



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

AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD
Tuesday, September 10
12:00 PM – 2:00 PM

LOCATION:
The Institute for Advanced Learning and Research (IALR)
150 Slayton Avenue
Danville, Virginia

[Virtual Link](#) option is also available to members of the public
Or dial: +1 434-230-0065, 551 524 356#

- I. OPENING
 - a. Call to Order Chair
 - b. Introduction of New Members Chair
 - i. Fouad Qreitem
 - ii. Reggie Aggarwal
 - c. Roll Call Cody Anderson
 - d. Public Comment Chair

- II. CONSENT AGENDA – **Action Item** (pg. 1) Chair
 - a. June 4, 2024 Meeting Minutes
 - b. FY25 Region 4 Capacity Building Budget Approval
 - c. Region 4 GO TEC Contract Modification
 - d. 2025 Board Calendar
 - e. Regional Councils Certifications
 - f. Amended Board Policy #2: Electronic Participation Policy

- III. DEPUTY DIRECTOR’S REPORT (pg. 19) Sara Dunnigan
 - a. **Action Item:** Per Capita Applications (3)
 - b. JLARC Recommendation Review and Roadmap

- IV. PROGRAM PERFORMANCE AND EVALUATION COMMITTEE REPORT Todd Stottlemeyer

- V. GOVERNANCE AND POLICY COMMITTEE REPORT (pg. 32) Emily O’Quinn
 - a. **Action Item:** Amended Board Policy #4 – Growth of Traded Industry Clusters

- VI. REGIONAL COUNCIL COMMITTEE REPORT Leah Fremouw

- VII. INFORMATION ITEMS (pg. 37) Sara Dunnigan
 - a. DHCD Administratively Approved Projects



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VIII. ADJOURNMENT

Chair

**Next Meeting
December 10, 2024- Virtual**

II. CONSENT AGENDA - *Action Items*

- a. June 4, 2024 Meeting Minutes
- b. FY25 Region 4 Capacity Building Budget Approval
- c. Region GO TEC Contract Modification
- d. 2025 Board Calendar
- e. Regional Council Certifications
- f. Amended Board Policy #2 - Electronic Participation Policy



VIRGINIA INITIATIVE FOR
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VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING

June 4, 2024

1:00 PM

Virtual Meeting

Members Present

Nancy Howell Agee
Jim Cheng
The Honorable Steve Cummings
Ben J. Davenport, Jr.
Senator Creigh Deeds
Cliff Fleet
W. Heywood Fralin
Leah Fremouw
William Holtzman
Kenneth Johnson
Senator L. Louise Lucas
Delegate Maldonado
Senator Ryan McDougle
The Honorable Caren Merrick
Emily O'Quinn
Jon Peterson
Delegate Don Scott
Todd A. Stottlemeyer
Delegate Luke Torian
Pia Trigiani

Members Absent

Jim Dyke
Delegate Terry Kilgore
John King

DRAFT

Call to Order

Ms. Nancy Agee, 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

Ms. Agee opened the floor for public comment.

No members of the public appeared before the Board for the public comment period.

Mr. Anderson noted that the staff had received one written public comment, which was read aloud:

Beverly Dalton, Vice-Chair of GO Virginia Region 2 Council, wrote in support of the Region 2 Vital application, noting that the council urges the Board to consider approving the project at its full request amount.

The public comment period was closed.

Consent Agenda

Ms. Agee noted that the consent agenda, including the December 12, 2023 meeting minutes, the March 12, 2024 meeting minutes, the FY25 Regional Per Capita and Competitive Fund Allocation, the FY25 Regional Capacity Building Allocation and Continuation of Match Waiver, FY25 Regional Capacity Building Budget Approvals, Region 6 Board Appeal – Igniting Entrepreneurship, Amended Board Policy #11 – Modified Per Capita Match Requirements, and the Amended Board Policy #13 – Modified Competitive Fund Match Requirements, would be voted on as a block.

Senator McDougle requested that the Region 6 Board Appeal – Igniting Entrepreneurship be pulled from the block for individual consideration.

A motion was made by Mr. Stottlemeyer and seconded by Mr. Fleet to approve the remaining consent agenda items as presented. The motion passed (Y – Agee, Cheng, Cummings, Davenport, Deeds, Fleet, Fralin, Fremouw, Holtzman, Johnson, Lucas, McDougle, Merrick, Maldonado, O’Quinn, Peterson, Stottlemeyer, Torian, Trigiani; N – none).

A motion was made by Mr. Stottlemeyer and seconded by Mr. Fleet to accept the staff recommendation to deny the Region 6 Board Appeal – Igniting Entrepreneurship. The motion passed (Y – Agee, Cheng, Cummings, Davenport, Deeds, Fleet, Fralin, Fremouw, Holtzman, Johnson, Lucas, Merrick, Maldonado, O’Quinn, Peterson, Stottlemeyer, Torian, Trigiani; N – McDougle).

Election of Officer – 2nd Ms. Agee noted that the recently created Governance and Policy Vice Chair – Regional Committee is charged with providing recommended nominations for leadership positions. Ms. Agee recognized Ms. Emily O’Quinn, Chair of the Governance and Policy Committee, to report on the Committee’s recommended nominee.

Ms. O’Quinn noted that the Governance and Policy Committee had met and unanimously supported the nomination of Ms. Leah Fremouw for the position of Vice Chair for Regional Councils.

The nomination of Ms. Fremouw was presented as a standing motion from the Governance and Policy Committee. No other members were nominated.

The motion passed (Y – Agee, Cheng, Cummings, Davenport, Deeds, Fleet, Fralin Fremouw, Holtzman, Johnson, Lucas, McDougle, Merrick, Maldonado, O’Quinn, Peterson, Stottlemyer, Torian, Trigiani; N – none).

Deputy Director’s Report Ms. Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD, presented the Board with 6 Per Capita applications regarding workforce development, site development and infrastructure, and cluster scale-up: United Way of Southwest Virginia GO TEC Expansion 2 from Region 1, Educating Engineers for the Region 2 Workforce from Region 2, Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP) from Region 2, GO TEC Region 3 Expansion from Region 3, Citizens Middle Mile Broadband from Region 2, and Region 4 – Project VITAL.

Ms. Dunnigan presented the Board with 2 Competitive Fund applications regarding cluster scale-up: Region 4 – Project VITAL and Region 9 – Project VITAL.

Ms. Dunnigan Presented the Board with 1 Talent Pathways Planning Initiative application: SVWDB TPI from Region 8.

Ms. Agee noted that the Board would vote on the proposed projects as a block.

After discussion, Senator Deeds requested that the Region 2 – VITAL, Region 4 – VITAL, and Region 9 – VITAL applications be pulled from the block for separate consideration.

After discussion, Mr. Davenport requested that the GO TEC Region 3 Expansion application be pulled from the block for separate consideration.

A motion was made by Mr. Fleet and seconded by Ms. O’Quinn to approve the remainder of the projects as recommended by staff. The motion passed (Y – Agee, Cheng, Cummings, Davenport, Deeds, Fleet, Fralin, Fremouw, Holtzman, Johnson, McDougle, Merrick, Maldonado, O’Quinn, Peterson, Stottlemeyer, Torian, Trigiani; N – none).

A vote was called for the GO TEC Region 3 Expansion application. The application was approved (Y – Agee, Cummings, Deeds, Fleet, Fralin, Fremouw, Scott, Holtzman, Johnson, Lucas, McDougle, Merrick, Maldonado, O’Quinn, Peterson, Stottlemeyer, Torian, Trigiani; N- none; Abstentions – Davenport).

After discussion, a motion was made by Senator Deeds and seconded by Senator Lucas to amend the staff-recommended motion about the three VITAL applications to include the following language: “Motion to approve the three VITAL projects and their accompanying local and total match waivers for approval contingent on verification follow-up and finalization of a memorandum of understanding between the three applicants with other state authorities that can provide additional collaborative support, including but not limited to Virginia Innovation Partnership Corporation, Virginia Economic Development Partnership, and Virginia Catalyst. Department of Housing and Community Development GO Virginia staff shall draft the MOU with project VITAL applicant leadership and oversee project collaboration”. The motion to amend passed (Y – Agee, Cheng, Cummings, Davenport, Deeds, Fleet, Fralin, Fremouw, Scott, Holtzman, Lucas, McDougle, Merrick, Maldonado, O’Quinn, Peterson, Stottlemeyer, Torian, Trigiani; N – none).

After discussion, a motion to table the three applications was made by Delegate Scott and seconded by Delegate Torian.

After further discussion, Delegate Scott withdrew the motion to table the applications.

Senator Deeds modified his amended motion to read as follows: “Move to recommend the Region 4 – VITAL project and its accompanying local and total match waivers for approval contingent on follow-up and finalization of a memorandum of understanding with other state authorities that can provide additional collaborative support, including but not limited to the following: Virginia Innovation Partnership Corporation, Virginia Economic Development Partnership, and Virginia Catalyst. The Virginia Department of Housing and Community Development’s GO Virginia staff shall draft the memorandum of understanding with the Project VITAL applicant leadership and oversee project collaboration. Move to recommend the Region 2 – VITAL project for approval for the full amount contingent on verification of match and finalization of a memorandum of understanding with other state authorities that could provide additional collaborative support, including but not limited to the following: the Virginia Innovation Partnership Corporation, the Virginia Economic Development Partnership, and Virginia Catalyst. The Virginia Department of Housing and Community Development’s GO Virginia staff shall draft the memorandum of understanding with the Project VITAL applicant leadership and oversee project collaboration. Move to recommend the Region 9 – VITAL project and accompanying match waivers for approval contingent on verification follow-up and finalization of a memorandum of understanding with other state authorities that can provide additional collaborative support, including but not limited to the following: the Virginia Innovation Partnership Corporation, the Virginia Economic Development Partnership, and Virginia Catalyst. The Virginia Department of Housing and Community Development’s GO Virginia staff shall draft the memorandum of understanding with the Project VITAL applicant leadership and oversee project collaboration. The memorandum of understanding required in these motions shall be subject to approval by the GO Virginia Program Performance and Evaluation Committee in collaboration with the Secretary of Commerce and Trade.” The motion passed (Y – Cheng, Cummings, Davenport, Deeds, Fleet, Fremouw, Scott, Holzman, Merrick, Maldonado, O’Quinn, Peterson, Stottlemeyer, Torian, Trigiani; N – none; Abstentions: Agee, Fralin, Johnson, Lucas).

Healthcare Taskforce
Report

Ms. Agee recognized Mr. Stottlemeyer, Chair of the Healthcare Taskforce, to present a report on the work of the Healthcare Taskforce.

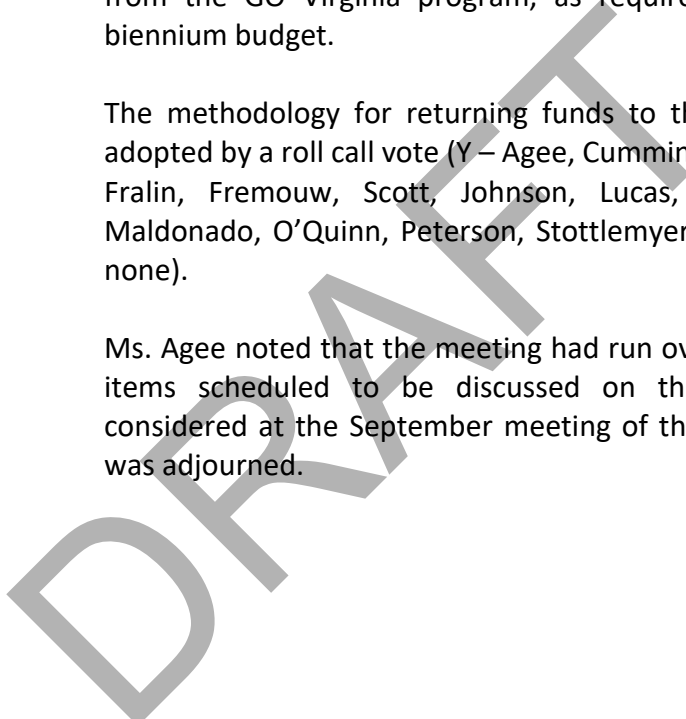
Mr. Stottlemeyer provided an overview of the proposed Board Policy #17, allowing healthcare projects as eligible activities under the GO Virginia program.

Board Policy #17 was presented as a standing motion to the Board. The motion passed (Y – Cummings, Davenport, Deeds, Fralin, Fremouw, Scott, Johnson, Lucas, McDougle, Merrick, Maldonado, O’Quinn, Peterson, Stottlemeyer, Torian, Trigiani; N – none; Abstentions – Agee)

Deputy Director’s Report Ms. Agee recognized Ms. Dunnigan to provide an overview of the proposed methodology for returning funds to the General Fund from the GO Virginia program, as required by the 2024-2026 biennium budget.

The methodology for returning funds to the General Fund was adopted by a roll call vote (Y – Agee, Cummings, Davenport, Deeds, Fralin, Fremouw, Scott, Johnson, Lucas, McDougle, Merrick, Maldonado, O’Quinn, Peterson, Stottlemeyer, Torian, Trigiani; N – none).

Adjournment Ms. Agee noted that the meeting had run over and that any other items scheduled to be discussed on the agenda would be considered at the September meeting of the Board. The meeting was adjourned.





Board Action: GO Virginia Region 4 Capacity Building Approved Budget

TITLE: FY '25 Region 4 Capacity Building Approved Budget

BACKGROUND: Eight of the nine regions had their capacity building budgets approved at the June 4, 2024 Board meeting. To allow more time to fully develop their regional capacity building budget, Regional Council 4 elected to submit their budget at the September 10, 2024 Board meeting.

RECOMMENDATION: DHCD recommends that the Board move to approve the Region 4 submitted capacity building budget.

FY 25 GO Virginia Regional Capacity Building Budgets									
	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Admin (General)					\$1,850		\$17,850		\$37,000
Audit			\$1,300	\$11,000	\$5,500		\$2,900	\$1,500	\$6,500
Contract Services	\$2,000	\$6,950	\$116,636	\$35,000			\$12,000	\$92,400	\$9,500
Fiscal /Accounting Services	\$18,519			\$20,250	\$5,000		\$5,000		
Legal Expenses							\$3,000	\$500	\$500
Marketing, Outreach, and Websites	\$6,000		\$31,900		\$12,000		\$14,700	\$1,500	\$3,000
Meetings and Workshops	\$3,000		\$6,350		\$1,500	\$15,000	\$6,000	\$5,000	\$3,750
Rent	\$3,200			\$10,800	\$16,905				\$12,000
Salaries (Fringe if applicable)	\$205,980	\$232,895	\$84,000	\$168,250	\$100,000	\$187,886	\$176,677	\$130,000	\$172,250
Supplies & Equipment	\$4,000	\$6,155	\$150	\$1,500	\$5,000	\$2,259	\$2,450	\$600	\$2,000
Taxes and Insurance				\$2,000	\$2,000		\$5,673		
Travel	\$5,000	\$4,000		\$1,200	\$245	\$3,705	\$3,750	\$10,000	\$3,500
Program Support Total	\$247,699	\$250,000	\$240,336	\$250,000	\$150,000	\$208,849	\$250,000	\$241,500	\$250,000
Contract Services	\$2,301				\$50,000			\$3,500	
Technical Assistance			\$9,664						
Growth and Diversification Plan Development								\$5,000	
Planning Grants					\$50,000	\$41,151			
Planning Total	\$2,301	\$0	\$9,664	\$0	\$100,000	\$41,151	\$0	\$8,500	\$0
Project Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000

Note: All regions other than Region 4 had their budgets approved at the June 4, 2024 Board meeting.



Memorandum

TO: Virginia Growth and Opportunity Board
FROM: DHCD Staff
RE: GO TEC Region 4 Career Connections Labs Scope Change Request
DATE: September 10, 2024

BAKCGROUND: At its June 13, 2023 meeting, the Board approved the GO Tec Region 4 Career Connections Labs Project in the amount of \$1,150,571. This project consists of establishing five GO TEC Career Connections Labs in middle schools in southern part of GO Virginia Region 4 in Dinwiddie County, Surry County, the City of Petersburg, the City of Colonial Heights, and the City of Hopewell. To date, the subgrantee (the Commonwealth Center for Advanced Manufacturing) has made progress in purchasing equipment for each of the five career connections labs.

As the project has progressed, the subgrantee has found cost-savings compared to the original estimates for the equipment used for the labs. The Region 4 Council recently approved CCAM's request to use savings of \$163,000 to equip a sixth career connections lab in Sussex County. Please note that this is not requesting additional funds, it is requesting to use the previously awarded and obligated amount. This request will result in an additional 80 students trained through the program by the end of the grant period for the project in June 2025, with all 250 middle school students in Sussex County reached with GO TEC programming the end of the 2025-2026 school year.

RECOMMENDATION: Staff recommends the Board approve the scope change request.



Virginia Growth and Opportunity Board

2025 Proposed Board Meeting Schedule

Tuesday, March 11, 2025

Tuesday, June 10, 2025

Tuesday, September 9, 2025

Tuesday, December 9, 2025

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



Memorandum

TO: Virginia Growth and Opportunity Board
FROM: Bryan Horn, Director, DHCD
RE: Annual Certification of Regional Councils
DATE: 09/10/2024

Background

Virginia State Code describes the powers and duties of the Board and the Board's role in the formation and subsequent certification of the Regional Councils. In December 2019, the Board enacted a process change whereby DHCD would review the council composition and member selection in order to certify each council meets the program guidelines.

Annual Certification

For the fiscal year of July 2024 through June 2025, DHCD has reviewed the council member composition and the council by-laws of each of the nine regional councils and recommends certification for all nine regional councils in accordance to the GO Virginia program guidelines. Each of the nine councils has a composition that meets the membership requirements as listed in § 2.2-2488 C. Each council has adopted by-laws that ensure accordance with GO Virginia program guidelines in terms of membership selection processes and general governance.

Many councils went beyond the membership requirements listed in Code and set standards to maintain a roster of council members that represent greater gender and ethnic diversity and represent a broad geography in their respective regions.

Code References:

§ 2.2-2486. Powers and duties of the Board.

2. Certify qualifying regions and regional councils, including developing and implementing guidelines or procedures for such certification.

§ 2.2-2488. Formation of regional councils.

C. A regional council shall include representatives from (i) the education sector, including school divisions, community colleges, and public institutions of higher education; (ii) the economic and workforce development sector; (iii) local government; (iv) planning district commissions; (v) nonprofit organizations; and (vi) other entities that significantly affect regional economic or workforce development. Membership may include one or more nonlegislative citizen members of the Board from the region. A majority of the members of a regional council shall be from the private sector with demonstrated significant private-sector business experience. A regional council shall be chaired by a citizen member from the region with significant private-sector business experience.



D. The Board shall certify that the regional council member selection process, membership, governance, structure, composition, and leadership meet the requirements of this article and the program guidelines and procedures. The Board shall certify that the regional council has adopted bylaws and taken other such steps in its organizational activities and business plan as are necessary or required by Board guidelines and procedures to provide for accountability for and oversight of regional activities funded from the Fund.



Memorandum

TO: Virginia Growth and Opportunity Board

FROM: Sara Dunnigan, Deputy Director, DHCD

RE: Updated Electronic Participation Policy

DATE: 09/10/2024

Background

During the 2024 General Assembly Session, the Code of Virginia was amended to include four key changes to the Freedom of Information Act as it relates to all allowable electronic participation policies. Those changes are as follows:

- a) Language increasing the number of times a public body may convene an all-virtual public meeting from two times or 25 percent of the meetings held per calendar year (whichever is greater) rounded up to the next whole number to two times or 50 percent of meetings held per calendar year (whichever is greater) rounded up to the next whole number.
- b) Language stating that when audio-visual technology, if available for a member participating electronically, was to voluntarily disconnect or otherwise fail during the meeting, that member shall not be considered present for quorum purposes.
- c) Language allowing a member who is participating by electronic means due to having a disability as defined in [§51.-40.1](#) of the Code of Virginia shall count toward the quorum as if the member were physically present.
- d) Language allowing a member who is participating by electronic means due to being a caregiver to a member of their family who has a disability shall count toward the quorum as if the member were physically present.
- e) Language requiring public bodies to adopt an electronic participation policy annually.

Because the GO Virginia Board normally meets four times each year, the first change will likely have no consequences on Board operations as the maximum number of times the Board may convene an all-virtual meeting would remain at twice per calendar year.

The attached update to Board Policy #2 includes language changes that make the Policy consistent with the Code of Virginia. Please note that this is anticipated to be a recurring agenda item each year at the Fall meeting of the Board.



Board Policy #2

TITLE: Electronic Participation in Virginia Growth and Opportunity Board Meetings

EFFECTIVE DATE: 09/10/2024

AUTHORITY: § 2.2-3708.2 of the Code of Virginia

POLICY STATEMENT:

Individual Requests for Remote Participation:

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

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

When such individual participation is due to a personal matter, such participation is limited by law to two meetings per calendar year or 50 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater.

When audio-visual technology is available, a member of the body shall, for purposes of quorum, be considered absent from any portion of the meeting during which visual communication with the member is voluntarily disconnected or otherwise fails or during which audio communication involuntarily fails.

Requests for Individual Remote Participation; Automatic Approval Process:

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

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

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



Eligible Reasons for Individual Remote Participation:

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

Requesting remote participation due to personal matters:

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

Requesting remote participation due to non-personal matters:

- b) The member has a temporary or permanent disability or other medical condition that prevents the member's physical attendance. For the purposes of determining whether a quorum is physically assembled, an individual member of the body who is a person with a disability as defined in §51.-40.1 and uses remote participation counts toward the quorum as if the individual was physically present.
- c) A medical condition of a member of the member's family requires the member to provide care that prevents the member's physical attendance or the member is a caregiver who must provide care for a person with a disability at the time the public meeting is being held thereby preventing the member's physical attendance. For the purposes of determining whether a quorum is physically assembled, an individual member of the body who is a caregiver for a person with a disability and uses remote participation counts toward the quorum as if the individual was physically present.
- d) The member's principal residence is more than 60 miles from the meeting location identified in the required notice for such meeting

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

Minutes Requirements

- a) If an individual member remotely participates in a meeting, a general description of the remote location must be included in the minutes. The minutes should be described in a similar matter as the following: ["Member" participated from their home in [locality]" or that "[Member] participated from their office in [locality]."] The remote location does not need to be open to the public.
- b) If a member remotely participates due to a (i) temporary or permanent disability or other medical condition that prevented the member's physical attendance or (ii) family



member's medical condition that required the member to provide care for such family member, thereby preventing the member's physical attendance, that fact must be included in the minutes. While the fact that a disability or medical condition prevents the member's physical attendance must be recorded in the minutes, it is not required to identify the specific disability or medical condition.

- c) If a member remotely participates because the member's principal residence is more than 60 miles from the meeting location, the minutes must reflect that fact.
- d) If a member remotely participates due to a personal matter, the minutes must include the specific nature of the personal matter cited by the member.
- e) As stated above, if remote participation by a member is disapproved because it would violate the participation policy adopted by the Board, such disapproval must be recorded in the minutes with specificity.

All Virtual Public Meetings:

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

Statutory Requirements for Conducting an All-Virtual Public Meeting:

- a) An indication of whether the meeting will be an in-person or all-virtual public meeting must be included in the required meeting notice along with a statement notifying the public that the method by which the Board chooses to meet shall not be changed unless the Board provides a new meeting notice in accordance with the provisions of §2.2-3707.
- b) Public access to the all-virtual public meeting must be provided via electronic communication means.
- c) The electronic communication means used must allow the public to hear all members of the public body participating in the all-virtual public meeting and, when audio-visual technology is available, to see the members of the Board as well.
- d) A phone number or other live contact information must be provided to alert the Board if the audio or video transmission of the meeting provided by the Board fails, staff must monitor such designated means of communication during the meeting, and the Board must recess until public access is restored if the transmission fails for the public.
- e) A copy of the proposed agenda and all agenda packets and, unless exempt, all materials furnished to members of the Board for a meeting must be made available to the public in electronic format at the same time as such materials are provided to members of the Board.



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- f) No more than two members of the Board are together in any one remote location unless that remote location is open to the public to physically access it.
- g) If a closed session is held during an all-virtual public meeting, transmission of the meeting to the public must resume before the public body votes to certify the closed meeting as required by subsection D of §2.2-3712.
- h) The Board shall not convene an all virtual public meeting (i) more than two times per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater, or (ii) consecutively with another all-virtual public meeting.
- i) Minutes of all-virtual public meetings held by electronic communication means are taken as required by §2.2-3707 and include the fact that the meeting was held by electronic communication means and the type of electronic communication means by which the meeting was held. If a member's participation from a remote location pursuant to this subsection is disapproved because such participation would violate the policy adopted pursuant to subsection D, such disapproval shall be recorded in the minutes with specificity.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on September 10, 2024.

SUPERSESION: This Board policy amends and replaces Board Policy #2 which was originally adopted on September 13, 2022.

DHCD DIRECTOR: Bryan Horn



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III. DEPUTY DIRECTOR'S REPORT

- a. **Action Item:** Per Capita Applications (3)
- b. JLARC Recommendation Review and Roadmap



Per Capita Applications Workforce Development

Per Capita Application

Regional Talent Strategy

Region: 6

Applicant(s): Bay Consortium Workforce Development Board (BCWDB)

Participating Localities: Bay Consortium Workforce Development Board on behalf of its member localities (cash)

Investment Strategy: Workforce Development

Targeted Industries: Information Technology, Aquaculture, Manufacturing, and Healthcare

Type of Project: Per Capita Implementation

Project Goal(s): To build new capacity to enhance career exposure and support regional workforce development activities.

Project Description: The project will focus on four strategic goals: 1) to make career opportunities in GOVA Region 6 well-known and assessable, and offer clear pathways for students, residents, and workers across skill levels through career awareness and career pathway development; 2) to align and connect education, training, and other talent development efforts to the region's labor market through a talent development strategy; 3) develop a talent attraction and retainment strategy; and 4) build awareness of resources for businesses through business toolkits.

The newly created Talent Development Coordinator position will lead the Sector Partnerships (established during the Talent Pathway Initiative Planning effort), serving as the facilitator across each of the targeted industries. The role will serve as the liaison between the business community and the broader workforce system. Additionally, the Career Specialist position will help leverage resources like virtual reality headsets and Metrix Learning (an online learning management system that helps job seekers upgrade their skills and study for certification exams to help secure employment).

GO Virginia funds will be used for salaries and fringe to support the Talent Development Coordinator and Career Specialist positions, professional development, contract services to develop the talent attraction strategy and Business Toolkit, equipment related to the virtual reality headsets, indirect costs, and grant management services. Matching funds will be used for the salaries and fringe of the Business Services Coordinator and the Program Influencer positions, travel, outreach, general supplies, virtual reality equipment, fees and licenses for

Regional Talent Strategy

Metrix Learning, phones for the Business Services and Program Influencer positions, and the fee for the JobsEQ platform.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 536,580
Matching Funds	\$ 272,385
Local Match	\$ 64,760
Additional Leverage	-
Total Project Budget	\$ 536,580

Products:

- Business Toolkit

Outcomes:

- 70 job placements
- 35 businesses served
- 25 new interns placed
- 15 new apprenticeships created

Workgroup Discussion:

- The proposal is implementing the recently completed Talent Pathway Initiative (TPI) Plan, but additional planning is being proposed, much of what was supposed to have been addressed in the TPI Plan.
- No additional new programming/training is being proposed. No formal relationships have been established with the community colleges.
- No clear connection was provided on how the two new positions will contribute to the net new outcomes listed in the application, and what specific job placements this will lead to.
- The audience of the proposal is 14 years and up, however, no formal agreements are in place with the school divisions.

Regional Talent Strategy

Staff Recommendation:

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

Application Review Checklist	
Alignment with G&D Plan/Talent Pathways Plan	YES
High-wage Job Creation Potential	UNDETERMINED
3 Year ROI/5 Year ROI	UNDETERMINED
2:1 Match Requirement	YES
20% Local Match Requirement	YES
Local Match Waiver Requested	N/A
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Per Capita Applications Site Development & Infrastructure

Per Capita Application

Western Lee Sewer Phase IA

Region: 1

Applicant(s): Lee County

Participating Locality: Lee County

Investment Strategy: Site Development and Infrastructure

Targeted Industries: Agriculture and Food and Beverage Manufacturing

Type of Project: Per Capita Implementation

Project Goal(s): To design a new sewer collection and treatment system in the western portion of Lee County.

Project Description: This project seeks to expand the existing public wastewater infrastructure in western Lee County. This project's core scope of work is the completion of final design plans and a plans and specifications package. The outcome of this project will be the submission of these planning documents to the Virginia Department of Environmental Quality in anticipation of bidding and procurement of construction contracts approximately eighteen months into the project. The overarching goal of this project is to contribute toward the construction of a 0.3MGD wastewater treatment plant and the installation of approximately 171,000 linear feet of new gravity and force main sewer lines throughout the county.

GO Virginia funding will be used for final design and non-construction costs.

Match funding will be used for architectural and engineering fees.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 703,000
Matching Funds	\$ 351,500
Local Match	\$ 0
Additional Leverage	\$ 1,748,500
Total Project Budget	\$ 2,803,000

Western Lee Sewer Phase IA

Outcomes:

- There are no direct outcomes associated with this proposal.

Workgroup Discussion:

- GO Virginia Board Policy #9 states that GO Virginia funds used for site development activities must advance sites towards becoming a Tier 4 site using the Virginia Business Ready Sites Program. This project would not advance any particular sites along the Virginia Business Ready Sites Program Tiers during the grant period.
 - The project would not achieve any of the GO Virginia core grant outcomes for site development implementation projects during the grant period. Potential economic impacts from the construction of the wastewater system would not occur for years based on the project timeline.
- The project does not involve the meaningful participation of two or more localities, as required by the Code of Virginia and GO Virginia program guidance

Staff Recommendation:

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

Application Review Checklist	
Alignment with G&D Plan	UNDETERMINED
High-wage Job Creation Potential	UNDETERMINED
3 Year ROI/5 Year ROI	N/A
\$2:1 Match Requirement	YES
20% Local Match Requirement	NO
Local Match Waiver Requested	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Per Capita Application

Progress Park Lot 10

Region: 1

Applicant(s): Joint Industrial Development Authority of Wythe County

Participating Localities: Bland County (advisory group), Wythe County (cash)

Investment Strategy: Site Development and Infrastructure

Targeted Industries: Advanced Manufacturing, Food and Beverage Manufacturing, Information and Emerging Technologies

Type of Project: Per Capita Implementation

Project Goal(s): To grow and diversify the regional economy by expanding the number of business-ready sites.

Project Description: The Joint Industrial Development Authority (IDA) of Wythe County requests GO Virginia funds to advance the site readiness of Lot 10 in their Progress Park industrial park. Development of this lot would build on past work developing industrial sites within the park and allow for utilization of existing water, sewer, gas, electric, telecom, and transportation infrastructure in the park to shorten the time to market. GO Virginia funds would be used for site work through grading and grant administration costs. Matching funds would be provided by Wythe County and would be used for site construction costs.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 425,876
Matching Funds	\$213,000
Local Match	\$213,000
Additional Leverage	\$6,546,750
Total Project Budget	\$ 7,185,626

Outcomes:

- 52 acres advanced from a Tier 2 to a Tier 5 per Virginia Business Ready Sites Program

Progress Park Lot 10

Workgroup Discussion:

- This is a regionally significant site that would be able to leverage past investments in the park to be highly marketable with the scope of work for this project
- Applicant team has had past success with marketing sites and has shown capacity
- Strong alignment of resources with partners at VEDP

Staff Recommendation:

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

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	NO
\$2:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	YES
Local Match Waiver Requested	N/A
Grant Management Capacity	YES



Memorandum

TO: GO Virginia State Board

FROM: Sara Dunnigan

RE: JLARC Recommendations Review Roadmap

DATE: 09/10/2024

Background:

On December 11, 2023, the Joint Legislative Audit Review Commission released its report on the Growth and Opportunity Virginia (GO Virginia) Program. This report culminated in sixteen recommendations as well as two additional policy recommendations. At the December 12, 2023 meeting of the GO Virginia Board, Board leadership announced the intention of dividing consideration of the JLARC recommendations amongst three of the Board's committees: the Program Performance and Evaluation Committee, the Governance and Policy Committee, and the Healthcare Taskforce.

Delegation of Recommendations and Review Status:

Throughout the first three quarters of 2024, the Program Performance and Evaluation Committee, the Governance and Policy Committee, and the Healthcare Taskforce have met several times each to review and consider the recommendations put forward in the JLARC report. Of the sixteen recommendations and two policy recommendations, eleven were delegated to the Governance and Policy Committee. Attached to this memorandum, please find an overview of the status of the review of these recommendations and the anticipated timeline for review and implementation.

Recommendation/ Policy Consideration Number	JLARC Report Recommendation	Committee Responsibility	Status
1	The Department of Housing and Community Development should change its "number of jobs created/filled" outcome measure for the GO Virginia program by (i) splitting the criteria into separate "jobs created" and "jobs filled" measures, (ii) removing the "estimated" and "expected" qualifiers so that only actual jobs created or filled are counted, and (iii) clarifying that any job created or filled must be clearly attributable to the project's activities, which must be explained in project reports.	Program Performance and Evaluation Committee	COMPLETE
2	The Department of Housing and Community Development should revise the Core Grant Outcomes list for GO Virginia projects to ensure that outcomes measures are narrow enough to avoid mixing different program activities, are clearly defined, and are appropriate and specific to the project type.	Program Performance and Evaluation Committee	COMPLETE
3	The GO Virginia Board should amend the GO Virginia bylaws to assign responsibility for the review of outcome calculation methods and outcome data verification to staff at the Department of Housing and Community Development.	Program Performance and Evaluation Committee (decision); Governance and Policy Committee (bylaws update)	In progress. The committee discussed this recommendation on 8/19/2024. No action was taken.
4	The GO Virginia Board should develop and implement a policy to assess the long term impact of individual projects and the GO Virginia program as a whole, including which information should be collected to facilitate this long-term assessment. The board's actions should proceed under the guidance of its new project [program] evaluation committee and with the assistance and input of Department of Housing and Community Development staff and regional council support staff.	Program Performance and Evaluation Committee	In progress. Committee reviewed this recommendation on 8/19/2024. Staff will bring forward recommendations at a future meeting.
5	The GO Virginia board should revise its policies to include a more detailed definition of traded sector activities, modeled on definition used by the Virginia Economic Development Partnership's Virginia Jobs Investment Program, which can be used to determine project eligibility.	Governance and Policy Committee	In-Progress; The Governance and Policy committee has adopted a recommended update to Board Policy #4, which addresses the traded sector industry definition. This Policy will be considered for adoption by the State Board at its meeting on 09/10/2024.
6	The GO Virginia board should revise its policies to allow grants for healthcare projects that meet the following criteria: (i) are consistent with the region's growth and diversification plan, (ii) provide evidence that the project will help address an unmet healthcare need in the region, and (iii) provide evidence that addressing the healthcare need will benefit the regional workforce or economy. Eligibility determinations should be made on a case-by-case basis early in the application process, not at the final board vote.	Healthcare Taskforce (decision recommendation); Governance and Policy Committee (policy update)	Complete; The GO Virginia State Board approved Board Policy #17 at the 6/4/2024 meeting of the Board.
7	The GO Virginia board should replace the eligibility requirement that all grant projects must create higher wage jobs with a requirement that all grant projects must create a new or expanded workforce or economic development activity.	Governance and Policy Committee	Complete; GP will report to the State Board at the 09/10/2024 meeting about the staff changes to guidance reflecting adoption of this recommendation.
8	The GO Virginia board should either eliminate or reduce the local match requirement for all grants.	Governance and Policy Committee	In Progress; this item will be discussed at the 09/09/2024 Governance and Policy Committee meeting. A memo detailing the history of the local match requirement alongside a discussion of how recent legislation reducing total match also intrinsically reduced local match will be presented. Staff recommendation for this item will be to not take action unless future data suggests total match reductions are not sufficiently reducing barriers to access to the GO Virginia fund.
9	The GO Virginia Board should expand eligibility requirements for statewide competitive funds by making these grants available to (i) any region that has awarded or is about to award all or almost all of its per capita funds in a given year and is not carrying a significant unobligated funding balance, and (ii) projects that require a grant amount that is equal to or greater than half of the region's unobligated per capita funds. Projects that involve multiple regions should continue to be eligible for these funds.	Governance and Policy Committee	Complete; the Competitive Guidance Update was adopted by the Board at the 12/11/2023 meeting.
10	The GO Virginia board should eliminate the requirement that all projects show a positive Return on Investment (ROI) to the state to be eligible for GO Virginia funding.	Governance and Policy Committee	In Progress; Initial discussions on this item is scheduled to take place at the Governance and Policy Committee meeting on 09/09/2024. This will be an introductory conversation without a staff recommended action. It is important to note that having a positive ROI is not an eligibility requirement of the GO Virginia program and is instead an evaluation tool. Staff anticipates holding a workgroup of stakeholders to discuss the relevance of the current ROI model this fall. A staff recommendation and Governance and Policy Committee action are anticipated to take place prior to the 12/10/2024 meeting of the State Board.
11	The GO Virginia board should revise its policies to delegate grant approval authority to the director of the Department of Housing and Community Development for any regional per capita implementation grant that has been dutifully reviewed and approved by a regional council and recommended for administrative approval by a board designated workgroup.	Governance and Policy Committee	At the 3/11/2024 meeting of GP, the committee chose to not take action on this item. This will be reported to the State Board at their 09/10/2024 meeting.

Recommendation/ Policy Consideration Number	JLARC Report Recommendation	Committee Responsibility	Status
12	The GO Virginia board should revise its policies to clarify that only grant applications that would require a significant investment of state funds are required to include an estimated return on investment (ROI). The ROI should be tailored to each project and calculated by experienced professionals using established methodologies, and the costs should be paid for by the GO Virginia program out of its existing fund balances.	Governance and Policy Committee	In Progress; Initial discussions on this item is scheduled to take place at the Governance and Policy Committee meeting on 09/09/2024. This will be an introductory conversation without a staff recommended action. It is important to note that currently the program requires a 3rd party ROI evaluation of any project seeking to access the GO Virginia Competitive fund, which includes an eligibility requirement of "extraordinary economic opportunity". A positive ROI is not an eligibility criteria but serves as an evaluation tool. Staff anticipates holding a workgroup of stakeholders to discuss the relevance of the current ROI model this fall. A staff recommendation and Governance and Policy Committee action are anticipated to take place prior to the 12/10/2024 meeting of the State Board.
13	The General Assembly may wish to consider amending the Code to add the Secretary of Labor to the list of cabinet secretaries eligible to be appointed by the Governor to the GO Virginia board.	N/A	Complete; the Governor signed legislation adopting this recommendation on 4/2/2024. The legislation went into effect on 07/01/2024.
14	The General Assembly may wish to consider amending the Code to require that, within the GO Virginia board's 14 citizen members, there must be at least one member appointed from each of the nine GO Virginia regions.	Governance and Policy Committee	No action was taken by the General Assembly on this item during the 2024 General Assembly Session. Staff is monitoring board composition and encouraging geographic distribution. Currently, only one GO Virginia Region (Region 6) has no representation on the GO Virginia State Board.
15	The GO Virginia board should adopt a policy that defines a cycle for full and lighter reviews of regional growth and diversification plans.	Governance and Policy Committee	In Progress; this item will appear on the Governance and Policy Committee's 09/09/2024 agenda. DHCD staff will report on the history of Growth and Diversification Plan updates and August workgroup meetings held with stakeholders about the update process. Staff will recommend no formal action and note that this recommendation, while already being acted on by staff, will be memorialized in program guidance.
16	The GO Virginia board should revise its policies to allow regions to award up to 25 percent of their annually allocated per capita funds for planning grants and raise or eliminate the \$100,000 per grant limit.	Governance and Policy Committee	In Progress; it is expected that DHCD staff will develop a survey for the Regional Support Organizations to detail grants that have been achieved as a result of planning efforts, both GO Virginia and from other efforts. Based on the data received in this survey, DHCD staff anticipates bringing this item before the Committee in 12/2024 with a final recommended action/report for the State Board at their 12/10/2024 meeting.
Policy Consideration 1	The General Assembly could reduce the match requirement for GO Virginia grants from being at least equal to the grant (1:1) to being at least equal to half of the grant (2:1) match.	N/A	Complete; the Governor signed legislation adopting this recommendation on 4/2/2024. This legislation went into effect on 07/1/2024.
Policy Consideration 2	The GO Virginia board could revise its policies to allow smaller organizations, which meet criteria specified by the board, to receive a portion of their GO Virginia award at the start of the grant period.	N/A	No action or discussion has occurred on this item.



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

- V. GOVERNANCE AND POLICY COMMITTEE REPORT
- a. **Action Item:** Amended Board Policy #4 - Growth of Traded Industry Clusters



Memorandum

TO: GO Virginia Board Members

FROM: DHCD Staff

RE: Amended Board Policy #4 - Traded Sector Industry Definitions

DATE: 09/10/2024

BACKGROUND:

As part of the 2023 JLARC Report regarding the GO Virginia Program, the Commission adopted a series of recommendations. Specifically, recommendation 5 recommended that the Board revise the program definition of traded sector activities.

The specific language of recommendation 5 reads as follows:

“The GO Virginia board should revise its policies to include a more detailed definition of traded sector activities, modeled on the definition used by the Virginia Economic Development Partnership’s Virginia Jobs Investment Program, which can be used to determine project eligibility.”

JLARC reported the following details in consideration of their recommendation:

- a) *At the inception of GO Virginia, the board determined the program should be focused on traded sector industries.*
- b) *Economists and program stakeholders – including board and council members – agree that it is appropriate for GO Virginia to focus on growing the traded sector because these activities have the biggest potential economic impact.*
- c) *Traded sector activities bring in new revenue from outside the state instead of simply reallocating existing economic activity within the state and can have a more significant impact on the economy. Traded sector industries also generally pay higher wages.*
- d) *The board policy establishing the traded sector eligibility requirement is not well defined and is largely open to interpretation.*
- e) *The policy does not clearly define if the traded sector refers to whole industries or activities within an industry. It also does not clearly define if “traded sector” refers to industries or activities that sell a majority of their goods or services outside Virginia or those that compete in international markets.*

The referenced Board Policy # 4 currently reads as follows:

Board Policy #4

TITLE: Use of GO Virginia Funds for Scholarships and Nontraded Sectors

EFFECTIVE DATE: 12/12/2017

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

POLICY STATEMENT: It is the policy of the Virginia Growth and Opportunity Board that funds shall not be used for projects in non-traded sectors where median wages fall below regional averages. The Board will consider future applications from these sectors that can demonstrate that the project will create higher-paying jobs across the industry sector and that the project will generate out-of-state revenue despite being a non-traded sector, such as a center of excellence or specialized/innovative model.

Furthermore, it is the policy of the Virginia Growth and Opportunity Board that funds shall not be used for initiatives that are unsustainable beyond GO Virginia funds, such as scholarships.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on 12/12/2017.

SUPERSESSION: This Board policy is new.

DHCD DIRECTOR: William Shelton

At the March 12, 2024, meeting of the GO Virginia Governance and Policy Committee, the Committee discussed Recommendation #5 and determined that the best path forward would be to enact a new version of Board Policy #4. Committee members determined that the new version of Policy # 4 should include language stating that funds shall be used to support the growth of prioritized traded industry clusters as identified by the GO Virginia regions in their Growth and Diversification Plans. The new policy would include a specific definition of traded sector industries but allow flexibility for the Board to adopt additional subsequent policies that make targeted exceptions to the Policy. Sustainability and scholarships would be shifted to administrative guidance.

At the May 22, 2024, meeting of the Committee, Committee members voted to recommend the new version of Board Policy #4 (attached). It was also acknowledged that ongoing administrative guidance updates for FY25 will include language addressing removed components of the previous policy, specifically language regarding sustainability and prohibiting scholarships as a fundable activity.



Board Policy #4

TITLE: Use of GO Virginia Funds to Promote the Growth of Traded Industry Clusters

EFFECTIVE DATE: 09/10/2024

AUTHORITY: § 2.2-486 - §2.2-2489 of the Code of Virginia

POLICY STATEMENT: It is the policy of the Virginia Growth and Opportunity Board that program funds shall be used to support the growth of prioritized traded industry clusters as identified in each Regional Council’s Economic Growth and Diversification Plan.

A traded industry cluster is defined as industry sector(s) where the majority of goods and services are sold or have the potential to be sold outside the Commonwealth.

It is within the powers of the Board to adopt superseding policies that make targeted exceptions to this Policy should the Board identify challenges that would otherwise hinder the growth of traded industry clusters.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on 09/10/2024.

SUPERSESSSION: This policy includes amendments to Board Policy #4, which was originally approved on 12/12/2017.

DHCD DIRECTOR: Bryan Horn



VIRGINIA INITIATIVE FOR
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IN EACH REGION

VII. INFORMATION ITEMS

a. DHCD Administratively Approved Projects



Administratively Approved Planning Grant Applications

Planning Grant Application

Wildwood Commerce Park Site 1 Due Diligence

Region: 1

Applicant(s): Blue Ridge Crossroads Economic Development Authority

Participating Localities: Carroll County (cash), Grayson County (cash), City of Galax (cash)

Investment Strategy: Site Development and Infrastructure

Targeted Industries: Advanced Manufacturing, Food and Beverage Manufacturing, Agriculture, Information and Emerging Technologies, Energy and Minerals, Distribution and Logistics

Type of Project: Planning Grant

Project Goal(s): To increase the inventory of shovel-ready sites in GO Virginia Region 1.

Project Description: The Blue Ridge Crossroads Economic Development Authority seeks to complete initial due diligence reports and assessments for Wildwood Commerce Park Site 1, which is the lone available site on the Wildwood property that must be developed. Option agreements on the other sites on the Wildwood property make Site 1 the only developable tract of land available. The site, which is 105 total acres with 50 developable acres, is anticipated to be eligible for future VBRSP funding after initial due diligence assessments have been completed.

GO Virginia funding will be used for architectural and engineering studies, as well as for grant administration. Matching funds will be used for architectural and engineering fees.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 50,000
Local Match	\$ 25,000
Additional Leverage	\$ 163,750
Total Project Budget	\$ 313,750

Wildwood Commerce Park Site 1 Due Diligence

Products:

- Due Diligence Reports Completed
- 50 Acres increased from Tier 2 to Tier 4

Staff Discussion:

- Both previous sites on the Wildwood Commerce Park are now under option agreements, demonstrating an appetite for businesses to locate in this area. This project represents the final developable lot on that property.
- This project includes the partnership of three localities, all contributing match funding to the project through contributions to BRCEDA.

Planning Grant Application

GMP CLEAN

Region: 2

Applicant(s): Fralin Biomedical Research Institute

Participating Localities: Montgomery County (advisory, in-kind match), Roanoke City (advisory, in-kind match)

Investment Strategy: Cluster Scale-Up

Targeted Industries: Life Sciences and Biotechnology

Type of Project: Planning Grant

Project Goal(s): To develop assets leading to the growth of emerging industry clusters in GO Virginia Region 2.

Project Description: The Fralin Biomedical Research Institute, in partnership with VERGE, Virginia Tech, Montgomery County, and the City of Roanoke will work to address the need for cleanroom space through planning activities geared toward surveying region-wide and state-wide needs and implementing a pilot cleanroom space as the Institute. The pilot cleanroom space in this project will be utilized to test and promote a state-of-the-art modular cleanroom model and will see immediate use from three local startup companies to manufacture biomedicines. The three businesses being served are Tiny Cargo, Qentoros, and Acomhal.

GO Virginia funding will be used for purchasing equipment for the pilot cleanroom space and grant administration. Matching funds will be used for equipment and planning efforts.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 50,000
Local Match	\$ 0
Additional Leverage	\$ 171,500
Total Project Budget	\$ 321,500

GMP CLEAN

Products:

- Pilot Cleanroom completed
- Inventory and needs assessment for future cleanroom space implementation

Outcomes:

- 3 businesses served

Staff Discussion:

- The applicant makes a compelling case for the immediate short-term and long-term need for cleanroom space.
 - The proof-of-concept cleanroom space will be a teaching tool and asset to upcoming businesses resulting from Johnson and Johnson Labs and VERGE's RAMP incubator while also serving as a stopgap space for several emerging companies that the Region risks losing to areas out of state that already have ample cleanroom spaces available.
- The applicant demonstrates a clear understanding of previous investments in the start-up ecosystem and the need to develop assets to ensure the retention of companies coming from those investments.

Planning Grant Application

UAS BVLOS Key Site Initiative

Region: 5

Applicant(s): Hampton Roads Alliance

Participating Localities: City of Hampton (cash), City of Newport News (cash), City of Norfolk (cash), City of Virginia Beach (cash), Hampton Roads Alliance (cash, on behalf of its member localities)

Investment Strategy: Site Development & Infrastructure

Targeted Industries: Unmanned Systems and Aerospace

Type of Project: Sites Planning

Project Goal(s): To grow and diversify the regional economy by prioritizing sites for unmanned systems testing and training

Project Description: The Hampton Roads Alliance requests GO Virginia funds to conduct a site prioritization study within the Hampton Roads region. This study would focus on finding an optimal location for unmanned systems testing and training which utilizes greater range and capabilities than current operations allow for. This report would build on past work done by partners in the region around growing the unmanned systems industry cluster. The final deliverable would be a site selection report which would enable locality and industry partners to develop a more well-informed implementation grant application around equipping the site and developing workforce training curriculum to be carried out there.

GO Virginia funds will be used for contract services for a consultant to execute the scope of work and support organization grant administration costs. Matching funds will be used for contract services for a consultant to execute the scope of work.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 35,392
Matching Funds	\$ 17,696
Local Match	\$ 17,696
Additional Leverage	0
Total Project Budget	\$ 53,088

UAS BVLOS Key Site Initiative

Products:

- Completed site prioritization report for a site for beyond visual line of sight drone testing and development

Staff Discussion:

- Cash support from multiple localities
- Key partners in region have been engaged to ensure this study builds on past work in this industry cluster
- Useful study to position the region for a future implementation project – cuts down on time to accomplish a critical preliminary step

Planning Grant Application

SciTech Innovation District Planning Grant

Region: 7

Applicant(s): George Mason University

Participating Localities: Loudoun County (cash match) and the City of Manassas (cash match))

Investment Strategy: Startup Ecosystem

Targeted Industries: Life Sciences, Computer Software, Cybersecurity, Emerging Technologies, Engineering Services

Type of Project: Planning Grant

Project Goal(s): To further strengthen and grow an innovation ecosystem that drives technological innovation; supports existing and new high-growth technology companies; stimulates higher paying jobs; and attracts investment in the area through the creation of an Innovation District.

Project Description: Through partnerships with the economic development offices of Prince William County and the City of Manassas, GMU will work with a third-party contractor to bring together public and private stakeholders to the table to ensure a strategic plan and next steps laid out to create an Innovation District (also known as a Research Park). Success will be dependent on a business plan that 1) is informed by SWOT analysis; 2) is inclusive of all assets including areas of strength for research, educational programming, workforce and business counts, and ecosystem support organizations; 3) has a sustainable and scalable financial and operations plans; and 4) is guided by a collaborative governance model. This planning grant will deliver an expert-vetted, community-informed business plan to proceed with the strategic development of an Innovation District.

GO Virginia funds will be used to pay for contract services to develop the plan, outreach, and a small amount for the grant administration. Matching funds will cost share in contract services to develop the plan and a small amount for administration.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 75,000
Matching Funds	\$ 75,000
Local Match	\$ 55,000
Additional Leverage	\$ 8,950
Total Project Budget	\$ 158,950

SciTech Innovation District Planning Grant

Products:

- SciTech Innovation District Business Plan to include the following components:
 - SWOT Analysis
 - Asset Mapping
 - Real estate review
 - Comparative analysis to other research parks and regions
 - Financial and Sustainability Plan
 - Governance Model
 - Operations and Implementation Strategy

Staff Discussion:

- Great opportunity for Loudoun County, the City of Manassas, and GMU as the higher ed anchor, to coalesce around a common economic development goal to help advance Region 7's traded industry clusters.