>Additional Leverage</b>	<b>\$ 0</b>
<b>Total Project Budget</b>	<b>\$ 433,909</b>

GO Virginia funds will be used for contract services and grant administration. Match for this project is being applied to contract services (\$36,000 cash contribution), donated legal services (\$8,250 in-kind contribution), and donated time from the partnering organizations for project advisory roles (\$165,534 in-kind contribution).

### Project Impact/Outcomes:

- 20 jobs created
- 25 businesses expanded
- 104 businesses served

### Workgroup Discussion:

- This application demonstrates a strong understanding of the ecosystem of partners currently working to promote growth of the wine industry. The applicant excels in demonstrating how this implementation grant will synergize with existing efforts and how existing public, private, and non-profit ecosystem partners will contribute to this effort.
- This application is designed to replicate the success of the business centric Cville Biohub model, which has been instrumental in the rapid growth of the biopharmaceutical industry in GO Virginia Region 9.

## Wine Industry Implementation

### DHCD Staff Recommendation:

Based on workgroup discussion and review, staff recommends the project for **approval**

Application Review Checklist	
<b>Economic Impact</b>	
Metrics and Outcomes Program Aligned and Defined	YES
Positive Return on Investment (3 or 5 years)	YES
<b>Regional Cooperation</b>	
Meaningful Local Participation	YES
Regional Plan Alignment (G&D, REI, or TPPI)	YES
Demonstrates Regional Coordination	YES
<b>Project Readiness</b>	
Defined Timeline and Milestones	YES
Budget Complete and Match Verified	YES
<b>Sustainability</b>	
Clear and Executable Plan	YES
Evidence of Sustained Demand for Project	YES



## Per Capita Application

## Sites & Infrastructure Development

## Per Capita Application

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### Rivanna Futures

**Region:** 9

**Applicant(s):** Albemarle County

**Participating Localities:** Albemarle County (cash), Greene County (in-kind), and the City of Charlottesville (in-kind)

**Targeted Industries:** Biotechnology, IT, Cybersecurity, and Manufacturing

**Investment Strategy:** Site Development and Infrastructure

**Type of Project:** Implementation

**Project Goal(s):** To increase the inventory of regionally significant shovel-ready sites in GO Virginia Region 9 and develop a regional industrial park.

**Project Description:** The proposal is seeking to impact 50 acres in the Rivanna Futures industrial park along the Virginia Economic Development Partnership's (VEDP) Virginia Business Ready Sites Program (VBRSP) scale to support design and permitting activities. The activities include site design (50%), onsite road design (50%), grading and stormwater design (VESMP Plan), and the Utilities Plan as part of the phase 1. In 2023, Albemarle County purchased 462 acres adjacent to Rivanna Station. In 2024, 172 acres were rezoned for Light Industrial/Office campus. An application has been submitted to the VBRSP for \$13.99M (notice of award will happen in June 2025) which will complete the remaining phase 1 activities to finish the design plans and deliver the first 50 acres to a Tier 4 along the VBRSP scale. Once a Tier 4 status is obtained, Albemarle County will begin marketing efforts to attract tenants to bring the campus to life through development and begin site readiness for Phase 2.

An advisory committee consisting of the City of Charlottesville, and the Counties of Albemarle and Green, and the Central Virginia Partnership of Economic Development (CVPED) (representing Albemarle, Charlottesville, Culpepper, Fluvanna, Greene, Louisa, Madison, Nelson, and Orange) has been established.

## Rivanna Futures

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 613,570</b>
<b>Matching Funds</b>	<b>\$ 324,000</b>
Local Match	\$ 316,000
<b>Additional Leverage</b>	<b>\$ 8,000</b>
<b>Total Project Budget</b>	<b>\$ 945,570</b>

GO Virginia funds will be used for Phase 1 activities including project management/oversight, site design (50%), road design (50%), grading/stormwater plans and permits, and a utility design plan. Match for this project is being applied for site acquisition (\$300,000 cash contribution), and staff time to serve on the regional advisory committee (\$24,000 in-kind contribution).

### Project Outcomes:

- 50 acres impacted

### Workgroup Discussion:

- Council has established prioritized investments in regional significant sites through their Sites Task Force.
- The GO Virginia funding would begin the design work needed to bring Phase 1, the first 50 acres, to Tier 4. Tier 4 would be achieved once the design work and construction is completed. The VBRSP application requests the funding necessary to complete the phase 1 activities, delivering Phase 1 to Tier 4.
- This project opens the site to future phases (2 and 3) that would unlock all 172 acres after Phase 1 of GO Virginia and VBRSP activities are complete.
- There is an opportunity to get additional funding through Virginia Department of Transportation's (VDOT) Economic Development Access (EDA) Program to assist in providing adequate road access to the site.
- Increased layering of state initiatives with VEDP, GOVA, and VDOT rather than duplicating efforts

## Rivanna Futures

### DHCD Staff Recommendation:

Based on workgroup discussion and application review, staff recommends this project for **approval contingent on the project team pursuing VDOT's Economic Development Access grant program.**

Application Review Checklist	
<b>Economic Impact</b>	
Metrics and Outcomes Program Aligned and Defined	YES
Positive Return on Investment (3 or 5 years)	YES
<b>Regional Cooperation</b>	
Meaningful Local Participation	YES
Regional Plan Alignment (G&D, REI, or TPPI)	YES
Demonstrates Regional Coordination	YES
<b>Project Readiness</b>	
Defined Timeline and Milestones	YES
Budget Complete and Match Verified	YES
<b>Sustainability</b>	
Clear and Executable Plan	YES
Evidence of Sustained Demand for Project	Not Applicable

# Per Capita Applications

## Workforce Development

## Per Capita Application

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### Electrical Technology Modernization Initiative

**Region:** 1

**Applicant(s):** Virginia Highlands Community College

**Participating Localities:** Smyth County (cash and advisory), Washington County (advisory), City of Bristol (advisory)

**Targeted Industries:** Advanced Manufacturing, Agriculture/Food & Beverage Manufacturing, Energy and Minerals, and Logistics/Transportation/Warehousing

**Investment Strategy:** Workforce Development

**Type of Project:** Implementation

**Project Goal(s):** To increase the pool of qualified workers supporting the advanced manufacturing, agriculture/food & beverage manufacturing, information technology, and logistics, transportation, and warehousing industry sectors.

**Project Description:** Virginia Highlands Community College (VHCC) currently provides a series of courses that fall under the Associates of Electrical Technology umbrella. This program experiences the second highest rate of enrollment at the college, routinely meeting capacity. The Associates of Electrical Technology program currently uses outdated and bulky equipment that does not meet the latest in industry needs and reduces space that would otherwise allow VHCC to train additional students.

VHCC, under advisement from local industry partners and localities, proposes purchasing updated equipment to modernize the Associates of Electrical Technology program. This purchase serves two purposes: 1) train students on modernized equipment to better suit the needs of local area employers, and 2) create efficiencies in the programs by increasing the annual number of students accepted into the program.

## Electrical Technology Modernization Initiative

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 312,326</b>
<b>Matching Funds</b>	<b>\$ 156,163</b>
Local Match	\$ 31,233
<b>Additional Leverage</b>	<b>\$ 60,000</b>
<b>Total Project Budget</b>	<b>\$ 528,489</b>

GO Virginia funds will be used for equipment and grant administration. Match for this project is applied to equipment (\$124,929.50 cash contribution) and tuition fees for students participating in the Associates of Electrical Technology program provided by Smyth County (\$31,233 cash contribution).

### Project Impact/Outcomes:

- 34 students trained
- 50 credentials awarded

### Workgroup Discussion:

- This application demonstrates a strong understanding of the workforce training needs of regional employers and works to address these needs by procuring industry standard equipment for student training.
- This application demonstrates a strong demand from employers and students for this coursework. The applicant has also designed this adjustment in programming and equipment in such a way that they can both better serve the training needs of their existing students but also to create efficiencies that expand the number of students that they are able to train.

## Electrical Technology Modernization Initiative

### DHCD Staff Recommendation:

Based on workgroup discussion and review, staff recommends the project for **approval**

Application Review Checklist	
<b>Economic Impact</b>	
Metrics and Outcomes Program Aligned and Defined	YES
Positive Return on Investment (3 or 5 years)	YES
<b>Regional Cooperation</b>	
Meaningful Local Participation	YES
Regional Plan Alignment (G&D, REI, or TPPI)	YES
Demonstrates Regional Coordination	YES
<b>Project Readiness</b>	
Defined Timeline and Milestones	YES
Budget Complete and Match Verified	YES
<b>Sustainability</b>	
Clear and Executable Plan	YES
Evidence of Sustained Demand for Project	YES



## Per Capita Application

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### Economic Access Initiative

**Region:** 5

**Applicant(s):** Neighborhood

**Participating Localities:** City of Chesapeake (advisory committee), City of Norfolk (advisory committee), City of Portsmouth (advisory committee), City of Virginia Beach (advisory committee)

**Targeted Industries:** Shipbuilding and Repair; Logistics, Port Operations, and Warehousing

**Investment Strategy:** Workforce Development

**Type of Project:** Implementation

**Project Goal(s):** To grow and expand the pool of qualified workers in the Shipbuilding and Repair and Logistics, Port Operations, and Warehousing industry by facilitating career pathway placement, with a particular focus on individuals in low-income communities

**Project Description:** The non-profit organization Neighborhood seeks funding to expand the capacity of its workforce programming. This organization has a particular focus on working with low-income communities to equip them with career readiness and hard-skill training needed to obtain higher-wage employment. The work proposed in this application would allow them to expand the size and frequency of cohorts going through training and career pathway placement over the course of a year. Specifically, the expansion would focus on growing and expanding the pool of qualified workers in the Shipbuilding and Repair and Logistics, Port Operations, and Warehousing industries. To ensure alignment with employer demand, the applicant will establish employer advisory committees in these areas to guide their work. In addition to industry partners, the applicant will receive advisory support from the Cities of Chesapeake, Norfolk, Portsmouth, and Virginia Beach to ensure alignment with local priorities. Additionally, The Hampton Roads Workforce Council has committed to serving in an advisory role to ensure connectivity to the wider workforce training system.

Key Activities:

- Increase capacity by hiring new program staff.
- Increase enrollment and frequency of training cohorts, growing the pool of qualified workers and job placements in the targeted industries listed above.
- Formalize partnerships with training providers and execute a career pathways strategy.

## Economic Access Initiative

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 305,000</b>
<b>Matching Funds</b>	<b>\$ 152,500</b>
Local Match	\$
<b>Additional Leverage</b>	<b>\$</b>
<b>Total Project Budget</b>	<b>\$ 457,500</b>

**Funding Details:** Go Virginia funds will be used for salaries and fringe for program staff, contract services for grant administration, equipment for the training center, and a portion of the rent and utilities for the training center. Matching Funds will be used for salaries and fringe for program staff, in-kind time from individuals serving as mentors to individuals going through the training program, rent and utilities for the training center, and in-kind donation of reduced rent for the training center. Of the \$152,500 in matching funds, \$122,025 is cash match and \$30,475 is in-kind match.

The application requests a waiver of local match, as 50% or more the localities meet the program criteria of having fiscal stress rated as High or above average as measured by the Fiscal Stress Index.

**Previous Grant Performance (if applicable):** The applicant previously received a GO Virginia award of \$85,222 through the Economic Resilience and Recovery subprogram. This subprogram was created during the COVID-19 pandemic to respond to the impacts of the pandemic. That funding enabled the applicant to equip their training facility and provide job skills training. The applicant committed to training 36 individuals over the course of a year and was able to achieve 27 individuals trained.

### Project Impact/Outcomes:

- 51 individuals trained
- 25 businesses served
- 51 credentials awarded
- 51 job placements

### Workgroup Discussion:

- Partnerships with localities and the Hampton Roads Workforce Council ensure that this work will be connected to the broader workforce development ecosystem
- Partnerships with employers will ensure that programming will meet unmet demand from industry side and that participants are well-suited for job placement

## Economic Access Initiative

- Project approach ensures intentionality around reaching individuals who have barriers to high-wage employment within traded-sector industries in the region

### DHCD Staff Recommendation:

Based on workgroup discussion and review, staff recommends the project and the accompanying local match waiver request for **approval**.

Application Review Checklist	
<b>Economic Impact</b>	
Metrics and Outcomes Program Aligned and Defined	YES
Positive Return on Investment (3 or 5 years)	YES
<b>Regional Cooperation</b>	
Meaningful Local Participation	YES
Regional Plan Alignment (G&D, REI, or TPPI)	YES
Demonstrates Regional Coordination	YES
<b>Project Readiness</b>	
Defined Timeline and Milestones	YES
Budget Complete and Match Verified	YES
<b>Sustainability</b>	
Clear and Executable Plan	YES
Evidence of Sustained Demand for Project	YES

# Statewide Competitive Application

## Start-up Ecosystem

## Competitive Application

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### Minority Small Business Launch Center Expansion

**Region:** 4 (lead), 5, 6, 7

**APPLICANT(S):** Virginia Commonwealth University (VCU)

**PARTICIPATING LOCALITIES:** Henrico County (cash), Chesterfield County (cash), City of Richmond (in-kind), Prince George County (in-kind), Charles City County (in-kind), City of Alexandria (in-kind), Fairfax County (in-kind), Arlington County (in-kind), Stafford County (in-kind), City of Fredericksburg (in-kind), City of Portsmouth (in-kind), City of Norfolk (in-kind)

**Targeted Industries:** Manufacturing and Advanced Manufacturing; Information and Emerging Technologies; Health/Bioscience/Life Science

**Investment Strategy:** Startup Ecosystem

**Type of Project:** Implementation

**Project Goal(s):** To grow and expand entrepreneurship activity among under-resourced populations in GO Virginia Regions 4, 5, 6, and 7 in the Manufacturing and Advanced Manufacturing; Information and Emerging Technologies; Health/Bioscience/Life Science industry sectors

**Project Description:** The project team requests funding to expand services offered by the Minority Small Business Launch Center at VCU to GO Virginia Region 5, 6, and 7. To do so, they will partner with Universities and entrepreneur support organizations in the Hampton Roads area (Norfolk State University and Black Brand), the Fredericksburg area (the University of Mary Washington and the Virginia Black Chamber of Commerce) and the Northern Virginia area (George Mason University and the Virginia Minority Business Development Agency Business Center) to deliver programming and kiosks with resources for entrepreneurs. VCU plans to design and deliver events and conferences that will reach entrepreneurs in these regions. The program also looks to expand programming and outreach that to entrepreneurs located in rural areas of the participating regions.

#### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 1,225,000</b>
<b>Matching Funds</b>	<b>\$ 630,209</b>
Local Match	\$ 148,000
<b>Additional Leverage</b>	<b>\$ 120,000</b>
<b>Total Project Budget</b>	<b>\$ 1,975,209</b>

## Minority Small Business Launch Center Expansion

### Funding Details:

GO Virginia funds will be used for:

- Support Organization grant management
- Event costs for putting on entrepreneurship conferences
- Equipment costs for training materials
- Contract service costs for developing asset maps for each region, conducting rural outreach, and conducting programming in each region
- Training costs associated with the entrepreneurship programming
- Salaries and fringe for VCU staff working on the project
- Travel to regional programming
- Fiscal management for the subgrantee
- Fees and licenses for training used
- Outreach costs for establishing a directory of minority owned businesses and for establishing a municipal business license directory
- Outreach costs for developing a minority entrepreneurship research journal
- Event costs for a minority entrepreneurship research conference

Matching funds will be used for:

- In-kind provision of entrepreneurship training
- Donations for pitch competitions (cash)
- Training costs associated with the programming (cash)
- In-kind salaries from locality to support the project and serve on an advisory board
- In-kind donation of training certification scholarships
- In-kind donation of free entrepreneurship support memberships, free and discounted access to networking events and training, and support for event programming from the partner Entrepreneurship Support Organizations in GO Virginia Regions 4 and 5

Of the \$630,209 in matching funds, \$378,000 is in-kind match and \$252,209 is cash match.

### **Previous Grant Performance (if applicable):**

Virginia Commonwealth University (VCU) completed two planning grants in 2021: one focused on Pharmaceutical and Chemical Engineering Commercialization and the other on Workforce Development in Technology.

The applicant describes this program as an expansion of the Minority Small Business Launch Center work funded in 2021 through Virginia State University (VSU). The project lead on that project is now at VCU and is the project lead on this application. The initial project exceeded its committed outcomes over the project period and had enrollment of entrepreneurs from

## Minority Small Business Launch Center Expansion

outside the immediate service area of the project. The applicant team has stated that since the project lead left, VSU has continued to provide services through their Center for under-resourced entrepreneurs and worked with the entrepreneur support organization that helped implement efforts on the initial project on programming to oversee the activities of the Center.

### Project Impact/Outcomes:

#### Outcomes

- 230 jobs created
- 165 existing business expanded
- 195 new businesses created
- 500 businesses served

#### Deliverables:

- Creation of a state business licenses navigator website
- An intraregional asset map of entrepreneurship resources
- An on-demand training academy for minority entrepreneurs

### Workgroup Discussion:

- The project activities described in the application has potential to overlap with existing state-funded activities.
- Plan for project sustainability after the GO Virginia grant period not defined.
- Additional clarity needed on project activities and how they are responding to unmet need in regions.
- The application lacks detail on how the project will generate new or expanded capacity within GO Virginia Region 4, where the initial project was implemented. Clarifying the specific impacts and growth opportunities in this region would strengthen the proposal.
- Status of formal partnership agreements remain unclear. While the applicant cited match verification forms as evidence of agreements, these documents do not fully outline the roles and responsibilities of each party.

## Minority Small Business Launch Center Expansion

### DHCD Staff Recommendation:

Based on workgroup discussion and review, staff recommends the project for **deferral**.

Application Review Checklist	
<b>Economic Impact</b>	
Metrics and Outcomes Program Aligned and Defined	YES
Positive Return on Investment (3 or 5 years)	YES
<b>Regional Cooperation</b>	
Meaningful Local Participation	YES
Regional Plan Alignment (G&D, REI, or TPPI)	YES
Demonstrates Regional Coordination	NO
<b>Project Readiness</b>	
Defined Timeline and Milestones	YES
Budget Complete and Match Verified	YES
<b>Sustainability</b>	
Clear and Executable Plan	NO
Evidence of Sustained Demand for Project	YES





## Attachment D

### GO VIRGINIA – SITE/INFRASTRUCTURE APPLICATION ADDENDUM

**Responses to these questions must accompany any application requesting funds to advance site development.**

1. What steps have the participating localities taken to support future housing development to meet the workforce needs of the target industries in your application?
2. Please describe your approach to evaluating the housing needed to support a project win, and any plans or partnerships in place to ensure workforce housing can be developed in response.



VIRGINIA INITIATIVE FOR  
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## V. PROGRAM PERFORMANCE & EVALUATION COMMITTEE REPORT

### a. Project VITAL Update

**MEMORANDUM OF UNDERSTANDING**  
**Project VITAL**

THIS MEMORANDUM OF UNDERSTANDING (this “MOU”), made as of November 18, 2024, by, between and among the COMMONWEALTH OF VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT, an agency of the Commonwealth of Virginia (“DHCD” or “Department”), THE VIRGINIA GROWTH AND OPPORTUNITY BOARD (“GOVA Board”), GO VIRGINIA REGIONAL COUNCIL TWO (“GOVA2”), VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY (“Virginia Tech”), THE ROANOKE-BLACKSBURG INNOVATION NETWORK d/b/a Verge, a Virginia nonstock corporation (“Verge”), GO VIRGINIA REGIONAL COUNCIL FOUR (“GOVA4”), GROW CAPITAL JOBS FOUNDATION, a Virginia nonstock corporation (“Grow Capital Jobs”), THE VIRGINIA BIOTECHNOLOGY RESEARCH PARTNERSHIP AUTHORITY (“Authority”), VIRGINIA BIOTECHNOLOGY RESEARCH PARK d/b/a Activation Capital, a Virginia nonstock corporation (“Activation Capital”), GO VIRGINIA REGIONAL COUNCIL NINE (“GOVA9”), CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT, a Virginia nonstock corporation (“CVPED”), Charlottesville BIOHUB d/b/a CvilleBioHub, a Virginia nonstock corporation (“CvilleBioHub”), VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP AUTHORITY, a political subdivision of the Commonwealth, along with its successors and assigns (“VEDP”), VIRGINIA INNOVATION PARTNERSHIP CORPORATION, a Virginia nonstock corporation, which operates on behalf of the Virginia Innovation Partnership Authority (“VIPCA”) and VIRGINIA BIOSCIENCES HEALTH RESEARCH CORPORATION d/b/a Virginia Catalyst, a Virginia nonstock corporation (“Catalyst”), all of the foregoing parties collectively being referred to as the “Parties,” hereby recites and provides as follows:

**RECITALS:**

A. The Department has been authorized by the Governor of the Commonwealth of Virginia to distribute and administer grants of the Virginia Growth and Opportunity Act (hereinafter called “GO Virginia”) and the Appropriation Act of the Commonwealth of Virginia for the 2022-2024 Biennium, as amended.

A. The GOVA Board has been authorized by the Governor of the Commonwealth of Virginia to establish guidelines for grants under the terms of the Virginia Growth and Opportunity Act (“Guidelines”).

B. The Virginia General Assembly has appropriated certain public funds to the Department for good and proper use by GO Virginia to support economic development projects and initiatives within the Commonwealth.

C. GOVA2, Virginia Tech and Verge (collectively the “Verge Grantees”) are parties to an application in the amount of \$4,987,028.98 in funding from GO Virginia to support certain biotechnology, pharmaceutical, and life sciences manufacturing and research initiatives.

D. GOVA4, Grow Capital Jobs and Activation Capital (collectively the “Activation Grantees”) are parties to an application in the amount of \$5,000,000.00 in funding from GO Virginia to support certain biotechnology, pharmaceutical, and life sciences manufacturing and research initiatives.

E. GOVA9, CVPED and CvilleBioHub (collectively the “BioHub Grantees”) are

parties to an application in the amount of \$4,302,887.00 in funding from GO Virginia to support certain biotechnology, pharmaceutical, and life sciences manufacturing and research initiatives.

F. The GOVA Board has approved the following awards (collectively “Grant Funds”) conditioned upon the entry into this MOU with respect to the aforementioned applications:

- a) GOVA2: \$4,987,028.98 to Virginia Tech as Grantee and Verge as Subgrantee to promote startup development;
- b) GOVA4: \$5,000,000 to Grow Capital Jobs as Grantee and Activation Capital as Subgrantee to support a cluster scale-up in life/bio sciences; and
- c) GOVA9: \$4,302,887 to CVPED as Grantee and CvilleBioHub as Subgrantee to support a cluster scale-up in life/bio sciences.

G. It is the intention of the Verge Grantees, the Activation Grantees, and the BioHub Grantees (collectively “Grant Beneficiaries”) to enter into separate grant contracts with the Department in connection with their respective portions of the Grant Funds.

H. The Parties recognize the need to coordinate their efforts in the fields of biotechnology, pharmaceutical, and life sciences to maximize economic development outcomes from investments in research, commercialization, innovation, manufacturing, startups, and capital growth and attraction involving state funding, including the funding made the subject of the aforesaid applications, which should be deployed and coordinated with and supportive of the statewide strategy for biotechnology, pharmaceutical, and life sciences economic development.

I. The Parties desire to enter into this MOU as a condition precedent to the granting of the aforesaid funding applications and to achieve the aforesaid purposes.

#### AGREEMENT:

NOW, THEREFORE, for and in consideration of the premises and mutual covenants and releases contained herein, and such other good and valuable consideration, the sufficiency and receipt of which are hereby acknowledged, the Parties agree as follows:

To ensure facilitated statewide collaboration and coordination across Virginia as it relates to the aforementioned areas and goals, the Parties agree to establish the Virginia Innovation Team for Accelerating the Life Sciences steering committee (“VITAL Steerco”). This committee shall consist of one representative each from CvilleBioHub, Activation Capital, Verge, DHCD/GO Virginia, VEDP, VIPC, and Virginia Catalyst, or their respective designees, and VIPC shall serve as VITAL Steerco chair.

For the avoidance of doubt, DHCD, the GOVA Board, GOVA2, GOVA4, GOVA9, and the Grant Beneficiaries shall maintain responsibility for executing, administering, reporting, and accountability of the GO Virginia Grant Funds.

VIPC will coordinate and facilitate the activities of the VITAL Steerco, including working with all stakeholders to ensure strategic statewide collaboration and coordination, maximization of outcomes, and minimization of duplication of resources and efforts, including collecting reported metrics that are incremental to current metric baselines and other existing programs. This coordination will focus on strengthening Virginia’s overall life sciences sector through strategies for commercialization, asset development, capital networks, and biotech talent pipelines, among other development areas. VIPC’s duties include hosting quarterly meetings to convene

committee members and other stakeholders.

Grant Beneficiaries shall copy designated VITAL Steerco representatives on all reports they send to GO Virginia to monitor the collective performance of projects funded by the Grant Funds. Grant Beneficiaries shall also provide the underlying names and associated metrics of the individual startup companies and other organizations participating in activities involving the Grant Funds to VITAL Steerco.

VITAL Steerco will meet quarterly to discuss each party's respective efforts, review GO Virginia reports, and explore how each organization can further partner with fellow organizations to promote statewide life sciences investment and activity consistent with Virginia's life sciences Commonwealth-wide economic growth strategy. The meeting will be documented through minutes and a summary report that will be distributed to all parties listed herein and the Secretary of Commerce and Trade for the Commonwealth of Virginia.

IN WITNESS WHEREOF, the Parties have set their hands and seals as of the day, month, and year first above written by their duly authorized agents and representatives.

[SIGNATURES APPEAR ON THE FOLLOWING PAGE(S)]

**COMMONWEALTH OF VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT**

Signed by: Bryan Horn 11/27/2024  
A38970B96D0746D...  
BY: \_\_\_\_\_ DATE: \_\_\_\_\_  
Bryan Horn, Director

**VIRGINIA INNOVATION PARTNERSHIP CORPORATION**

DocuSigned by: Joe Benevento 11/18/2024  
F737443A44234A7...  
BY: \_\_\_\_\_ DATE: \_\_\_\_\_  
Joe Benevento, Chief Executive Officer

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP AUTHORITY**

Signed by: Jason El Koubi 11/20/2024  
03EF6E494F2B499...  
BY: \_\_\_\_\_ DATE: \_\_\_\_\_  
Jason El Koubi, President and CEO

**THE VIRGINIA GROWTH AND OPPORTUNITY BOARD**

DocuSigned by: Nancy Agee 11/18/2024  
69B5C7B172E3483...  
BY: \_\_\_\_\_ DATE: \_\_\_\_\_  
Nancy Agee, Chairman

**VIRGINIA BIOSCIENCES HEALTH RESEARCH CORPORATION d/b/a Virginia Catalyst**

Signed by: Michael Grisham 11/26/2024  
7F9BA760862C433...  
BY: \_\_\_\_\_ DATE: \_\_\_\_\_  
Mike Grisham, President and CEO

**GO VIRGINIA REGIONAL COUNCIL NINE**

Signed by: Ethan A. Dunstan 11/26/2024  
BA3906D3F50E481...  
BY: \_\_\_\_\_ DATE: \_\_\_\_\_  
Ethan A. Dunstan, Chairman

**CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT**

DocuSigned by: Helen Cauthen 11/26/2024  
C4090ED823964D4...  
BY: \_\_\_\_\_ DATE: \_\_\_\_\_  
Helen Cauthen, President

**Charlottesville BIOHUB d/b/a CvilleBioHub**

DocuSigned by: Nikki Hastings 11/26/2024  
E0F929A7D90E489...  
BY: \_\_\_\_\_ DATE: \_\_\_\_\_  
Nikki Hastings, Executive Director

**GO VIRGINIA REGIONAL COUNCIL TWO**

DocuSigned by:  
BY: William E. Amos DATE: 12/23/2024  
4A912ABE56D9453...  
William E. Amos, Chairman

**VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY**

BY: Cyril R. Clarke DATE: 12.18.24  
Cyril R. Clarke, Executive Vice President and Provost

**THE ROANOKE-BLACKSBURG INNOVATION NETWORK d/b/a Verge**

Signed by:  
BY: Erin Burcham DATE: 1/2/2025  
FE9D96973A60403...  
Erin Burcham, President

**GO VIRGINIA REGIONAL COUNCIL FOUR**

DocuSigned by:  
BY: Todd Haymore DATE: 2/10/2025  
1A92D329270F478...  
Todd Haymore, Chairman

**GROW CAPITAL JOBS FOUNDATION**

DocuSigned by:  
BY: Wilson H. Flohr, Jr. DATE: 2/10/2025  
1E042E3368C28E44A...  
Wilson H. Flohr, Jr., President and CEO

**THE VIRGINIA BIOTECHNOLOGY RESEARCH PARTNERSHIP AUTHORITY**

Signed by:  
BY: Robert Ward DATE: 2/10/2025  
2009E106610D940B...  
Robert Ward, Interim Executive Director

**VIRGINIA BIOTECHNOLOGY RESEARCH PARK d/b/a Activation Capital**

Signed by:  
BY: Robert Ward DATE: 2/10/2025  
2009E106610D940B...  
Robert Ward, Interim President and CEO





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## VI. GOVERNANCE & POLICY COMMITTEE UPDATE

- a. Board Bylaws Revisions
- b. Upcoming Expiring Terms and Board Membership Turnover Report



## Memorandum

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**TO:** GO Virginia State Board  
**FROM:** DHCD Staff  
**RE:** GO Virginia Board Bylaws  
**DATE:** 03/11/2025

### **BACKGROUND:**

At the September 12, 2023 meeting of the GO Virginia State Board, the Board adopted updated bylaws that made a number of changes to the Board's structure. These changes included the following:

- a) Creation of a new leadership model that includes an elected Chair of the Board, two elected Vice-Chair positions (Vice Chair of Program Evaluation and Vice Chair of Regional Councils), and a Chair of Governance and Policy, to be appointed by the Board Chair.
- b) Creation of three new Board committees: a) the Program Evaluation Committee chaired by the Vice Chair of Program Evaluation, b) the Regional Councils Committee chaired by the Vice Chair of Regional Councils, and b) the Governance and Policy Committee.
- c) Redefinition of leadership terms to two year terms with the option to be reelected to a subsequent one year term.

Attached to this memo is an updated draft of the bylaws. Proposed changes include the following:

- a) Updating the membership section to increase the number of members on the GO Virginia State Board from 24 to 25 and increasing the number of Cabinet members the Governor may appoint to the Board from 3 to 4. This change is reflective of legislative changes that took place during the 2024 General Assembly session.
- b) Updated the name of the Program Evaluation Committee to the Program Performance and Evaluation Committee, which better reflects the role of the Committee in reviewing the overall performance of the program.
- c) Removed language that makes membership on committees an appointed duty by the Chair and added language that clarifies that membership on each committee is accepted on a volunteer basis.
- d) Altered the leadership structure to state that the Vice Chair of the Program Performance and Evaluation Committee shall serve in the capacity of Chair in the event that the Chair of the Board is not in attendance at a full board meeting. The bylaws were also reordered to move the Program Performance and Evaluation Committee description ahead of the Regional Council Committee (reflecting the order in which the Vice Chairs are described later in the bylaws).
- e) Changed the committee structures to remove the Chair and each Vice Chair as automatic ex-officio members of all committees. Note that Board leadership, may on a volunteer basis,

continue to serve on each committee should they so choose.

- f) Removed Article IX, which described requirements for Regional Council composition as well as setting the terms for Council members. Regional Councils are separate bodies governed by their own bylaws. In addition, Regional Council composition is specifically set for by the Code of Virginia.

**Staff Recommendation:**

The process for updating Board bylaws requires the Board to view the proposed changes and approve them at a second Board meeting no sooner than 30 days from the initial viewing. Staff recommends the Board to take action to approve these proposed changes at the June 10, 2025 meeting of the Board.

# VIRGINIA GROWTH AND OPPORTUNITY BOARD BYLAWS

## **ARTICLE I            NAME**

The name of the board is the Virginia Growth and Opportunity Board, hereinafter referred to as GO Virginia or Board.

## **ARTICLE II           AUTHORIZATION**

The Board was established pursuant to Title 2.2, Chapter 24, §§ 2.2-2484 through 2.2-2490 of the Code of Virginia (2016), as amended.

## **ARTICLE III          LOCATION**

The Office of the Board shall be in the Department of Housing and Community Development. Regular meetings of the Board will occur at designated locations in the Commonwealth.

## **ARTICLE IV          POWERS AND DUTIES**

The Board shall have all rights, powers and duties bestowed by and be subject to the limitations and restrictions set forth in the Code of Virginia or the Appropriations Act.

Board business shall be conducted in accordance with the Virginia Freedom of Information Act (FOIA) and the Virginia Conflict of Interest Act (COIA) unless exempt pursuant to §2.2-3711. A.48 of the Code of Virginia.

## **ARTICLE V           MEMBERSHIP**

*Section 1*        Number, Appointment and Confirmation: (As established in the Code of Virginia, §2.2-2485 B)

The Board shall consist of twenty-four (~~24~~25) members; fourteen (14) nonlegislative citizen members: two (2) appointed by the Governor not subject to confirmation by the General Assembly, eight (8) appointed by the Governor subject to confirmation by the General Assembly, two (2) appointed by the Speaker of the House of Delegates, and two (2) appointed by the Senate Committee on Rules; seven (7) legislative members, and three (~~3~~4) Cabinet Secretaries appointed by the governor to serve ex-officio terms.

*Section 2*        Term: (As established in the Code of Virginia, §2.2-2485 C)

Members appointed by the Governor and the General Assembly shall serve for terms not to exceed four years and no nonlegislative member shall serve more than two successive full terms. The legislative members and Cabinet Secretaries shall serve terms coincident with their terms in office. No member appointed by the Speaker of the House of Delegates shall serve more than four successive two-year terms and no member appointed by the Senate Committee on Rules shall serve more than two successive four-year terms.

## **ARTICLE VI            COMMITTEES**

### *Section 1                Standing Committees*

The Board shall establish 4 standing committees: Executive Committee, Regional Council Committee, Program Performance and Evaluation Committee, and Governance and Policy Committee.

#### *(a) Executive Committee*

Members of the Executive Committee shall be the Chair, Vice Chairs, and the Chair of the Governance and Policy committee. The Board Chair shall serve as Chair of the Executive Committee. The Executive Committee shall identify and set agenda items and propose and implement Board strategy.

#### *(a) Program Performance and Evaluation Committee*

The Program Performance and Evaluation Committee shall ensure that projects approved by the GO Virginia Board are meeting Board established criteria and are consistent with the GO Virginia mission by conducting a semiannual review of funded projects; assessing program performance, ensuring contract compliance of projects; and identifying projects that are scalable. The Vice Chair for Program Evaluation will Chair the Program Performance and Evaluation Committee. Any member may serve on the Program Performance and Evaluation Committee on a volunteer basis.

#### *(a)(b)* Regional Council Committee

The Regional Council Committee shall be responsible to develop strategies to ensure communication between the Board and Regional Councils and create synergy among the GO Virginia regions by inviting feedback; sharing information on project focus and purpose; and ensuring that Regional Councils are briefed on direction and strategies for implementing the GO Virginia mission. The Vice Chair for Regional Councils will Chair the Regional Council Committee. Any member may serve on the Regional Council Committee on a volunteer basis.

#### *(b)(c)* Governance and Policy Committee

The Governance and Policy Committee is responsible for establishing and implementing a policy

for development of Board members; developing Board member orientation programs and periodic Board retreats; and developing recommendations to the Governor on policy matters consistent with the GO Virginia mission. The Chair shall appoint a Board member to serve as Chair of the Governance and Policy Committee. Any member may serve on the Governance and Policy Committee on a volunteer basis.

*Section 2*                      Other Committees

The Board may, from time to time, establish other committees to consider specific issues and provide guidance to the Board.

*Section 3*                      Appointment and Removal

The Chair shall appoint the Chair of the Governance and Policy Committee and any other committee as provided in Article VII Section 2 of the Bylaws. The Chair may remove a committee Chair or committee member at any time.

**ARTICLE VII                      OFFICERS**

*Section 1*                      Election of Officers

The Board shall ~~elect~~ hold elections for the Chair, the Vice Chair for Regional Councils, and the Vice Chair for Program Performance and Evaluation at the first meeting of each fiscal year, as applicable. Legislative and ex-officio Board members shall not serve as Chair or Vice Chair. The Chair and Vice Chairs may serve a single two-year term that may be renewed for an extended term of one additional year.

*Section 2*                      Duties of the Chair

The Chair shall preside at all meetings of the Board at which the Chair is present and shall vote as any other member. ~~The Chair shall make appointments to Board committees as appropriate and in accordance with statute. Members may request appointment to certain committees, but appointment is solely the responsibility of the Chair. The Chair shall appoint a chair of each committee annually following the election of officers.~~ The Chair may call special meetings as necessary and shall in general act as the Board's spokesman and perform such other duties as the Board may direct. ~~The Chair shall be an ex-officio member of all standing committees.~~

*Section 3*                      Duties of the Vice Chair for Program Performance and Evaluation

The Vice Chair for Program Performance and Evaluation shall, in the absence of the Chair, ~~and the Vice Chair for Regional Councils,~~ have authority to perform all duties and exercise all powers of the Chair and shall perform other duties as the Board may direct. ~~The Vice Chair for Program Evaluation shall be an ex-officio member of all standing committees.~~ The Vice-Chair for Program Performance and Evaluation shall be charged with conducting annual reviews of funded projects to assess program performance, ensure programmatic

compliance, and identify projects that are scalable in accordance with Board policy. The Vice-Chair for Program Performance and Evaluation shall Chair the Project-Program Performance and Evaluation Committee.

*Section 4*                      Duties of the Vice Chair for Regional Councils

The Vice-Chair for Regional Councils shall be charged with coordination and oversight of the work of Regional Councils. The Vice Chair for Regional Councils shall be charged with development of strategies to ensure communication between the Board and Regional Councils, shall create synergy among the Regions, shall invite feedback from Regional Councils, share information on project focus and purpose, and ensure that Regional Councils are briefed on direction and strategies for implementing the GO Virginia mission. The Vice-Chair for Regional Councils shall Chair the Regional Council Committee.

*Section 5*                      Designation of a Secretary

The Director of the Agency that has fiduciary responsibility for the Growth and Opportunity Fund shall serve as Secretary to the Board. The Board may designate and select someone else to serve as Secretary and to serve in that capacity as well.

*Section 6*                      Duties of the Secretary

The Secretary shall attend all meetings of the Board, keep a record of proceedings, and notify members of all meetings. In general, the Director shall perform all duties incident to the office of Secretary and may also perform or direct Department staff to perform such other duties as may be assigned by the Board. The Secretary is responsible for drafting the annual report on behalf of the Chair.

~~ARTICLE IX — REGIONAL COUNCIL MEMBERSHIP COMPOSITION~~

~~*Section 1* — Terms of Office and Leadership Succession~~

~~— No member of the Regional Councils shall serve more than two consecutive four-year terms. The Chair and Vice-Chair are elected members of the Regional Council and serve terms established in the Regional Council bylaws. Leadership succession plans should be formalized and prescribed within the Council bylaws. The Chair must be a citizen member from the Region with significant private sector experience.~~

~~*Section 2* — Council Composition~~

~~— Regional Councils shall be composed of no more than thirty members including at least one representative from each of the following categories: (i) the education sector, including school divisions, community colleges, and public institutions of higher education; (ii) the economic development sector; (iii) the workforce development sector; (iv) local government; (v) planning district commissions; (vi) nonprofit organizations.~~

## **ARTICLE X            COMPENSATION**

Legislative members of the Board shall receive such compensation as provided in § 30-19.12, and nonlegislative citizen members shall receive compensation as provided in § 2.2-2813 for the performance of their duties. All members shall be reimbursed for all reasonable and necessary expenses incurred in the performance of their duties as provided in §§ 2.2-2813 and 2.2-2825.

## **ARTICLE XI           MEETINGS**

### *Section 1                Regular Meetings*

Regular meetings may be held as determined by the Board; the Board must meet at least quarterly. Committee meetings will be held as needed at a time and place agreed to by the Board. The meeting notice of time, location and purpose shall be given to all Board members at least 30 days prior to the date of meeting. The Board will provide for public participation as directed by the Code of Virginia.

The Board will adhere to the Freedom of Information Act (FOIA) and the Conflict of Interest Act (COIA) except as exempted pursuant to §2.2-3711. A.48 of the Code of Virginia.

### *Section 2                Special Meetings*

Special meetings may be called by and at the discretion of the Chair or shall be called by the Chair upon petition of three other Board members. At least 3 days' notice must be given to all Board members in writing or by telephone stating the time, place and purpose of the special meeting.

### *Section 3                Agenda*

The Secretary, in consultation with the Chair, will prepare an agenda for distribution to the members prior to the regularly scheduled meetings. Any member may place an item on the agenda by providing notice to the Secretary fifteen days prior to the regular meeting. During a regular meeting of the Board and upon approval by a quorum of the Board, items not appearing on the agenda may be discussed under New Business and may be acted upon by the Board during the meeting or placed on the agenda for Board action during a later meeting.

## **ARTICLE XII           QUORUM**

A majority of the members of the Board shall constitute a quorum. Any decision by the Board shall require an affirmative vote of a majority of the members of the Board present and voting.

## **ARTICLE XIII        PARLIAMENTARY PROCEDURE**

In all matters of procedure not specifically covered by these By-Laws, the most recent



edition of Roberts Rules of Order shall be observed.

#### **ARTICLE XIV                      AMENDMENTS**

These bylaws may be amended by a two-thirds (2/3) affirmative vote of the total members of the Board at any regular meeting. Action on amended bylaws may not take place at the meeting in which they are introduced. Action on amended bylaws shall take place a minimum of thirty days after proposed amendment introduction. The Bylaws shall be amended to conform to statutory requirements as required.



## Memorandum

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**TO:** GO Virginia State Board

**FROM:** DHCD Staff

**RE:** Upcoming Expiring Terms and Board Membership Turnover Report

**DATE:** 03/11/2025

### **RECENT MEMBER RESIGNATION**

**House of Delegates Citizen Member Appointees:**

William Holtzman, 07/16/2024 – Resignation

### **UPCOMING EXPIRING TERMS:**

**Gubernatorial Appointees:**

Leah Fremouw, Expiration 06/30/2025 – Eligible for Reappointment

Todd Stottlemeyer, Expiration 06/30/2025 – Ineligible for Reappointment

### **RECENT BOARD APPOINTMENTS:**

**Gubernatorial Appointees:**

Reggie Aggarwal (New Appointment)

Fouad Qreitem (New Appointment)

The Honorable Bryan Slater (New Appointment)

Jim Cheng (Reappointment – First Full Term)

**House of Delegates Citizen Member Appointees:**

Joel Griffin (New Appointment)

**FULL BOARD ROSTER:**

<b>Name</b>	<b>Member Type</b>	<b>GOVA Region</b>	<b>Expiration of Current Term</b>	<b>Seat Requirements</b>
<b>Gubernatorial Appointees:</b>				
<b>Sec of Finance - Steve Cummings</b>	ex-officio voting member	n/a	Coincident w/ office term	One of four Secretaries from Ag & Forestry, Commerce & Trade, Education, Finance, and Labor; ex-officio
<b>Sec of Commerce and Trade - Caren Merrick</b>	ex-officio voting member	n/a	Coincident w/ office term	One of four Secretaries from Ag & Forestry, Commerce & Trade, Education, Finance, and Labor; ex-officio
<b>Sec of Labor – Bryan Slater</b>	ex-officio voting member	n/a	Coincident w/ office term	One of four Secretaries from Ag & Forestry, Commerce & Trade, Education, Finance, and Labor; ex-officio
<b>VACANT</b>	ex-officio voting member	n/a	Coincident w/ office term	One of four Secretaries from Ag & Forestry, Commerce & Trade, Education, Finance, and Labor; ex-officio
<b>Leah Fremouw</b>	non-legislative citizen member	4	6/30/2025	significant private-sector business experience
<b>Todd Stottlemyer*</b>	non-legislative citizen member	4	6/30/2025	significant private-sector business experience
<b>Kenneth Johnson</b>	non-legislative citizen member	7	6/30/2026	significant private-sector business experience
<b>John King</b>	non-legislative citizen member	8	6/30/2026	significant private-sector business experience
<b>Nancy Howell Agee*</b>	non-legislative citizen member	2	6/30/2027	significant private-sector business experience
<b>Emily O’Quinn</b>	non-legislative citizen member	1	6/30/2027	significant private-sector business experience
<b>Cliff Fleet</b>	non-legislative citizen member	5	6/30/2027	significant private-sector business experience
<b>Jim Cheng</b>	non-legislative citizen member	9	6/30/2028	significant private-sector business experience
<b>Reggie Aggarwal</b>	non-legislative citizen member	7	6/30/2028	significant private-sector business experience
<b>Fouad Qreitem</b>	non-legislative citizen member	7	6/30/2028	significant private-sector business experience
<b>Virginia Senate Appointees:</b>				
<b>Benjamin J. Davenport Jr. *</b>	non-legislative citizen member	3	4/11/2027	Appointed by the Senate Committee on Rules from different regions of the Commonwealth with significant private-sector 49 business experience

<b>Heywood W. Fralin*</b>	non-legislative citizen member	2	4/11/2027	Appointed by the Senate Committee on Rules from different regions of the Commonwealth with significant private-sector business experience
<b>Virginia House of Delegates Appointees:</b>				
<b>Jonathan M. Peterson</b>	non-legislative citizen member	7	11/4/2026	Appointed by the Speaker of the House from different regions of the Commonwealth with significant private-sector business experience
<b>Joel Griffin</b>	non-legislative citizen member	6	01/20/2029	Appointed by the Speaker of the House from different regions of the Commonwealth with significant private-sector business experience
<b>Virginia Senate Members:</b>				
<b>L. Louise Lucas</b>	Senate Member - ex-officio	5	Coincident w/ office term	Chair of Senate Finance and Appropriations Committee
<b>Creigh Deeds</b>	Senate Member	9	Coincident w/ office term	Member of the Senate appointed by the Senate Committee on Rules
<b>Ryan McDougle</b>	Senate Member	4	Coincident w/ office term	Member of the Senate appointed by the Senate Committee on Rules
<b>Virginia House of Delegates Members:</b>				
<b>Don Scott</b>	House Member	5	Coincident w/ office term	Member Appointed by the Speaker of the House
<b>Luke Torian</b>	House Member	7	Coincident w/ office term	Chair of the House Committee on Appropriations
<b>Terry Kilgore</b>	House Member	1	Coincident w/ office term	Member of the House appointed by Speaker of the House
<b>Michelle Maldonado</b>	House Member	7	Coincident w/ office term	Member of the House appointed by Speaker of the House
<b>*Not Eligible for Reappointment</b>				



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

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## IX. INFORMATION ITEMS

### a. DHCD Administratively Approved Projects

## Planning Grant Application

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### Artificial Intelligence Statewide Landscape Assessment

**Region:** Region 3 (lead region) partnering with Region 2

**Participating Localities:** Mecklenburg County - Region 3 (project workgroup), Montgomery County - Region 2 (project workgroup), Pittsylvania County Public Schools - Region 3 (project workgroup), City of Lynchburg - Region 2 (project workgroup), the City of Roanoke - Region 2 (project workgroup), and the Institute for Advanced Learning and Research – Region 3 (project workgroup)

**Investment Strategy:** Workforce Development

**Targeted Industry(s):** Advanced Manufacturing, Information and Emerging Technologies, and Life & Health Sciences

**Type of Project:** Planning, Pilot, and Feasibility Project

**Applicant(s):** Virginia Chamber of Commerce (VACC)

**Project Goal(s):** To engage state and regional partners to assess how artificial intelligence (AI) will transform Virginia’s business landscape and workforce readiness within the GO Virginia targeted industry clusters.

**Project Description:** This statewide collaborative effort will position Virginia’s business sector to lead an AI-driven workforce assessment to identify skill gaps in high priority, statewide sectors that will support a skilled workforce capable of adapting to AI advancements and help develop a pipeline of eligible GO Virginia implementation projects. An advisory workgroup led by VACC will include representatives from each of the other 7 GO Virginia regions (one staff member and one Council member representative), local economic developers from Region 2, local economic developers and K12 school division representative from Region 3. The workgroup will also include representatives from other state agencies including the Virginia Economic Development Partnership, Virginia Office of Education Economics, the State Council of Higher Education, community colleges, and the Department of Education, among others.

In addition to the advisory group, Blueprint Virginia 2035 Regional Tour Surveys from local chamber members and interviews with business leaders and workforce development leaders and input provided by Blueprint Virginia 2035 Executive Committee Chairs will also help provide key input into the comprehensive assessment which will include the following deliverables:

1. **Comprehensive AI Report:** This report will analyze current and future AI applications in the workplace, standardize essential terminology and concepts, and identify prevailing trends.
2. **Sector-Specific Impact Analysis:** The project will evaluate AI's impact on the workforce of key business sectors in the nine GO Virginia regions.

## Artificial Intelligence Statewide Landscape Assessment

3. **Current Workforce Development Program Catalog:** The project will catalog existing workforce development programs, especially GO Virginia-funded ones, to determine their alignment and readiness for AI skill integration.
4. **Strategic Recommendations:** The assessment will identify skill gaps and outline strategies for workforce development programs to integrate AI-related skills. Recommendations will target K-12 and higher education pathways and provide insights for future regionally focused GO Virginia initiatives to help Virginia's traded sectors adapt to AI.

GO Virginia funding will be used for project oversight/grant administration and consultant services to develop the assessment. Matching funds will be used for a small portion of the Blue Print Virginia 2035 production costs to integrate the AI assessment, staff time for the coordination and management of the advisory group, and advisory group participation by business and community leaders. Of the \$50,000 in committed match, all of it will be in-kind.

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 100,000</b>
<b>Matching Funds</b>	<b>\$ 50,000</b>
Local Match	\$ -
Additional Leverage	\$ -
<b>Total Project Budget</b>	<b>\$ \$150,000</b>

### Products:

- Blue Print Virginia 2035 with the integration of AI in the areas of the 3 targeted industry clusters.
- Completion of a statewide workforce readiness assessment focusing on AI in the identified targeted industry clusters lead by a qualified consultant to include the following:
  - Comprehensive AI Report
  - Sector-Specific Impact Analysis
  - Current Workforce Development Program Catalogue
  - Strategic Recommendations

### Staff Discussion:

- Application administratively approved contingent that the advisory group include a representative from the GO Virginia State Board and the Virginia Innovation Partnership Corporation (VIPIC).

## Artificial Intelligence Statewide Landscape Assessment

- Assessment will serve as a foundational validation study to introduce the role of artificial intelligence in the workplace from the perspective of Virginia’s business community.
- Product deliverables will document insights to strategically inform state and regional workforce development leaders and organizations.
- Next steps could involve deeper analysis, pilot initiatives, or program development with funding sourced by GO Virginia or other relevant programs focused on workforce development and artificial intelligence adaptation.



## Planning Grant Application

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### Co-locating Data Centers and CEA Greenhouses Feasibility Project

**Region:** 3

**Participating Localities:** Southern Virginia Regional Alliance on behalf of their member localities (in-kind and advisory), Virginia Growth Alliance on behalf of their member localities (in-kind and advisory), and Virginia's Heartland Regional Economic Development Alliance on behalf of their member localities (in-kind and advisory)

**Investment Strategy:** Cluster Scale-Up

**Targeted Industry(s):** Information Technology and Communication Services and Controlled Environmental Agriculture

**Type of Project:** Planning, Pilot, and Feasibility Project

**Applicant(s):** The Institute for Advanced Learning and Research

**Project Goal(s):** To support the accelerated growth of the controlled environmental agriculture (CEA) industry cluster in Region 3.

**Project Description:** This proposal seeks to align and strengthen data centers and the CEA clusters by exploring co-location strategies – co-locating high-tech greenhouses and data centers to leverage waste heat from the data centers. Greenhouses currently rely on fossil-fuel boilers to generate hot water for heating, and by utilizing waste heat from data centers, operational costs can be reduced while improving unit economics and reducing the carbon footprint. Waste heat could also be used for power generation through Waste-Heat-to-Power (WHP) technologies, such as thermoelectric generators, or for cooling via absorption chillers.

A feasibility study will include the following elements:

1. Partnership Exploration - Coordinate confidential discussions with key partners from both sectors, including Microsoft and Bright Farms, which are expanding operations in Virginia. These discussions will provide valuable data for a panel of technical experts to include the CEA Accelerator Stakeholder Engagement, Education & Deployment Team (SEED), the CEA Innovation Center faculty and staff, and other subject matter experts as may be needed. These experts will evaluate the data and provide input and guidance on the feasibility of co-locating data centers and CEA greenhouses in Virginia.
2. Lessons Learned - This phase will include a literature review, interviews with public and private officials involved in co-location projects, and insights from design, construction, and operational experts.
3. Technical elements of the study will include:
  - a. Optimum Design Conditions – Identify ideal design conditions for enabling waste heat exchanges and other circularity opportunities between data centers and CEA greenhouses.

## Co-locating Data Centers and CEA Greenhouses Feasibility Project

- b. Business Expansion Insights – Outline the most effective strategies for integrating waste heat exchanges into future business investment and expansion decisions in the CEA and data center sectors.
- c. Economic and Workforce Development – Provide an initial assessment of the direct and indirect economic and workforce development benefits of co-locating CEA greenhouses and data centers for Region 3 and Virginia.

GO Virginia funding will be used for grant management and contract services to develop the feasibility report. Matching funds will be for technical experts providing time to the SEED workgroup. Of the \$26,020 in committed match, all match in this project will be in-kind .

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 52,000</b>
<b>Matching Funds</b>	<b>\$ 26,020</b>
Local Match	\$ 2,500
Additional Leverage	\$ -
<b>Total Project Budget</b>	<b>\$ 78,020</b>

### Products:

- Co-location Feasibility Report

### Staff Discussion:

- Great opportunity to determine if this technology can support the growth of two of the Region 3 industry clusters in CEA and Information Technology & Emerging Technologies.
- The two biggest employers (Microsoft and Bright Farms) representing both industry clusters will be key partners in helping test the technology
- All three subregions within Region 3 will be represented in this effort through local in-kind match committed on behalf of their member localities.

# Planning Grant Application

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## Advancing Commercialization and Innovation Opportunities for Jefferson Lab

**Region:** 5

**Applicant(s):** Hampton Roads Executive Roundtable

**Participating Localities:** City of Hampton (in-kind), City of Newport News (in-kind and cash)

**Investment Strategy:** Cluster Scaleup

**Targeted Industries:** Cyber Security, Data Analytics and Modeling and Simulation

**Type of Project:** Planning, Pilot, and Feasibility Project

**Project Goal(s):** To grow and diversify the regional economy by evaluating opportunities to leverage the High Performance Data Facility at Jefferson Labs to grow and expand Region Five’s target industries.

**Project Description:** The Hampton Roads Executive Roundtable requests GO Virginia funding to develop a plan around leveraging the High Performance Data Facility at Jefferson Labs in Newport News. The application envisions three tasks during the workflow of the project:

- A review of best practices regarding engagement of existing companies and new firms by other National Laboratories and High Performance Computing Centers across the country
- Conducting a situational assessment of aligning best practices with the needs of target industry clusters in Hampton Roads
- Development of action steps for implementation projects to build off of this study.

**Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 99,900</b>
<b>Matching Funds</b>	<b>\$ 55,000</b>
Local Match	\$ 12,500
<b>Additional Leverage</b>	<b>\$ 0</b>
<b>Total Project Budget</b>	<b>\$ 154,900</b>

## Advancing Commercialization and Innovation Opportunities for Jefferson Lab

The Cities of Newport News and Hampton, a group representing business leaders on the Peninsula (Greater Peninsula NOW), and higher education (through the Southeastern Universities Research Association and the Virginia Tech Newport News Center) have all committed staff-time and/or resources to the project. GO Virginia funds would be used for contract services for consultant costs to develop the plan and for support organization grant administration. Matching funds would be used for consultant costs, grant administration, and staff-time committed in support of the project.

Of the \$55,000 in matching funds committed to the project, \$45,000 is cash match and \$10,000 is in-kind time.

### Products

- Strategic plan for advancing regional commercialization and innovation opportunities associated with the High-Performance Data Facility at Jefferson Labs

### Workgroup Discussion:

- Potential to leverage unique asset in the region. Obvious connection to data, this seems like it will be a good chance to review implications for other target industries
- Strong commitment of time/resources from localities, business leaders, and higher education
- Reasonable timeline for scope of work

## Planning Grant Application

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### Cyber Titans Virginia Internship Program (Cyber Titans VIP)

**Region:** Region 6

**Participating Localities:** Caroline County (advisory board), Spotsylvania County (advisory board), and Stafford County (advisory board)

**Investment Strategy:** Workforce Development

**Targeted Industry(s):** Information/Data Centers; and Professional Scientific and Technical Services

**Type of Project:** Planning, Pilot, and Feasibility Project

**Applicant(s):** Cyber Titans Foundation (CBF)

**Project Goal(s):** To increase the pool of qualified workers in cybersecurity through an internship and work-based learning program.

**Project Description:** This internship program will prepare high school and colleges students, transitioning service members, and individuals seeking careers in cybersecurity. Cyber Titans VIP will design a training curriculum and certification pathway through a planning and pilot effort focused on cybersecurity. The initiative will focus on a four-step process:

1. **Establish Workforce Goals** – Collaborate with industry partners and localities to define specific workforce needs and she the Cyber Titans VIP curriculum.
2. **Develop Action Plan** – Design a strategic training plan that addressed workforce gaps and aligns with cybersecurity industry demands.
3. **Implement** – Execute the internship program in partnership with stakeholders (e.g. Region 6 localities, Virginia Talent + Opportunity Partnership VTOP, industry) ensuring effective placement and training for up to 20 participants.
4. **Communicate** – Maintain ongoing communication with stakeholders, ensuring transparency and progress tracking

The planning and pilot phase will be used to establish necessary partnerships, design the program framework, and create a curriculum tailored to the region’s industry needs. Once the framework is complete, the program will be piloted with 10 participants in an 8-week internship program, providing hands-on experience in the cybersecurity field.

## Cyber Titans Virginia Internship Program (Cyber Titans VIP)

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 99,826</b>
<b>Matching Funds</b>	<b>\$ 49,913</b>
Local Match	-
Additional Leverage	\$ 147,325
<b>Total Project Budget</b>	<b>\$ 297,065</b>

GO Virginia funding will be used to pay for a portion of salaries and fringe benefits (Principal Investigator, Program Manager/Developer, and Analyst/Coordinator), indirect costs, and grant management services. Matching funds will be used to pay for a portion of salaries and fringe benefits (Principal Investigator, Program Manager/Developer, and Analyst/Coordinator), supplies, training, paid internships, and indirect costs. Of the \$49,913 in committed match, all of it will be in-kind.

### Products:

- Strategic Training Plan/Playbook

### Outcomes:

- 10 people trained
- 10 interns placed
- 7 credentials awarded
- 8 businesses served

### Staff Discussion:

- Great opportunity for a work-based learning initiative focused on curriculum development and gaining meaningful work experience through internships.
- Local governments will have a seat at the advisory board to help shape the program.
- Playbook will help the project team gain more traction with employers if this small-scale pilot proves successful and offers the opportunity to scale up.

## Planning Grant Application

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### Economic Impact Analysis for RIVERE Ecological Center and Entrepreneurial Ecosystem

**Region:** Region 6

**Participating Localities:** Stafford County (in-kind match), and the City of Fredericksburg (in-kind match)

**Investment Strategy:** Startup Ecosystem

**Targeted Industry(s):** Professional, Technical, and Scientific Services

**Type of Project:** Planning, Pilot, and Feasibility Project

**Applicant(s):** RIVERE

**Project Goal(s):** To determine the demand and economic impact of building the RIVERE Ecological Center focused on river technologies.

**Project Description:** The proposed analysis evaluates the economic impact of a 25,000-square-foot facility that supports entrepreneurship and small business growth. Designed as a co-working space, the center will feature specialized areas, advanced technological infrastructure, and equipment to facilitate research and development focusing on river systems. The RIVERE Ecological Center will stand out as an innovative initiative, leveraging increasing investments and advancements in addressing climate and environmental challenges.

There will be two phases of this planning effort: 1) an economic impact analysis and qualitative impact to measure demand for the RIVERE Ecological Center in the next 10 to 20 years for companies to conduct research and share best practices; and 2) the development of the RIVERE Ecological Virtual Center Plan and Digital Platform. The virtual center plan will identify future investor partnerships and to focus on outreach to potential occupants. The virtual center will be a tool for folks to understand how the ecological center will look once physically built out, incorporating what research companies need in terms of the physical space and equipment. Both plans will inform a multi-phase implementation, emerging first as a virtual space and then as an actual building. The virtual center and digital platform will include work by the project team and steering committee to generate a roadmap for outreach to the local community. The steering committee will consist of local economic developers from Stafford County, the City of Fredericksburg, Virginia Innovation Partnership Corporation (VIPIC), among others.

## Economic Impact Analysis for RIVERE Ecological Center and Entrepreneurial Ecosystem

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 72,100</b>
<b>Matching Funds</b>	<b>\$ 36,050</b>
Local Match	\$ 1,160
Additional Leverage	\$ 26,995
<b>Total Project Budget</b>	<b>\$ 135,145</b>

GO Virginia funding will be used to pay for contract services to develop the economic impact analysis, fiscal oversight and support services, salaries, outreach, and grant management services. Matching funds will be applied for in-kind support provided by the project team and the steering committee, and to pay for a portion of the Virtual Center Plan. Of the \$36,050 in committed match, \$7,600 will be in-kind, and \$28,450 will be cash.

### Products:

- Economic Impact Analysis Report
- Digital platform and launch plan for the Virtual Center

### Staff Discussion:

- Great opportunity for the Fredericksburg subregion to determine the industry demand and economic impact of the RIVERE Ecological Center.
- Opportunity to focus on nascent river technology companies.
- This work will influence the Regional Entrepreneur Initiative (REI) plan Region 6 is currently working through.
- In-kind match provided by City of Fredericksburg and Stafford County.



## Planning Grant Application

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### Food and Beverage Business Accelerator

**Region:** 9

**Applicant(s):** Venture Central

**Participating Localities:** Albemarle County (in-kind), Fauquier County (cash), Fluvanna County (in-kind), Greene County (cash), Louisa County (cash), Madison County (cash), Nelson County (cash), Orange County (cash), Town of Culpeper (cash), City of Charlottesville (in-kind)

**Investment Strategy:** Cluster Scaleup

**Targeted Industries:** Food and Beverage Manufacturing

**Type of Project:** Planning Grant

**Project Goal(s):** To grow and diversify the regional economy by creating an action plan for establishing a food and beverage accelerator program in GO Virginia Region 9.

**Project Description:** Venture Central requests GO Virginia funds to develop a report and action plan to establish a food and beverage accelerator program in GO Virginia Region 9. Venture Central has been a central partner on the Region's Regional Entrepreneurship Initiative (REI) planning effort. As the effort comes to a conclusion, one of the recommendations in the draft report is to establish sector-specific accelerator programs, inspired in part by the success of Cville BioHub in the community. This effort would evaluate the potential for establishing a program with a particular niche of targeting non-alcohol food and beverage firms around \$300,000 in revenue and help to accelerate their growth towards \$1 million in revenue.

Activities which will be done to inform the final report include:

- Stakeholder engagement throughout the process, including in assessing needs for firms in the region
- Best practice research of successful models from other regions of the country
- Design of a program informed by these best practices and responsive to the needs of the region
- Evaluation of partnerships and potential funding sources to establish this accelerator

## Food and Beverage Business Accelerator

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	\$ <b>100,000</b>
<b>Matching Funds</b>	\$ <b>53,750</b>
Local Match	\$ 14,500
<b>Additional Leverage</b>	\$ <b>0</b>
<b>Total Project Budget</b>	\$ <b>153,750</b>

GO Virginia funds would be used for salaries and fringe benefits for staff developing the plan, grant administration costs, and support organization administration costs. Matching funds would be used for fringe benefits for staff developing the plan, travel costs associated with developing the plan, training costs associated with the research of best practices, software expenses, office space to be used for the project, and salary costs associated with partners providing staff-time to support engagement through the research process. Of the \$53,750 in matching fund, \$9,500 is cash match and \$44,250 is in-kind match.

### Products

- Report and action plan for establishing a food and beverage accelerator in GO Virginia Region 9

### Workgroup Discussion:

- Strong alignment with growth and diversification plan and recently completed Regional Entrepreneurship Initiative plan
- Strong partnerships with localities and local businesses
- Strong sense of how this would fit in with existing assets and complement these/offer services for a niche that isn't currently being served