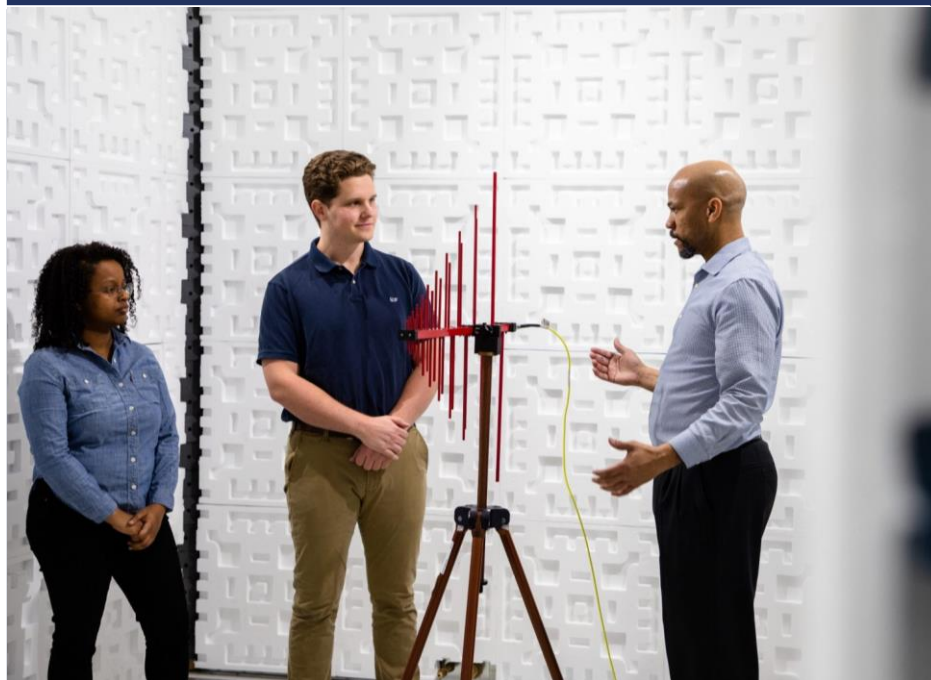




VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

Virginia Growth and Opportunity Board

Business Meeting
June 4, 2024



Center for Energy Research and Education Industry Lab offers students the opportunities to observe and assist with research in fields of science and engineering. *(Photo courtesy of GO Virginia Region 2 Website)*



VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT
Partners for Better Communities



Agenda

- I. Opening
- II. Consent Agenda
- III. Election of Officer
- IV. Deputy Director's Report
- V. Healthcare Taskforce Report
- VI. Program Performance and Evaluation Committee Report
- VII. Governance and Policy Committee Report
- VIII. Information Items
- IX. Adjournment



VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT
Partners for Better Communities

COgro Labs at Virginia Tech Corporate Research Center *(Source: GO Virginia Region 2 Annual Report)*



I. Opening

- Call to Order
- Introduction of New Members
- Roll Call
- Public Comment



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IN EACH REGION

II. Consent Agenda – Action Item

- December 12, 2023 Meeting Minutes
- March 12, 2024 Meeting Minutes (No Quorum)
- FY25 Regional Per Capita and Competitive Fund Allocation
- 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
- Amended Board Policy #13: GO Virginia Program Match Requirements – Competitive Fund



III. Election of Officer

- **Action Items:**
 - Election of 2nd Vice Chair – Regional Councils



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IV. Deputy Director's Report



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- **Action Items:**
 - Per Capita Applications (6)
 - Single Region Competitive Applications (2)
 - Talent Pathways Planning Initiative Application (1)

IV.a Per Capita Applications

- 6 Proposals to Take Action On
- 4 out of 9 Regions Participated
- *Industry cluster targets:* Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing, Information and Emerging Technologies, Energy and Minerals, Business Services and IT Data, Life Science and Biosciences, Transportation Manufacturing and Autonomy
- *Investment Strategies:* 4 Workforce Development Projects, 1 Site Development and Infrastructure Project, and 1 Cluster Scale-Up Project



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IN EACH REGION

**GO Virginia
Request:**
\$6,928,449

Total Match:
\$6,445,755

Local Match:
\$1,121,125

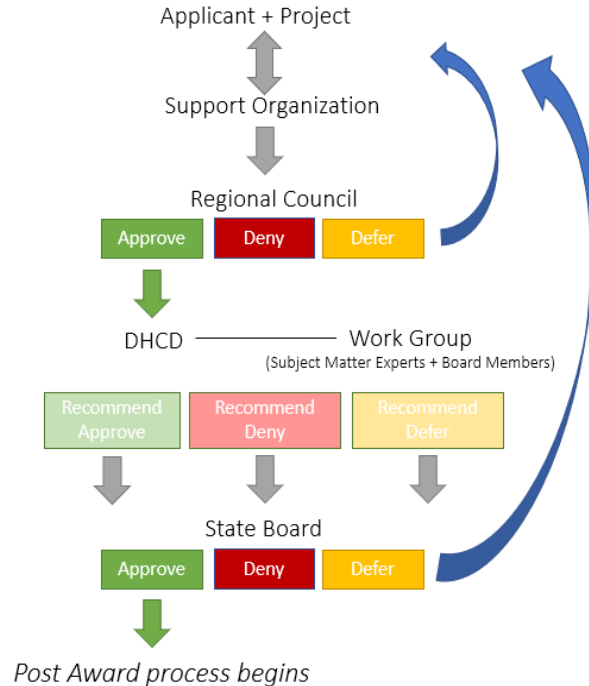


Application Process



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IN EACH REGION

GO Virginia Application Review



- Applications are submitted to Regional Councils
- Approved applications are advanced to DHCD
- Technical review by DHCD staff
- Workgroup review and project pitch calls
- Staff prepares recommendations for Board
- Presented for Board consideration
 - *Approve*
 - *Defer*
 - *Deny*
- Approved projects go to contract



Evaluation Criteria

- **Regional Collaboration**
 - Meaningful participation of 2 or more localities
 - Collaboration with industry and other partners
- **Economic Impact**
 - Target Industry Focus
 - Leveraged Nonstate Resources and/or Cost Savings
 - Well Defined Outcomes and Products
- **Project Readiness**
 - Partner Commitments, Match Resources, and Milestones
- **Sustainability**



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Region 1: United Way of Southwest Virginia GO TEC Expansion 2

Participating Localities: Bland County (cash match), Smyth County (cash match), Tazewell County (cash match), Wythe County (cash match), Washington County (cash match)

Applicant: United Way of Southwest Virginia



Targeted Industry Cluster(s): Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing, Information and Emerging Technologies, Energy and Minerals

Investment Strategy: Workforce Development

Goal: To increase the pool of qualified candidates in the Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing, Information and Emerging Technologies, and Energy and Minerals clusters.

Products

- 5 Career Connections Labs Established

Outcomes:

- 1953 Students Trained
- 18 Businesses Served



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IN EACH REGION

**GOVA
Request:**
\$491,197

Total Match:
\$496,871
Local Match:
\$496,871

Project Budget:
\$1,130,244

**Additional
Leverage:**
\$142,176

Staff Recommendation:
Approval

Region 2: Educating Engineers for the Region 2 Workforce

Participating Localities: Amherst County (in-kind match), Nelson County (in-kind match), City of Lynchburg (in-kind match)

Applicant: Randolph College 

Targeted Industry Cluster(s): IT and Emerging Technologies

Investment Strategy: Workforce Development

Goal: To expand the pool of qualified candidates in the multi-disciplinary engineering program in mechatronics and robotics.

Products

- Launch of the Randolph College engineering program in the field of mechatronics and robotics

Outcomes:

- 40 students trained
- 40 new internships created
- 40 FANUC Phase 2 certifications



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IN EACH REGION

**GOVA
Request:
\$367,000**

**Total Match:
\$379,784
Local Match:
\$4,367**

**Project Budget:
\$746,784**

**Additional
Leverage:
\$0**

**Staff Recommendation:
Approval**

Region 2: Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP)



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Participating Localities: Montgomery County (in-kind, advisory board), Pulaski County (in-kind, advisory board), Radford City (in-kind, advisory board)

Applicant: Radford University



Targeted Industry Cluster(s): IT and Emerging Technologies

Investment Strategy: Workforce Development

Goal: To increase the pool of qualified candidates in the Information Technology and Emerging Technologies cluster.

Outcomes:

- 104 credentials awarded
- 15 businesses served

GOVA Request:
\$202,872

Total Match:
\$116,863
Local Match:
\$15,363

Project Budget:
\$319,735

Additional Leverage:
\$0

Staff Recommendation:
Approval

Region 3: GO TEC Region 3 Expansion

Participating Localities: Brunswick County (cash and in-kind match) and Henry County (cash and in-kind match)

Applicant: The Institute for Advanced Learning and Research



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IN EACH REGION

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

Investment Strategy: Workforce Development

Investment Strategy: Workforce Development

Goal: To increase the pool of qualified candidates in targeted industries for GO Virginia Region 3.

Products:

- 2 new GO TEC middle school labs

Outcomes:

- 488 students trained (300 in middle school Career Connections labs, 100 trained in 9th and 10th-grade pilots, 88 as part of the community college welding component)
- 56 credentials awarded as part of the community college welding component

GOVA Request:
\$489,381

Total Match:
\$517,237
Local Match:
\$204,524

Project Budget:
\$1,048,888

Additional Leverage:
\$42,270

Staff Recommendation:
Partial Approval

Region 2: Citizens Middle Mile Broadband



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Participating Localities: Montgomery County EDA (advisory board), Pulaski County EDA (advisory board)

Applicant: Citizens Cooperative  **Citizens**

Targeted Industry Cluster(s): IT and Emerging Technologies, Materials and Machine Manufacturing, Transportation Manufacturing and Autonomy, Life Sciences and Healthcare

Investment Strategy: Site Development and Infrastructure

Goal: To extend middle-mile open-access fiber optic infrastructure to critical businesses and industrial parks in Region 2.

Outcomes:

- 3.4 miles of middle-mile broadband completed (Dublin area)

**GOVA
Request:
\$378,000**

**Total Match:
\$378,000
Local Match:
\$0**

**Project Budget:
\$1,056,000**

**Additional
Leverage:
\$300,000**

**Staff Recommendation:
Deferral**

Project VITAL



The Opportunity: Bioscience is an Economic Driver

- Life Sciences reach all regions of the Commonwealth – for every direct job in the bio/life science industry, it supports the creation of 5 jobs in other industries.

The Problem: Unrealized Economic Potential

- Infrastructure is not fully in place in the Commonwealth to optimize the yield of breakthroughs in life sciences and be competitive with bordering states.



Project VITAL



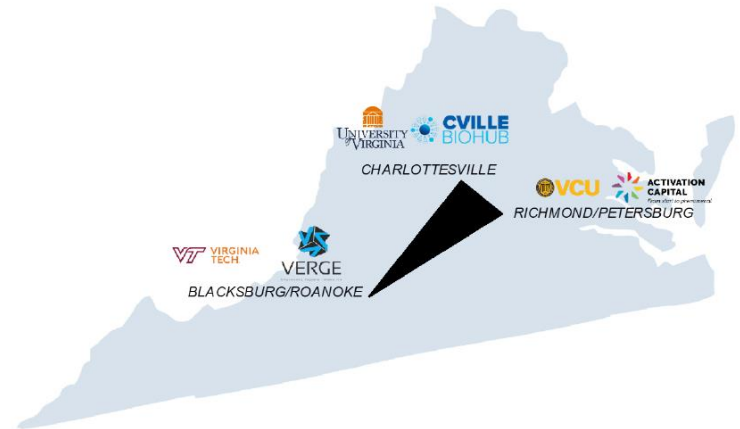
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IN EACH REGION

The Proposed Solution: Project VITAL

- A three-region approach to accelerating Virginia to becoming a premier destination for biotechnology startups.

Building on Momentum

- During the 2024 General Assembly Session, the 2024-2026 biennium budget included substantial investments of over \$90M in public research universities, including \$46M for UVA's Paul and Diane Manning Institute for Biotechnology, \$14.9M for VCU's Medicines for All Institute, and \$31M for Roanoke-based Fralin Biomedical Research Institute.
- These investments are geared toward enhancing and accelerating the capacity of these research centers to develop state-of-the-art treatments and therapeutics.



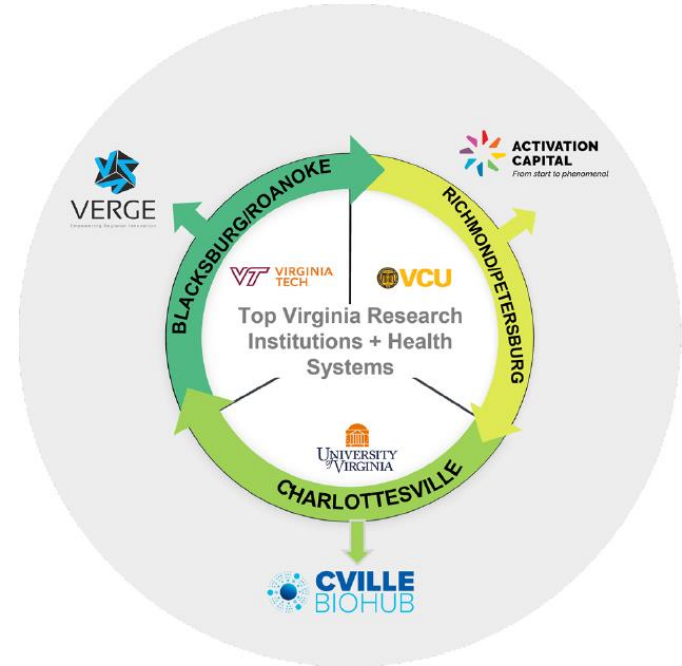
Project VITAL



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IN EACH REGION

Collaboration, Partnership, and GO Virginia's Role

- Partnership – Three research universities working with key non-profit organizations to develop a statewide ecosystem for economic growth opportunities in the biotechnology industry.
- Collaboration – Centralization of key assets to benefit the entire industry including accelerator programming, referral networks, startup pipelines, scientific expertise, shared equipment and space, procurement agreements, and venture capital relationships.
- GO Virginia's Role – Making big investments in core components that are necessary to reap economic benefits from core research investments made by the general assembly including talent recruitment and retention strategies, customized bioscience programming, attraction of capital, creation of shared facilities, and coordinated branding.



Project VITAL

The Opportunity for a Statewide Strategic Investment

Statewide Assets:

- Regional Scale-Up Performance Dashboard
- Virginia's Life Science IP Directory
- Virginia's Life Science Startup Capital, Company, and Talent Pitchbooks
- Life Science Mentor/Advisory Pool

Shared Services Network:

- Specialized Sub-Sector Programming and Events
- Expanded Access to Specialized Equipment and Networks
- Asset Maps for Statewide Resource Sharing
- Network of Lab/Office Space



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IN EACH REGION



Region 4: Project VITAL

Participating Localities: City of Richmond (cash match), Chesterfield County (cash and in-kind match), Henrico County (cash and in-kind match)

Applicant: Activation Capital



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IN EACH REGION

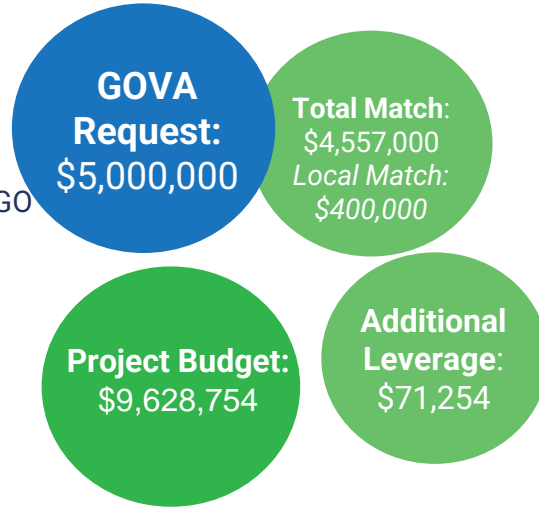
Targeted Industry Cluster(s): Life Sciences and Biosciences

Investment Strategy: Cluster Scaleup

Goal: To support the accelerated growth of the life sciences and biosciences industry cluster in GO Virginia Region 4.

Outcomes:

- 15 new businesses created
- 138 businesses served
- 165 entrepreneurs engaged
- \$75 million in capital raised
- \$1.5 million in capital deployed by the fund
- 150 patents filed



Staff Recommendation:
Approval Contingent

Region 2: Project VITAL

Participating Localities: City of Roanoke (in-kind match), City of Salem (in-kind match), Montgomery County (cash match), Roanoke County (in-kind match), Botetourt County (in-kind match), Alleghany County (advisory board), Franklin County (advisory board), City of Covington (advisory board), Floyd County (advisory board), Giles County (advisory board), Pulaski County (advisory board), City of Radford (advisory board)

Applicant: VERGE 

Targeted Industry Cluster(s): Life Sciences and Biosciences

Investment Strategy: Cluster Scaleup

Goal: To support the accelerated growth of the life sciences and biosciences industry cluster in GO Virginia Region 2.

Outcomes:

- 42 Employees Upskilled
- 406 Jobs Created/Filled
- 100 Businesses Served
- 55 Entrepreneurs Engaged
- 15 Mentors Engaged
- \$50M Capital Raised



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

**GOVA
Request:**
\$4,987,029

Total Match:
\$2,517,433
Local Match:
\$518,750

Project Budget:
\$8,504,472

**Additional
Leverage:**
\$1,000,000

**Amended Staff
Recommendation:**
**Full Request Approval &
Contingent**

Region 9: Project VITAL

Participating Localities: Albemarle County (cash match and advisory committee), City of Charlottesville (cash match and advisory committee)

Applicant: CvilleBioHub 

Targeted Industry Cluster(s): Biomedical and Biotechnology

Investment Strategy: Cluster Scaleup

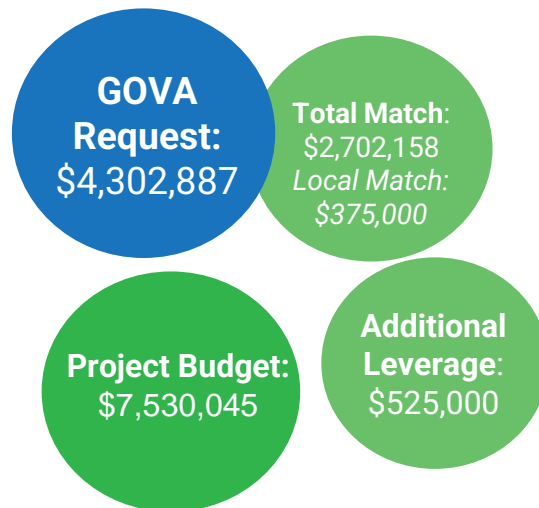
Goal: To support the accelerated growth of the life sciences and biosciences industry cluster in GO Virginia Region 9.

Outcomes:

- 90 Entrepreneurs Engaged
- 20 Mentors Engaged
- 10 Patents Filed
- 5 Patents Awarded
- 68 Jobs Created/Filled
- 15 New Internships Created
- 15 Existing Jobs Retained
- 10 Businesses Attracted
- 15 Businesses Retained
- 10 Existing Businesses Expanded
- 60 Businesses Served
- 5 New Products Released to Completion
- \$12M in Total Capital Raised



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IN EACH REGION



Staff Recommendation:
Approval Contingent

Region 8: Shenandoah Valley Workforce Development Board TPI



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Participating Localities: Rockbridge County (advisory), Augusta County (advisory), Highland County (advisory), Rockingham County (advisory), Page County (advisory), Shenandoah County (advisory), Clarke County (advisory), Warren County (advisory), City of Lexington (advisory), City of Buena Vista (advisory), City of Waynesboro (advisory), City of Staunton (advisory), City of Harrisonburg (advisory), City of Winchester (advisory)

Applicant: Shenandoah Valley Workforce Development Board



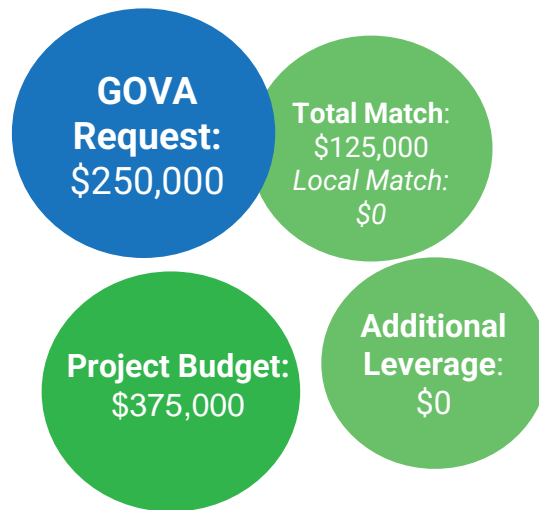
Targeted Industry Cluster(s): Manufacturing and Transportation and Logistics

Investment Strategy: Workforce Development

Goal: To determine gaps and opportunities to expand the workforce in the manufacturing and the transportation and logistics industry clusters.

Products:

- GO Virginia Region 8 Talent Pathways Planning Report



Staff Recommendation:
Approval



IV. Deputy Director's Report

- **Maximum Regional Carryover Allowance (Board Policy #14)**
- **Action Item:**
 - Budget Recapture (Item 3-1.01 #MM)



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Budget Recapture Scenario



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Fund Source	ADJ Forecasted Year End Balance	Pct of total Fund Balances	Shared pct of \$7.5M (Remaining Recapture)	Est Year End Balances after recapture
1	\$1,000,000.00	9%	\$412,728.55	\$587,271.45
2	\$-	0%	\$-	\$-
3	\$1,000,000.00	9%	\$412,728.55	\$587,271.45
4	\$267,516.74	2%	\$110,411.80	\$157,104.94
5	\$3,403,581.00	29%	\$1,404,755.07	\$1,998,825.93
6	\$829,747.90	7%	\$342,460.65	\$487,287.25
7	\$4,972,611.00	43%	\$2,052,338.55	\$2,920,272.45
8	\$87,296.86	1%	\$36,029.91	\$51,266.95
9	\$-	0%	\$-	\$-
Per Capita Fund Balances	\$11,560,753.50		\$4,771,453.08	\$6,789,300.42
Statewide Competitive	\$22,978,546.92		\$22,978,546.92	0
Statewide TPI Admin	\$250,000.00		\$250,000.00	
	\$34,789,300.42		\$28,000,000.00	\$6,789,300.42

V. Healthcare Task Force Report



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- **Action Item:** Board Policy #17 – Healthcare Industry Investments
 - *This policy creates a defined path and criteria that would need to be satisfied to allow Regional Councils to pursue workforce projects in the healthcare industry sector. An applying region must satisfy the following criteria to be eligible:*
 - *Describe and document that the lack of healthcare services is affecting its ability to grow one or more of the industry clusters defined in its Growth and Diversification Plan.*
 - *The majority of the participating localities, by population, must have been designated as a Geographic Healthcare Professional Shortage area by the Health Resources and Services Administration.*
 - *The effort must be focused on expanding the pool of qualified workers in one or more of the occupations identified on the Virginia High Demand Occupation List as defined by the Virginia Office of Education Economics.*
 - *The Region must demonstrate that there is not sufficient capacity to train workers for those occupations.*



VI. Program Performance and Evaluation Committee Report



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IN EACH REGION



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VII. Governance and Policy Committee Report

- **Action Item:**
 - Amended Board Policy #4: Use of GO Virginia Funds to Promote the Growth of Traded Industry Clusters

VI. Governance and Policy Committee Report



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- **Action Item: Board Policy #4 – Use of GO Virginia Funds to Promote the Growth of Traded Industry Clusters**
 - *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.*



VIII. Information Items

- *Regional Council Letters on JLARC Recommendations*
 - *Joint Regional Council Letter*
 - *Region 6 Council Letter*



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IN EACH REGION



VIII. Information Items



VIRGINIA INITIATIVE FOR
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IN EACH REGION

- *DHCD Administratively Approved Projects*
 - *Region 1 – ASD Agricultural Campus Site Planning*
 - *Region 1 – Wiselink Coalfield Transformation Project*
 - *Region 1 – MRRP Site Selection Identification and Evaluation*
 - *Region 2 – Career Pathway Development Initiatives for the Lynchburg Region*
 - *Region 3 – Amelia County Regional Commerce Center Planning Grant*
 - *Region 4 – Greater Richmond Cluster Analysis*
 - *Region 5 – Workforce Development Plan for Western Tidewater Mechatronics Program*
 - *Region 7 – Future Kings Life Sciences Workforce Development Pilot Program*
 - *Region 7 – Career Investigations: Pathways to Your Future*
 - *Region 8 – Blue Mountain RIFA Feasibility Study*
 - *Region 8 – Winchester Airport Advanced Air Mobility Pipeline Study*
- *FY24 Q2 & Q3 Financial Report and Project Pipeline*



IX. Adjournment



VIRGINIA INITIATIVE FOR
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IN EACH REGION



Future Meeting Schedule

- September 9th-10th 2024 Board Retreat (Danville)
- September 10th In-Person Board Meeting (Danville)
- December 10th Board Meeting (Virtual)