



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

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**AGENDA**  
**VIRGINIA GROWTH AND OPPORTUNITY BOARD**  
**Monday, June 24, 2019**  
**2:00 PM**  
**House Room 1, Capitol**

- |       |                                                                                                                     |                       |                   |
|-------|---------------------------------------------------------------------------------------------------------------------|-----------------------|-------------------|
| I.    | OPENING                                                                                                             |                       |                   |
|       | a. Call to order                                                                                                    |                       | Chairman          |
|       | b. Roll Call                                                                                                        |                       | Matt Weaver       |
|       | c. Public Comment                                                                                                   |                       | Chairman          |
| II.   | CONSENT AGENDA                                                                                                      |                       | Chairman          |
|       | a. <b>Action Item:</b> March 12, 2019 Minutes                                                                       |                       |                   |
|       | b. <b>Action Item:</b> Regional Council Membership Changes                                                          |                       |                   |
| III.  | DIRECTOR'S REPORT                                                                                                   |                       | Erik Johnston     |
|       | a. DHCD Approved Enhanced Capacity Building Projects                                                                |                       |                   |
|       | b. <b>Action Item:</b> Approval of Per Capita Applications                                                          |                       |                   |
|       | c. <b>Action Item:</b> Recommended approval of FY20 Capacity Building Budgets and waiver of capacity building match |                       |                   |
|       | d. Project Expenditures and Contract Execution Update                                                               |                       |                   |
| IV.   | UNFINISHED BUSINESS                                                                                                 |                       |                   |
| V.    | NEW BUSINESS                                                                                                        |                       |                   |
| VI.   | REPORTS                                                                                                             |                       |                   |
|       | a. VRIC                                                                                                             |                       | Todd Stottlemeyer |
|       | b. Broadband Taskforce                                                                                              |                       | Vice Chairman     |
| VII.  | FUTURE BOARD MEETING DATES                                                                                          |                       | Chairman          |
|       | Tuesday, September 10                                                                                               | House Room 1, Capitol | 1:00 PM           |
|       | Tuesday, December 10                                                                                                | House Room 1, Capitol | 1:00 PM           |
| VIII. | ADJOURNMENT                                                                                                         |                       | Chairman          |



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VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING

March 12, 2019

1:00 PM

Richmond, Virginia

Members Present

Nancy Howell Agee  
The Honorable Brian Ball  
Delegate M. Kirkland "Kirk" Cox  
Ben J. Davenport, Jr.  
W. Heywood Fralin  
Delegate Chris Jones  
Doug Juanarena  
Delegate Terry G. Kilgore  
Delegate R. Steven Landes  
The Honorable Aubrey Layne  
The Honorable Atif Qarni  
Senator Frank M. Ruff  
Todd A. Stottlemeyer  
Lucia Anna "Pia" Trigiani  
Joe Wilson  
John O. "Dubby" Wynne

Members Absent

Jennifer Boykin  
Jim Dyke  
Thomas F. Farrell II  
Senator Jane D. Howell  
Senator Thomas K. Norment  
Bruce Smith  
Steven C. Smith  
Marilyn H. West

Call to Order

Mr. John "Dubby" Wynne, Chairman of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order.

Roll Call

Mr. Matt Weaver, Policy & Legislative Director for the Department of Housing and Community Development (DHCD), called the roll and stated that a quorum was present.

Public Comment

No comments were made by the public; the public comment period was then closed.

Consent Agenda

A motion was made to approve the minutes of the December 11, 2018, meeting of the Board; the motion was properly seconded and passed.

After presenting the Regional Council membership changes, a motion was made to approve the Regional Council membership changes for regions 1, 2, 6, and 7; the motion was properly seconded and passed.

## Director's Report

Mr. Erik Johnston, Director of DHCD, stated that the GO Virginia Audit was completed by APA with no findings. A clean Audit.

As part of the Administrative Approval Process, Mr. Johnston presented four projects that were approved by staff: Ignite Internship Program Expansion from Region 2 on behalf of United Way of Southwest Virginia (UWSWVA), Virginia's Growth Region Site Readiness from Region 4 on behalf of Virginia's Growth Region (VGR), Hampton Roads Coalition for Talent Development from Region 5 on behalf of Hampton Roads Workforce Council and the Accomack-Northampton Sewer and Sites Study from Region 5 on behalf of Accomack-Northampton Planning District Commission (AAPDC).

Mr. Johnston then provided an overview of the per capita applications received; stating that six of the nine regions submitted applications for consideration by the Board. There were three applications regarding entrepreneurship: Increasing the Birth Rates of New High Growth Companies from Region 2, 757 Angels Network from Region 5, and the Catalyst Accelerator Program from Region 9. Mr. Johnston presented Increasing the Birth Rates of New High Growth Companies and stated that staff recommended this application for approval. A motion was made and properly seconded to approve the project; the motion passed. Mr. Johnston presented 757 Angels Network and stated staff recommended this application for approval. A motion was made and properly seconded to approve the project; the motion passed. Mr. Johnston presented the Catalyst Accelerator Program and stated staff recommended this application for approval. A motion was made and properly seconded to approve the project; the motion passed. There were three applications regarding credentialing and talent development: Smart Farming at the Center for Workforce and Innovation of Appalachia from Region 1, Cybersecurity Certification Program from Region 6 and Shihadeh Innovation Center for Career and Technical Education from Region 8. Mr. Johnston presented Smart Farming and stated staff recommended this application for approval. After discussion, a motion was made and properly seconded to approve the project; the motion passed. Mr. Johnston presented the Cybersecurity Certification Program and stated staff recommended this application for approval contingent upon match funding being verified. After discussion, a motion was made and properly seconded to approve the project contingent upon verification of match; the motion passed. Mr. Johnston

presented the Shihadeh Innovation Center and stated this was a re-submitted application from the August 2018 Board meeting and that staff recommended this for approval. A motion was made and properly seconded to approve the project; the motion passed.

Mr. Johnston stated that the Board received a statewide competitive application for credentialing and talent development submitted by Region 3 on behalf of Danville Community College (DCC). Mr. Johnston provided an overview of the project and stated after workgroup feedback DCC scaled back the application from a \$4,896,528 request for 14 middle school exploratory labs and dual-enrollment/credentialing programming throughout the region, to a \$1,320,787 request for 4 middle school exploratory labs with initial deployment of dual-enrollment/credentialing programming. Mr. Johnston stated DCC would scale back the project to a smaller ask in order to validate the metrics and outcomes of Phase 1 and these 4 labs. These outcomes would be reported to DHCD and the Board after the first 12-months before the remaining funds are available. After discussion, a motion was made and properly seconded to approve the full \$4,896,528 request contingent upon validation of the scaled back \$1,320,787 after 12 months, the project was approved.

Mr. Johnston recommended the Board approve the memorandum in the board packet regarding the FY 20 capacity building match requirement. DHCD recommended that the Board waive the required \$1:1 matching funds for the \$2,250,000 allocated (\$250,000 per region). After discussion, a motion was made and properly seconded to waive the match requirement; the motion passed.

Mr. Johnston stated that the board packet also includes a proposed policy decision to continue ensuring every region has a \$1 million floor for per capita funds that would pull \$643,764 from the FY 20 competitive pool to bring three regions receiving less than \$1 million up to a floor of \$1 million in FY 20 per capita funds. After some discussion, a motion was made and properly seconded to pull funding from the competitive pool to allow for a \$1 million per capita floor; motion passed.

Unfinished Business

The Board did not discuss any unfinished business items

New Business

Mr. Wynne stated that in the packet was a regional entrepreneurship initiative guidance document to help facilitate regional collaboration and support projects in the entrepreneurial space. Taking recommendations from the TEconomy report, this would allow regions to develop capacity for project pipeline development in the start-up ecosystem space, by authorizing DHCD to accept per capita applications that will allow regions to expand their capacity to identify a coordinating entity to support the Regional Entrepreneurship Initiative. The Board will review applications from regions for a coordinating entity interested in developing a regional entrepreneurial investment plan, will allow up to \$300,000 of per capita funding to support this initiative, waives the local match requirement and reduces the match requirement to half the grant based on the exceptional economic opportunity of the initiative. A motion was made and properly seconded to approve the guidelines, including match waivers for the entrepreneurship initiative; motion passed.

Mr. Wynne stated that in the packet were guidelines on updating each region's Growth and Diversification Plan. He stated the intent of the guideline was not only to update the quantitative data but also focus on project pipeline development. A motion was made and properly seconded to adopt the Growth and Diversification Plan Amendment Guidelines; motion passed.

Ms. Christy Morton presented an overview of Virginia Economic Development's (VEDP) Virginia Business Ready Site Program (VBRSP) and the anticipated use of proposed funding by the General Assembly.

Mr. Joe Hines provided an overview of the work Timmons Group does for site development related to VBRSP, through local governments and developers.

Ms. Carolyn Howard provided an overview of the work Draper Aden & Associates does for site development related to VBRSP, through local governments and developers.

Mr. Wynne recommended the Board not fund site development projects through the Competitive funds until completion of the VEDP characterization work. Regions can continue to utilize

Capacity and Per Capita funding to characterize sites in coordination with VEDP. Secretary Ball made the comment that the Board should be open to receiving extraordinary economic development requests for per capita and competitive funding if such an event occurs prior to VEDP completing their work.

Reports

Secretary Layne provided an update to the General Assembly budget, stating all GO Virginia funding has been sustained through FY 20 related to capacity building, per capita, and competitive funds.

Mr. Wynne provided an update on the Virginia Research Investment Committee (VRIC). He stated VRIC authorized the Commonwealth Cyber Initiative (CCI) \$10 million budget for the funding of the Hub and approved the Node Certification Guidance.

Mr. Ben Davenport, Jr. provided an update on the GO Virginia Broadband Advisory Task Force, stating \$19 million was budgeted by the General Assembly to expand the Virginia Telecommunications Initiative (VATI), an increase from of \$15 million from the previous funding year.

Future Board Meetings

Mr. Wynne advised Board members that the next meeting will be held on Tuesday, June 11, 2019 at 1:00 p.m.

Adjournment

Upon a motion duly made and seconded, the meeting was adjourned.



## Memorandum

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**TO:** Virginia Growth and Opportunity Board Members

**FROM:** Erik Johnston, DHCD Director

**RE:** Regional Council Changes

**DATE:** June 24, 2019

As outlined in the guidelines, the State Board is tasked with approving the membership of the Regional Councils. Below represents the changes in leadership within the Regions since the last meeting of the Board:

**Region 1:**

- Browning Wynn II of Powell Valley National Bank replaced George Cridlin
- Bill Rush of RESM Enterprises, LLC replaced Kyra Bishop
- Blake Edwards of Skyline National Bank replaced Allan Funk

**Region 2:**

- Tulane Patterson of Generation Solutions has left the Council

**Region 6:**

- Jason Perry of Rappahanock Community College replaced Elizabeth Crowther

**Region 9:**

- Jim Crozier, local Orange County government representative replaced Gary Deal
- Jeff Waite of Wal-Mart Stores, Inc. has left the Council

## Administrative Approvals: Enhanced Capacity Building

SOLAR JOBS, MANUFACTURING AND UTILITY-SCALE INVESTMENT PLAYBOOK FOR FOR SWVA

**Region:** 1

**Strategy:** Workforce

**Type of Project:** Enhanced Capacity Building

**Sub-grantee(s):** Appalachian Voices

**Project Description:** Building off a previous initiative (2017 Solar Roadmap for Southwest Virginia), Appalachian Voices will lead a collaborative planning initiative and in-depth market study that will identify specific pathways for large-scale solar-related investment on mined lands and high-paying employment opportunities in Southwest Virginia. GO Virginia funding will be used for personnel and contracting services. The counties of Lee, Wise, Dickenson, Scott, Russell and Tazewell, the City of Norton, and the Town of St. Paul are all participating in this project.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 70,947.24</b>
<b>Matching Funds</b>	<b>\$ 70,947.24</b>
<b>Total Project Budget</b>	<b>\$ 141,894.48</b>

**Feedback:** DHCD has administratively approved this application. There was consensus that the project demonstrates a clear line of sight to future implementable solar development activities among multiple localities in the region. The collaborative planning initiative includes further solar industry supply chain market analysis that will determine the feasibility of developing solar energy projects to scale that also better utilize previously-mined lands in Southwest Virginia. The project will support the creation of high-paying solar-related jobs and provide connections to existing solar job credentialing programs and recommendations for developing new Solar career pathway programs.

Staff feedback included:

- Strong public and private partnerships
- Strong coordinating effort with Solar Workgroup current and past activities
- Prioritizes targeted clusters of Advanced Manufacturing, Energy and Minerals, Information Technology for higher-paying careers and credential earning pathways

Requirements			
\$1:1 Match Requirement	<b>YES</b>	Grant Management Capacity	<b>YES</b>
Local Participation Requirement	<b>YES</b>	Line of Sight to Future GOVA Project	<b>YES</b>
Alignment with GOVA Strategies	<b>YES</b>	Healthcare?	<b>NO</b>
Alignment with G&D Plan	<b>YES</b>	Scholarships?	<b>NO</b>
High-Wage Job Creation Potential	<b>YES</b>		

## Administrative Approvals: Enhanced Capacity Building

### LONESOME PINE RIFA COORDINATOR

**Region:** 1

**Strategy:** Site Development

**Type of Project:** Enhanced Capacity Building

**Sub-grantee(s):** LENOWISCO PDC

**PROJECT DESCRIPTION:** The Lonesome Pine RIFA will create a coordinator position to further the mission of the Regional Industrial Facility Authority, which serves the counties of Lee, Scott, Wise, and Dickenson and the City of Norton. The coordinator will formalize the RIFA organization structure, continue and expand the conversations regarding tax revenue sharing, coordinate with other RIFAs as appropriate, and coordinate funding opportunities in the region. This funding request will allow the region to maximize the outputs of the Lonesome Pine RIFA. GO Virginia funds will be utilized for personnel.

Type of Funds		Totals
<b>GO Virginia Request</b>	<b>\$</b>	<b>50,000</b>
<b>Matching Funds</b>	<b>\$</b>	<b>50,000</b>
<b>Total Project Budget</b>	<b>\$</b>	<b>100,000</b>

#### Staff Feedback:

DHCD has administratively approved this application. There was consensus that expanding the RIFA functions and coordination within Region 1 was a good opportunity to develop economic development projects of regional significance.

Staff feedback included:

- Opportunities to discuss RIFA management and best practices
- Increased coordination across the RIFA
- Enhancing the conversations for revenue sharing
- Promoting industrial development throughout the RIFA

Requirements			
\$1:1 Match Requirement	<b>YES</b>	Grant Management Capacity	<b>YES</b>
Local Participation Requirement	<b>YES</b>	Line of Sight to Future GOVA Project	<b>YES</b>
Alignment with GOVA Strategies	<b>YES</b>	Healthcare?	<b>NO</b>
Alignment with G&D Plan	<b>YES</b>	Scholarships?	<b>NO</b>
High-Wage Job Creation Potential	<b>YES</b>		

## Administrative Approvals: Enhanced Capacity Building

### REGIONAL CAREER AND TECHNICAL EDUCATION STUDY

**Region:** 2

**Strategy:** Workforce

**Type of Project:** Enhanced Capacity Building

**Sub-grantee(s):** Western Virginia Workforce Development Board (WVWDB)

**Project Description:** Western Virginia Workforce Board and the Roanoke Valley-Alleghany Regional Commission are partnering to evaluate the region’s current Career and Technical Education (CTE) initiatives and programs. The project will facilitate initial evaluation of the current needs, demand, and capacity and make recommendations to better serve the region. GO Virginia funds will be used for an initial planning assessment and contract services to complete the report. The Counties of Alleghany, Botetourt, Craig, Franklin, and Roanoke and the Cities of Covington, Roanoke, and Salem are all participating in this project.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 45,000</b>
<b>Matching Funds</b>	<b>\$ 45,535</b>
<b>Total Project Budget</b>	<b>\$ 90,535</b>

### Feedback:

DHCD has administratively approved this application. There was consensus this planning grant will be a great opportunity for Region 2 to evaluate their existing CTE programming, examine new programming options, and explore ways to improve alignment with the region’s targeted sectors.

Staff feedback includes:

- Not duplicative of the previously funded Brain Drain study which focuses on the broader targeted clusters in the region
- Opportunity to lead to further regional collaboration efforts with neighboring WIBs
- Opportunity to enhance all CTE programs within the region
- Opportunity to collaborate with similar efforts being administered by CVCC, serving the western part of Region 2

Requirements			
\$1:1 Match Requirement	YES	Grant Management Capacity	YES
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	YES
Alignment with GOVA Strategies	YES	Healthcare?	NO
Alignment with G&D Plan	YES	Scholarships?	NO
High-Wage Job Creation Potential	YES		

## Administrative Approvals: Enhanced Capacity Building

### LYNCHBURG REGIONAL BUSINESS ALLIANCE SITES ASSESSMENT STUDY

**Region:** 2

**Strategy:** Site Development

**Type of Project:** Enhanced Capacity Building

**Sub-grantee(s):** Lynchburg Regional Business Alliance

**Project Description:** The Lynchburg Regional Alliance will advance a portfolio of six existing commercial/industrial sites along the site readiness scale and determine next steps for moving all sites to at least Tier 3 according to the Virginia Business Ready Sites Program (VBRSP), with seven localities participating. GO Virginia funds will be used for consultant services to complete the required due diligence phase necessary to advance these sites. The Counties of Amherst, Appomattox, Bedford, and Campbell, the Towns of Altavista and Amherst, and the City of Lynchburg are all participating in this project.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 81,300</b>
<b>Matching Funds</b>	<b>\$ 81,301</b>
<b>Total Project Budget</b>	<b>\$ 162,301</b>

#### Feedback:

DHCD has administratively approved this application with the applicant and DHCD staff continuing to consult with VEDP staff during its site prioritization efforts. There was consensus this planning grant was in line with the region's goals of building an inventory of business ready sites.

Staff feedback includes:

- Strong local support by localities within the Lynchburg Regional Alliance footprint
- Applicant demonstrated a proactive approach with the site characterization aligning with efforts being undertaken by VEDP
- Due Diligence efforts will allow for better marketing of sites at a Tier 3 status
- Applicant will need to understand VEDP's site prioritization results for the sites identified through this effort and coordinate activities of this project with VEDP

Requirements			
\$1:1 Match Requirement	YES	Grant Management Capacity	YES
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	YES
Alignment with GOVA Strategies	YES	Healthcare?	NO
Alignment with G&D Plan	YES	Scholarships?	NO
High-Wage Job Creation Potential	YES		

## Administrative Approvals: Enhanced Capacity Building

### CREATING REGION 4'S CYBER ECOSYSTEM

**Region:** 4

**Strategy:** Workforce

**Type of Project:** Enhanced Capacity Building

**Sub-grantee(s):** Virginia Commonwealth University (VCU)

**Project Description:** VCU will create a comprehensive cybersecurity plan to catalogue various cyber activities underway, identify current and future educational gaps, create a bridge to industry partners, and coordinate the region's activities with the statewide Commonwealth Cyber Initiative (CCI). This funding request will allow VCU to hire a coordinator position and the establishment of a Planning Board. Virginia funds will be utilized for personnel, workshops, outreach, and consultant services. The Counties of Chesterfield, Hanover, and Henrico and the City of Richmond are all participating in this project.

Type of Funds	Totals	
<b>GO Virginia Request</b>	<b>\$</b>	<b>100,000</b>
<b>Matching Funds</b>	<b>\$</b>	<b>100,000</b>
<b>Total Project Budget</b>	<b>\$</b>	<b>200,000</b>

#### Staff Feedback:

DHCD has administratively approved this application. There was consensus this planning grant is an important opportunity for Region 4 to identify major educational gaps in cyber and related technical fields and work with industry partners in addressing these gaps through a sustainable path forward. The plan will present coordinated strategies in making sure other cyber training programs are not duplicative of one another and align with CCI and VCU as a "node" to this initiative.

Staff feedback included:

- Strong partnerships and commitments from private industry
- Identifies a statewide need to increase awareness in the cyber industry
- Aligns with statewide CCI approach and the coordinating activities of the CCI "node"
- Coordinating effort with cyber initiatives already undertaken in Northern Virginia and Hampton Roads

Requirements			
\$1:1 Match Requirement	<b>YES</b>	Grant Management Capacity	<b>YES</b>
Local Participation Requirement	<b>YES</b>	Line of Sight to Future GOVA Project	<b>YES</b>
Alignment with GOVA Strategies	<b>YES</b>	Healthcare?	<b>NO</b>
Alignment with G&D Plan	<b>YES</b>	Scholarships?	<b>NO</b>
High-Wage Job Creation Potential	<b>YES</b>		

## Administrative Approvals: Enhanced Capacity Building

### YOUTH ENTREPRENEURSHIP PROGRAM RESOURCE

**Region:** 9

**Strategy:** Entrepreneurship (K-12)

**Type of Project:** Enhanced Capacity Building

**Sub-grantee(s):** Fauquier County Department of Economic Development

**Project Description:** The Fauquier County Department of Economic Development will contract with a consultant to develop a pilot Youth Entrepreneurship Program in three schools and a best practices resource deliverable. The program is designed to introduce, expose and pique interest in the concept of entrepreneurship to high-school-aged youth and help youth explore careers as entrepreneurs. The goals of the program are to develop a pipeline of future business owners in high-growth, targeted sectors and to encourage these new businesses to locate and focus their job growth in the rural part of Region 9. GO Virginia funds will be used for contract services and supplies/materials. Culpeper, Fauquier, Louisa, and Orange counties are all participating.

Type of Funds		Totals
<b>GO Virginia Request</b>	<b>\$</b>	<b>83,500</b>
<b>Matching Funds</b>	<b>\$</b>	<b>83,500</b>
<b>Total Project Budget</b>	<b>\$</b>	<b>167,000</b>

#### Feedback:

DHCD has administratively approved this application. There was consensus that developing an entrepreneurship program for young people in high schools was a great opportunity to expand resources to a different population and in an underserved part of Region 9. The program will fill a gap and overall further the development of Region 9's entrepreneurial ecosystem. By planning and then rolling out a pilot program in three high schools and developing a resource guide with best practices and recommendations for implementation, the project will determine a line of sight to regional and possibly statewide programming. Staff feedback includes:

- This rural program area is planned to complement Charlottesville and Albemarle County's more robust entrepreneurial resources.
- Demonstrate strong public and private support and intend to involve businesses as part of the program's mentorship activities.
- This project has a clear line of sign to a scalable and replicable model.

Requirements			
\$1:1 Match Requirement	YES	Grant Management Capacity	YES
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	YES
Alignment with GOVA Strategies	YES	Healthcare?	NO
Alignment with G&D Plan	YES	Scholarships?	NO
High-Wage Job Creation Potential	YES		

## Administrative Approval ECB with Contingencies

### CCAM BUSINESS PLAN

**Region:** 4

**Strategy:** Workforce

**TYPE OF PROJECT:** Enhanced Capacity Building

**SUB-GRANTEE(S):** Commonwealth Center for Advanced Manufacturing (CCAM)

**Project Description:** CCAM plans to develop a ready-to-implement plan for the Advanced Manufacturing Academy (AMA) with John Tyler Community College (Tyler). The plan will 1) increase high school to community college dual enrollment programs, 2) replicate Region 3's GO-TEC initiatives, 3) work to deliver more opportunities with CCAM's university members, and 4) outline the financial and human resources assets required to support delivery of advanced manufacturing educational services. GO Virginia funds will be utilized for creating the business plan. Participating localities include the Counties of Charles City, Chesterfield, Dinwiddie, Emporia, Goochland, Greensville, Hanover, Henrico, New Kent, Powhatan Prince George, Surry and Sussex; and the Cities of Colonial Heights, Hopewell, Petersburg, and Richmond.

Type of Funds		Totals
GO Virginia Request	\$	50,000
Matching Funds	\$	50,500
<b>Total Project Budget</b>	<b>\$</b>	<b>100,500</b>

**Staff Feedback:** DHCD is contingently approving this application. DHCD must receive confirmation of approval of the CCAM detailed operating plan as is required by state budget language (HOUSE BILL 1700, ITEM 122, 3H) before executing a contract for this project. DHCD will seek guidance from the Administration and Money Committee staff regarding their evaluation of the operating plan before proceeding with contract execution on the grant.

- Funding will also not go into effect until after there is evidence that this effort is differentiated from and will complement CCAM's base business plan and,
- The line of sight for this ECB shows a clear connection to the previously funded CCAM Apprenticeship Academy project.

Requirements			
\$1:1 Match Requirement	YES	Grant Management Capacity	MAYBE
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	MAYBE
Alignment with GOVA Strategies	YES	Healthcare?	NO
Alignment with G&D Plan	YES	Scholarships?	NO
High-Wage Job Creation Potential	YES		

## Administrative Disapproval: Enhanced Capacity Building

### CULTIVATE ENTREPRENEURS PROGRAM

**Region:** 5

**Strategy:** Entrepreneurship

**TYPE OF PROJECT:** Enhanced Capacity Building

**SUB-GRANTEE(S):** Retail Alliance Foundation

**Project Description:** The Retail Alliance Foundation aims to expand their Cultivate Entrepreneurs Program to engage the entire Hampton Road’s *retail* ecosystem. The program targets aspiring entrepreneurs to assist in the creation of new, incorporated business owners, which statistics show increases income to a median of \$51,492. The certificate program includes seven six-week long classes that cover topics such as start-up, retail accounting, loss prevention, merchandising, marketing, HR, and business planning.

Type of Funds		Totals
GO Virginia Request	\$	75,000
Matching Funds	\$	75,000
<b>Total Project Budget</b>	<b>\$</b>	<b>150,000</b>

**Staff Feedback:** This is a strong entrepreneurship effort to support vital retail business efforts. However, this effort is not eligible for GO Virginia funds. DHCD is **not** administratively approving this application. There was consensus that this project failed to prove their target audience are businesses focused in Region 5’s targeted, traded sectors (Port Operations/Logistics/Warehousing, Advanced Manufacturing, Cybersecurity/Data Analytics/Model-Sim, Shipbuilding and Ship Repair, Water Tech, Unmanned Systems and Aerospace). Staff feedback included:

- There were partnerships and commitments from localities for support to businesses in retail, micro, “Main Street” type businesses, however, no evidence of support for businesses in traded sectors.
- Unclear of alignment with G&D plan
- Existing cohorts are not in the targeted sectors
- No evidence of partnerships to prove the applicant is ready to expand programming to serve the targeted sectors aligned with Region 5 G&D plan

Requirements			
\$1:1 Match Requirement	YES	Grant Management Capacity	YES
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	NO
Alignment with GOVA Strategies	NO	Healthcare?	NO
Alignment with G&D Plan	NO	Scholarships?	NO
High-Wage Job Creation Potential	NO		

## Per Capita Application

### Southwest Virginia Livestock and Educational Center

**Region:** 1

**Strategy:** Workforce

**Type of Project:** Implementation

**Sub-grantee(s):** Carroll County Industrial Development Authority (IDA)

**Project Description:** Carroll County Industrial Development Authority (IDA) will coordinate the creation of a hands-on educational facility for agriculture students and 4H programs to learn cattle farming and meat processing skills. The Educational Center project is a collaboration from Region 1 involving the Agricultural Education Departments of Carroll, Grayson, and Galax counties, a consortium of local cattle producers, and the Virginia Cooperative Extension program. The Southwest Virginia Livestock and Educational Center will house the facilities necessary for local farmers to get their cattle weighed, graded and sold and/or receive veterinary treatment while also providing opportunities for experiential learning for local students. The program will also coordinate opportunities for participating students to have internships with local cattle farmers. GO Virginia funds will be used for equipment.

Type of Funds	Totals	
<b>GO Virginia Request</b>	\$	<b>100,000</b>
<b>Matching Funds</b>	\$	<b>167,200</b>
Local Match	\$	66,000
<b>Total Project Budget</b>	\$	<b>267,200</b>

#### Metrics:

- Increase in enrollment in participating localities' agriculture programs
- Influence the earning of scholarships by participating students
- Participation rate by local producers
- Premium per cattle head over the prevailing Virginia Cattles state sale average
- # of paid internships

#### Outcomes:

- 42 paid internship positions
- Participation agreements with cattle producers
- Construction of the educational facility building- first phase of Southwest Virginia Livestock and Educational Center
- At least 3 jobs in identified targeted sector

## Southwest Virginia Livestock and Educational Center

### Workgroup Discussion:

There was consensus from the workgroup that the Southwest Virginia Livestock and Educational Center is a well-coordinated effort that will provide training and experiential learning to students in an area of Agricultural Science that is in alignment with Region 1’s targeted sectors. Workgroup feedback included:

- Aligns with G&D Plan and targeted clusters
- Provides value-added educational piece as it relates to livestock management
- Strong support from local farms and commitments to provide internships
- Applicant is proactive in developing partnerships with local higher education in order to have credentialing as part of their program

### Staff Recommendations:

DHCD staff recommend this application for approval.

Requirements	
\$1:1 Match Requirement	YES
Local Match Requirement	YES
Local Participation Requirement	YES
Out-of-State Revenue	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES
Feasibility Study?	NO
Healthcare?	NO
Scholarships?	NO

## Per Capita Application

### Activation Capital

**Region:** 4

**Strategy:** Entrepreneurship

**Type of Project:** Implementation

**Sub-grantee(s):** Activation Capital

**Project Description:** Activation Capital is applying to implement two efforts designed to advance the entrepreneurial ecosystem in Region 4. One effort will create, administer, and maintain a learning platform for a resource guide to help serve the entrepreneurial ecosystem. The other effort will create a Small Business Innovation Research (SBIR) assistance program to assist with grant writing and administration for potential applicants. GO Virginia funds will be utilized for a mobile platform and related marketing materials towards the resource guide.

Type of Funds	Totals	
<b>GO Virginia Request</b>	\$	<b>100,000</b>
<b>Matching Funds</b>	\$	<b>50,000</b>
Local Match	\$	0
<b>Total Project Budget</b>	\$	<b>150,000</b>

#### Metrics:

- # of startups participating
- # of startups submitting applications
- # increased SBIR grants to the region

#### Outcomes:

- Create, administer, and maintain a platform for a resource guide
- Create an SBIR assistance program – assist up to 8 grant proposals

## Activation Capital

### Workgroup Discussion:

There was consensus from the workgroup that the two proposed projects were necessary to further develop the entrepreneurial ecosystem in Region 4. The platform and resource guide will provide appropriate and much-needed services and opportunities to SBIRs and other types of start-up companies, helping to retain individuals as well as attract many more to the region. The Workgroup feedback included:

- Entrepreneur Platform prototype strongly vetted and deemed impactful to region's entrepreneurs with potential to replicate/expand through the state
- SBIR Assistance Program will fill much needed services gap

### Staff Recommendations:

DHCD staff recommend this application for approval as a regular per capita grant contingent upon the applicant securing the required 1:1 match and local match/participation (20% of 1:1 match or \$50,000, whichever is higher).

Requirements			
\$1:1 Match Requirement	YES – will secure	Grant Management Capacity	YES
Local Participation Requirement	YES	Line of Sight to Future GOVA Project	YES
Alignment with GOVA Strategies	YES	Healthcare?	NO
Alignment with Teconomy/G&D Plan	YES	Scholarships?	NO
High-Wage Job Creation Potential	N/A		

## Per Capita Application

### Regional Business Park – Phase 2 Site Readiness (Tier 3)

**Region:** 9

**Strategy:** Site Development

**Type of Project:** Implementation

**Sub-grantee(s):** Louisa County

**Project Description:** Louisa County completing Phase II due diligence work for an approximately 700 acre new regional business park and advance the development status to a Tier 3 site on the Virginia Business Ready Site Program (VBSRP). This phase of due diligence includes topographic and boundary surveys, traffic impact assessment, preliminary engineering reports (PER), geotechnical survey, cultural resource summary, and completion of the master plan. GO Virginia funds will be used for consultant services to complete the Phase II due diligence work. City of Charlottesville; and the Counties of Fauquier, Fluvanna, Louisa, Madison, and Orange are providing the local match for this project.

Type of Funds		Totals
<b>GO Virginia Request</b>	\$	<b>600,850</b>
<b>Matching Funds</b>	\$	<b>2,802,150</b>
Local Match	\$	2,802,150
<b>Total Project Budget</b>	\$	<b>3,403,000</b>

#### Metrics:

- Increased tier status
- Increased locality participation in the RIFA

#### Outcomes:

- Topographical survey
- Master Plan
- Traffic Impact Assessment
- Preliminary Engineering Report (PER) – utilities and water/sewer
- Water Storage Tank design
- Cultural Resources Summary
- Tier 3 Certification

### **Workgroup Discussion:**

There was consensus from the workgroup that the Regional Business Park – Phase 2 Site Readiness (Tier 3) project is very well positioned with strong local and regional support, having gained strong local support and recently being rezoned by the Board of Supervisors. The project is also critical to the GO Virginia goal of regional collaboration as joint locality site development is part of this project and will strengthen the RIFA formation as a result of the project. VEDP has confirmed its support for this project and that the site is being prioritized as part of the state wide site prioritization effort. The Applicant noted it is important for the region to not wait until the VEDP site characterization work is complete in August to begin project implementation because the locality and region are committed to this being the region’s top joint megasite. The site’s development is considered a priority for the region and has garnered unanimous support from Region 9’s council vote twice. The Workgroup feedback included:

- Strong regional and local support for developing this 700-acre site; Louisa County recently purchased the site and has invested \$40M in the James River Water Project to extend water/sewer lines toward the site
- Property rezoning from Agricultural to Industrial was approved/community approves 700 acre/smaller-scale site
- Site will be marketed upon Tier 3 status to potential businesses in targeted sectors
- RIFA development is in process and this project is critical to securing long term financial commitments from other localities in region. Applicant plans to support the development of/formalizing the RIFA as part of the project; local partners will be engaged to apply financial commitments once the site has more due diligence work completed.
- This project is critical to RIFA formation and will provide strong foundation for long term joint site development in the region at this and other sites.
- Once a Tier 3 site, applicant will understand the new projected cost estimates for advancing the site to a Tier 4/ Tier 5. A preliminary cost estimate for the entire project’s buildout is \$35 million.

**Staff Recommendations:**

DHCD staff recommend this application for approval, with applicant and DHCD continuing to consult with VEDP on the analysis of the site prioritization efforts.

Requirements	
\$1:1 Match Requirement	YES
Local Match Requirement	YES
Local Participation Requirement	YES
Out-of-State Revenue	YES
High-wage Job Creation Potential	YES
3 Year ROI	NOT EXPECTED FOR TIER 3
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES
Feasibility Study?	NO
Healthcare?	NO
Scholarships?	NO

## FY20 Capacity Building Budgets

FY 20 GO Virginia Regional Capacity Building Budgets									
	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
<b>Admin (General)</b>	\$1,500				\$8,000				\$15,000
<b>Audit</b>			\$1,500	\$11,400	\$4,690		\$2,500	\$1,000	\$6,000
<b>Contract Services</b>			\$80,000	\$37,640			\$85,150	\$99,500	\$500
<b>Fiscal /Accounting Services</b>	\$9,615	\$90,000		\$24,000	\$6,000				
<b>Legal Expenses</b>			\$900				\$5,000	\$500	\$1,500
<b>Marketing, Outreach, and Websites</b>	\$12,500	\$20,000	\$30,000	\$2,000		\$2,000	\$10,000	\$1,500	\$7,000
<b>Meetings and Workshops</b>	\$6,700		\$2,500	\$500	\$800	\$2,000	\$2,500	\$5,000	\$6,000
<b>Rent</b>	\$2,400			\$15,120					\$10,000
<b>Salaries (Fringe if applicable)</b>	\$184,116	\$124,000	\$127,500	\$151,541	\$200,000	\$210,000	\$90,550	\$105,000	\$150,000
<b>Supplies &amp; Equipment</b>	\$7,000	\$3,000	\$2,500	\$2,137	\$3,100		\$1,000	\$650	\$1,500
<b>Taxes and Insurance</b>				\$4,582	\$1,000	\$1,000	\$6,300		
<b>Travel</b>	\$5,000	\$3,000		\$1,080	\$200	\$3,000	\$7,000	\$3,000	\$2,500
<b>Program Support Total</b>	<b>\$228,831</b>	<b>\$240,000</b>	<b>\$244,900</b>	<b>\$250,000</b>	<b>\$223,790</b>	<b>\$218,000</b>	<b>\$210,000</b>	<b>\$216,150</b>	<b>\$200,000</b>
<b>Contract Services</b>	\$21,169					\$4,518			
<b>Technical Assistance</b>			\$5,100					\$12,350	
<b>Growth and Diversification Plan Development</b>						\$4,482	\$40,000	\$21,500	
<b>Planning Grants</b>						\$23,000			\$50,000
<b>Planning Total</b>	<b>\$21,169</b>	<b>\$0</b>	<b>\$5,100</b>	<b>\$0</b>	<b>\$0</b>	<b>\$32,000</b>	<b>\$40,000</b>	<b>\$33,850</b>	<b>\$50,000</b>
<b>Project Reserves</b>	<b>\$0</b>	<b>\$10,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$26,210</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	
<b>TOTAL</b>	<b>\$250,000</b>								

## FY 19 Capacity Building Budgets

FY 19 GO Virginia Regional Capacity Building Budgets									
	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
<b>Admin (General)</b>	\$400	\$10,000	\$3,000	\$1,200	\$5,526		\$9,265		\$14,851
<b>Audit</b>			\$1,500	\$5,000	\$1,600		\$5,000	\$1,000	\$6,000
<b>Contract Services</b>						\$8,000	\$10,000		
<b>Fiscal /Accounting Services</b>	\$13,889	\$91,060		\$31,800	\$3,250		\$5,700		
<b>Legal Expenses</b>	\$5,000		\$1,800			\$4,000	\$5,000	\$1,000	
<b>Marketing, Outreach, and Websites</b>	\$12,500	\$11,040	\$2,600	\$4,600			\$1,555	\$10,000	\$11,310
<b>Meetings and Workshops</b>	\$25,450	\$4,840	\$12,000	\$1,200	\$1,000	\$1,073	\$1,500	\$5,000	\$6,475
<b>Rent</b>	\$1,200			\$14,400					\$9,460
<b>Salaries (Fringe if applicable)</b>	\$186,955	\$111,086	\$201,425	\$227,100	\$189,788	\$49,873	\$57,680	\$205,000	\$144,160
<b>Supplies &amp; Equipment</b>	\$6,400	\$3,000		\$1,190	\$2,488		\$500	\$1,000	\$3,250
<b>Taxes and Insurance</b>				\$5,000			\$3,000		
<b>Travel</b>	\$12,500	\$5,000		\$1,800		\$536	\$3,000	\$2,500	\$2,790
<b>Program Support Total</b>	<b>\$264,294</b>	<b>\$236,026</b>	<b>\$222,325</b>	<b>\$293,290</b>	<b>\$203,652</b>	<b>\$63,482</b>	<b>\$102,200</b>	<b>\$225,500</b>	<b>\$198,296</b>
<b>Contract Services</b>	\$22,735		\$22,675	\$5,000	\$10,000	\$150,000	\$100,000	\$24,500	\$750
<b>Technical Assistance</b>			\$55,000				\$7,800		
<b>Growth and Diversification Plan Development</b>		\$41,270	\$61,111			\$36,518	\$40,000		
<b>Planning Grants</b>									\$50,954
<b>Planning Total</b>	<b>\$22,735</b>	<b>\$41,270</b>	<b>\$138,786</b>	<b>\$5,000</b>	<b>\$10,000</b>	<b>\$186,518</b>	<b>\$147,800</b>	<b>\$24,500</b>	<b>\$51,704</b>
<b>Project Reserves</b>	<b>\$74,082</b>	<b>\$83,815</b>	<b>\$0</b>	<b>\$62,821</b>	<b>\$147,459</b>	<b>\$111,111</b>	<b>\$111,111</b>	<b>\$111,111</b>	<b>\$111,111</b>
<b>TOTAL</b>	<b>\$361,111</b>								



## Memorandum

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**TO:** Virginia Growth and Opportunity Board Members

**FROM:** Erik Johnston, DHCD Director

**RE:** GO Virginia Project Expenditures June 2019

**DATE:** June 17, 2019

The enclosed project expenditure table includes all 51 GO Virginia projects approved through the March 2019 Board Meeting. The table displays the approved projects by region, including the date of the award, date of the contract, funding award, committed match, dollars expended by project and a description of the project. This information was presented at the meeting of the GO Virginia Chairs/Vice-Chairs on March 19, 2019.

DHCD staff will begin reporting this information to the state board and regional councils regularly. The purpose of this report is to keep GO Virginia Councils informed of how they compare to other regions in terms of individual project timelines related to contracting and expenditures.

It is important to note that project performance related to outcomes is not reflected in expenditure rates. Funded projects have two years from the date of contract execution to finalize project deliverables and three years from date of contract execution to confirm project outcomes. In addition, some of the 51 projects are administratively approved enhanced capacity building projects that will create regional implementation projects and not result with immediate job creation. The nature of most GO Virginia implementation projects requires a 3 year time frame to produce outcomes in hard deliverables such as jobs created. Therefore, the majority of funded projects are meeting projected milestones and the outcome of joint regional economic development collaboration is occurring in all awarded projects. The first GO Virginia projects were under contract in February 2018. Therefore, the first funded projects will begin to finish their three-year performance period in February of 2021.

DHCD collects performance and milestones reports from grantees on a quarterly basis. DHCD will work on reporting tools for the regional councils to see how they compare to other regions in meeting performance and milestone metrics.



### **Award and Expenditure Totals**

- To date, \$19.6 million of GO Virginia grants have been awarded to project recipients with committed match totaling \$29.9 million.
- As of June 12, 2019, more than \$1.7 million of project funding has been expended.
  - On average projects take 6-8 months from award to request funding –
    - 2-3 months to get under contract
    - 4-6 months to complete first project deliverables
  - Nearly all projects are meeting or exceeding their projected milestones.
  - Grantees are reimbursed for project expenses and many do not request reimbursement until several months after expenses have been incurred. This is because many grantees operate on a school year where expenses are not incurred until the end of the semester or because grantees do not have cash flow constraints and wait to request reimbursement until project completion. This results in project deliverables being completed while reimbursement requests are not yet requested from DHCD.

# GO Virginia Project Expenditures as of June 12, 2019

Region	Project Name	Subgrantee	Type	Strategy	Date of Award	Date of Contract	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
1	<b>Ignite Internships</b>	United Way of Southwest Virginia	Per Capita	Workforce	4/10/2018	8/1/2018	\$ 250,000.00	\$ 618,482.00	\$ 81,536.89	33%	To expand the Ignite Program throughout the Region One footprint to collaboratively align school curriculums with local employer needs. UWSWVA will engage key industry associations in targeted industries and build a web-based platform of activities to assess student skills and interests and match those students with available work-based learning opportunities in these industries. UWSWVA expects to place 120 interns with at least 40 companies as part of this project.
1	<b>SWVTC Hub Link</b>	Southwest Virginia Technology Council (SWVTC)	Capacity Building	Workforce	8/14/2018	10/11/2018	\$ 27,547.19	\$ 27,637.20	\$ 5,000.00	18%	To complete initial work on the HubLink platform, an online jobs platform where job-seekers will be able to access job and training opportunities in the technology industry. SWVTC will engage stakeholders and job seekers, and inventory all technology training programs offered in the region.
1	<b>Smart Farming</b>	Mountain Empire Community College (MECC)	Per Capita	Workforce	3/12/2019	4/30/2019	\$ 310,372.00	\$ 380,500.00	\$ -	0%	To expand unmanned systems coursework with two new capstone courses on smart farming and the use of technology to improve farming techniques, increase yields, and maximize agriculture profits. MEEC will offer students the ability to earn national credentials for FAA drone operations, agricultural inspections, and pesticide spraying at the new Center for Workforce & Innovation of Appalachia (CWIA), and additional courses will allow MECC to offer the first Unmanned Aerial Systems Associate Degree (AAS) in Virginia.
1	<b>Coal-to-Graphene Study</b>	Virginia Tech	Capacity Building	Startup Ecosystem	12/11/2018	12/11/2018	\$ 25,000.00	\$ 25,000.00	\$ -	0%	To conduct a market study, initial environmental impact analysis, and cost projections for the development of a graphene economy in Southwest Virginia. Virginia Tech's Institute of Critical Technology and Applied Science has developed a method of manufacturing graphene from coal at a significantly reduced cost from what is currently available.
2	<b>Talent Collaborative</b>	Central Virginia Workforce Development Board (Previously Region 2000)	Per Capita	Workforce	2/13/2018	9/18/2018	\$ 300,000.00	\$ 630,072.00	\$ -	0%	To address the skills and interest gaps in middle- and high-skill occupations in manufacturing, healthcare and information technology. Region 2000 will conduct a campaign to increase awareness and interest in these industries, and create an existing worker-training program to upskill employees into higher-skilled vacant jobs.
2	<b>CERE Industry Labs</b>	Liberty University	Per Capita	Workforce	4/10/2018	5/9/2018	\$ 300,000.00	\$ 1,586,100.00	\$ 117,784.87	39%	To design, construct, and equip the CERE Industry Labs at the former Center for Advanced Engineering & Research (CAER) facility in Bedford County to offer regional companies and institutions of higher education the facilities necessary to promote research and development, as well as to foster the attraction and retention of the scientific and engineering workforce.
2	<b>CERE Industry Labs: AMPL Phase II</b>	Liberty University	Per Capita	Workforce	12/11/2018	2/1/2019	\$ 274,980.00	\$ 630,000.00	\$ -	0%	To develop the Additive Manufacturing Partnership Lab (AMPL) at the newly-established CERE facility in Bedford County. Liberty will utilize AMPL to train students and manufacturing employees in the region on the newest technology-based processes, such as 3D printing and robotics, which are driving manufacturing industry growth.
2	<b>Ignite Internship Expansion</b>	United Way of Southwest Virginia	Capacity Building	Workforce	3/12/2019	7/1/2019	\$ 99,406.00	\$ 102,886.00	\$ -	0%	To expand on what was previously awarded in Region 1 for \$250,000 to include the creation of a web-based platform to deliver activities that will encourage post-secondary education and streamline workforce credentialing, provide work-based learning opportunities, and match new graduates with local employers. UWSWVA will expand these efforts into Giles and Pulaski Counties and the City of Radford.
2	<b>RAMP</b>	Roanoke-Blacksburg Technology Council	Per Capita	Startup Ecosystem	4/10/2018	5/29/2018	\$ 245,000.00	\$ 245,000.00	\$ 71,274.31	29%	To expand the reach of the Regional Acceleration and Mentorship Program (RAMP) in downtown Roanoke, which offers technology-based startups access to classroom education, mentoring and assistance in identifying capital. GO Virginia funds will be used to expand into services for a second cohort.
2	<b>Increasing the Birth Rate of New High Growth Companies</b>	The Advancement Foundation	Per Capita	Startup Ecosystem	3/12/2019	3/12/2019	\$ 150,000.00	\$ 315,000.00	\$ -	0%	To start a new program designed to increase the number of high growth companies by aligning regional assets, accelerating proof of concept, offering comprehensive technical support and growing a culture of innovation by actively engaging industry experts, STEM practitioners, and student investors.
2	<b>Wood Haven Water &amp; Sewer</b>	Western Virginia Regional Industrial Facility Authority (WVRIFA)	Per Capita	Site Development	2/13/2018	5/18/2018	\$ 200,000.00	\$ 760,000.00	\$ 8,457.75	4%	To improve the site readiness and marketability of an industrial site near the intersection of Routes 81 and 581 that will accommodate a 52-acre pad and a 20-acre pad. GO Virginia funding will be used to complete the necessary water and sewer utility extensions and connections to prepare the site for development.
2	<b>Capital Ecosystem Development Plan</b>	Roanoke-Blacksburg Innovation Network (RBIN) dba Valleys Innovation Council (VIC)	Capacity Building	Startup Ecosystem	2/13/2018	4/24/2018	\$ 77,207.00	\$ 128,832.00	\$ 43,797.39	57%	To conduct a two-year strategic planning process to assess weaknesses in the current capital landscape that inhibit entrepreneurship and the commercialization of regional research. VIC will use this information to establish a capital pathways plan to cultivate sources of startup capital for high-growth companies, complete with proposals for new and expanding programming and capital resources for the region.

# GO Virginia Project Expenditures as of June 12, 2019

Region	Project Name	Subgrantee	Type	Strategy	Date of Award	Date of Contract	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
2	<b>Unmanned Systems Training Program</b>	Dabney S. Lancaster Community College	Per Capita	Workforce	4/10/2018	6/4/2018	\$ 76,000.00	\$ 257,000.00	\$ -	0%	To implement a new drone technology training program to capitalize on the Alleghany Highlands Drone Zone Initiative surrounding the development of an unmanned systems facility in the region. This new program will establish a career pathway beginning with project-based learning opportunities for high school students and extending to two- or four-year degree attainment through partnerships with other higher-education institutions.
2	<b>Stopping the Brain Drain Study</b>	Roanoke Regional Partnership	Capacity Building	Workforce	2/13/2018	4/15/2018	\$ 65,300.00	\$ 65,800.00	\$ 23,207.06	36%	To create a talent attraction and retention plan to reduce outmigration of recent graduates from the region's 25 colleges and universities. GO Virginia funds will be used to identify the region's challenges through surveys, focus groups and interviews to produce an action plan for recruiting and retaining talent.
3	<b>GO-TEC (phase 1)</b>	Danville Community College	Per Capita	Workforce	2/13/2018	8/23/2018	\$ 648,000.00	\$ 674,437.00	\$ 215,504.13	33%	To build the regional Great Opportunities in Technology and Engineering Careers (Go-TEC) program for careers in IT and advanced manufacturing. Go-TEC is a partnership between six higher-education centers and the K-12 school systems in their service areas, beginning with Danville and Pittsylvania schools as the pilot sites. Go-TEC will build give students hands-on exposure to in-demand career pathways starting in middle school. Areas of focus are precision machining, welding, information technology and cybersecurity, robotics, automation, and mechatronics, and advanced materials.
3	<b>GO-TEC (phase 2)</b>	Danville Community College	Competitive	Workforce	3/12/2019	TBD	\$ 4,896,528.00	\$ 4,915,962.00	\$ -	0%	To expand GO-TEC phase 1 to be used for personnel, instructor training, program outreach, equipment and build-out of 4 middle-school career connection labs, and program materials focusing in the areas of precision machining, welding, IT/cybersecurity, robotics/mechatronics/automation, and advanced materials. This scaled down version of \$1,320,787 will be required to be validated before the remaining \$3,575,741 will be released to expand to another 10 middle-school career connection labs.
3	<b>SOVA Innovation Hub Planning Grant</b>	Mid-Atlantic Broadband	Capacity Building	Startup Ecosystem	10/9/2018	10/9/2018	\$ 80,000.00	\$ 80,000.00	\$ -	0%	To explore the concept of a modern multi-use facility with technology outreach programs in the region, to be known as the Southern Virginia Innovation Hub. MBC will establish site plans, as well as an implementation plan with projected outcomes and metrics for benchmarking success, while validating these plans with partners, stakeholders, businesses, educators and students. The region hopes to secure Microsoft's continued investment through the TechSpark program by demonstrating the potential for this facility to become a signature project for the program.
4	<b>MaMaC Mega-Site Competitive</b>	MAMaC RIFA	Competitive	Site Development	8/14/2018	10/15/2018	\$ 2,217,500.00	\$ 3,262,175.00	\$ 297,447.00	13%	To advance the 1,600-acre certified mega-site to a Tier 4, by completing the engineering plans to upgrade the Greenville County Water and Sewer Authority's Water Treatment Plant, constructing the gravity fed sewer system to the site and constructing the wetlands mitigation bank that will be necessary to accommodate future development on the site.
4	<b>Virginia's Growth Region Site Readiness</b>	Virginia's Growth Region (VGR)	Capacity Building	Site Development	3/12/2019	TBD	\$ 100,000.00	\$ 119,757.00	\$ -	0%	To evaluate a portfolio of 89 sites and work with an engineering firm to characterize each site according to the Virginia Business Ready Site Program (VBSP) and to develop a plan for advancing site to Tier 4 characterization with cost estimates.
4	<b>Lighthouse U</b>	Virginia Biotechnology Research Park dba Lighthouse Labs	Per Capita	Startup Ecosystem	8/14/2018	10/4/2018	\$ 1,000,000.00	\$ 1,298,563.00	\$ 128,497.69	13%	To expand the recently piloted Virginia Start-Up Spring Break and Pre-Accelerator programs through VCU. Lighthouse Labs will pilot the Lighthouse U program, which will feature a series of events and training opportunities to prepare students to launch their own businesses after graduation. As part of the collaboration, Lighthouse Labs will introduce a new summer cohort program for recent graduates of Virginia universities that participated in Lighthouse U.
4	<b>CCAM Pilot Program</b>	Commonwealth Center for Advanced Manufacturing (CCAM)	Per Capita	Workforce	2/13/2018	4/25/2018	\$ 430,000.00	\$ 626,023.00	\$ 57,235.63	13%	To address the growing need for middle- and high-skilled advanced manufacturing workers through the implementation of two pilot training programs which will be housed at the to-be-constructed CCAM Apprenticeship Academy. The pilot programs include a Mechatronics Workforce Training Program and a Transitioning Military Program for Industrial Maintenance Mechanics.
4	<b>CampusRVA</b>	Southeastern Institute of Research (SIR) and ChamberRVA	Capacity Building	Workforce	8/14/2018	10/4/2018	\$ 100,000.00	\$ 105,000.00	\$ 27,438.74	27%	To develop the CampusRVA initiative, which will serve as a marketplace, both online and off-line, for internships and job openings to facilitate the matching of employers with potential employees. Based on the successful CampusPhilly model, CampusRVA will promote the capital region as an attractive place to live, work and play, supporting the region's goal of retaining Virginia's recent college graduates.

# GO Virginia Project Expenditures as of June 12, 2019

Region	Project Name	Subgrantee	Type	Strategy	Date of Award	Date of Contract	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
5	Virginia Digital Shipbuilding Year 1	ODU VMASC	Per Capita	Workforce	12/12/2017	2/21/2018	\$ 647,540.00	\$ 1,877,000.00	\$ -	0%	To create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 current and future workers to work in the new digital manufacturing environment. The project will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters, with impacts to the supply-chain throughout the Commonwealth.
5	Virginia Digital Shipbuilding: Year 2	ODU VMASC	Per Capita	Workforce	12/11/2018	2/21/2019	\$ 647,540.00	\$ 1,877,000.00	\$ -	0%	To create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 current and future workers to work in the new digital manufacturing environment. The project will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters, with impacts to the supply-chain throughout the Commonwealth.
5	Virginia Cyber Alliance (Prev. known as HR Cyber CoLab) Year 1	ODU VMASC	Per Capita	Workforce	12/12/2017	2/21/2018	\$ 642,713.00	\$ 750,100.00	\$ 37,700.02	6%	To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics and unmanned systems and aerospace.
5	Virginia Cyber Alliance Year 2	ODU VMASC	Per Capita	Workforce	12/11/2018	2/21/2019	\$ 642,713.00	\$ 750,100.00	\$ -	0%	To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics and unmanned systems and aerospace.
5	Hampton Roads Coalition for Talent Development	Hampton Roads Workforce Council	Capacity Building	Workforce	3/12/2019	3/12/2019	\$ 99,705.00	\$ 318,000.00	\$ -	0%	To partner with the Hampton Roads Workforce Foundation and the Greater Peninsula Workforce Board to enable the systematic collaboration, involvement, and investment of the major partners in talent development. Will allow for a new senior-level position to establish implementation and communication plans, and to convene senior business leaders and regional workforce providers to identify and address regional needs in real time.
5	HR RIFA and Drone Park	Virginia Peninsula Chamber Foundation	Per Capita	Startup Ecosystem	2/13/2018	4/3/2018	\$ 150,000.00	\$ 150,000.00	\$ 12,500.00	8%	To facilitate the initial steps needed to establish a regional unmanned systems facility on state-owned surplus land in York County. The new facility will provide an open area and infrastructure for use by public institutions, private companies and individuals to develop, test and demonstrate unmanned systems. The goal of this first phase would be to establish a new RIFA governance structure for cost and revenue sharing and to prepare architecture and engineering plans for development of site infrastructure.
5	757 Seed Fund	757 Seed Fund	Per Capita	Startup Ecosystem	2/13/2018	4/15/2018	\$ 140,000.00	\$ 256,000.00	\$ 46,559.19	33%	To establish the administrative structure to provide seed-stage investments to Virginia's most compelling innovation-based, high-growth companies. The creation of a new seed fund to complement the work of the 757 Angels will help build the critical mass of quality, investable companies necessary to establish an innovation economy in the Hampton Roads region.
5	757 Angel Network	757 Angel Network	Per Capita	Startup Ecosystem	3/12/2019	5/13/2019	\$ 240,000.00	\$ 479,000.00	\$ -	0%	To expand efforts to connect the most promising startup and early stage companies to smart growth capital, and to sustain and expand the organizational capacity through the hire of a program director. 757 Angels is the first centralized source of angel seed stage capital in Hampton Roads, with 120 members and \$40M deployed in Virginia companies to date.
5	Accomack-Northampton Sewer and Sites Study	Accomack-Northampton Planning District Commission (AAPDC)	Capacity Building	Site Development	3/12/2019	3/12/2019	\$ 65,000.00	\$ 65,000.00	\$ -	0%	To conduct a two-phased approach to 1) complete the Eastern Shore Main Force Sewer Transmission Line study and 2) evaluate 25+ acre sites with the AAPDC footprint. The sewer line study will help the Eastern Shore increase its sewer capacity and enable it to meet the minimum infrastructure requirements to become eligible for the Virginia Business Ready Site Program (VBRSP). AAPDC will inventory and identify sites to be characterized through an engineering firm.
6	Welding Training Program	Westmoreland County	Per Capita	Workforce	6/12/2018	7/1/2018	\$ 130,000.00	\$ 130,500.00	\$ 73,370.22	56%	To establish a new 4,000-square-foot welding training facility to offer welding training courses through Rappahannock Community College (RCC) and other training programs as needed. RCC will begin offering daytime welding courses and expanding evening courses which are currently at capacity as offered at the Northern Neck Technical Center. RCC will train at least 40 welders in four areas of basic and specialty welding.
6	Cybersecurity Certification Program	University of Mary Washington (UMW)	Per Capita	Workforce	3/12/2019	5/1/2019	\$ 110,000.00	\$ 110,000.00	\$ -	0%	To establish a cybersecurity preparatory program to train Certified Information Systems Security Professionals (CISSP). UMW will help businesses in the region fill current openings that are difficult to fill due to the inadequate supply of certified professionals. In partnerships with GCC and RCC, UMW will implement a 40-hour certification program, as well as a structured pre-study curriculum.

# GO Virginia Project Expenditures as of June 12, 2019

Region	Project Name	Subgrantee	Type	Strategy	Date of Award	Date of Contract	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
6	Pamunkey Net Business Plan	Middle Peninsula Alliance	Capacity Building	Broadband	2/13/2018	4/16/2018	\$ 50,000.00	\$ 83,000.00	\$ 2,605.20	5%	To design and implement a sustainable business model for the Pamunkey Tribe to deliver high-speed broadband to underserved areas of the Middle Peninsula and Northern Neck. MPA will work closely with the Pamunkey Tribe to develop a business plan and create a new legal enterprise to be owned by the tribe. MPA will also review existing studies on the region's broadband infrastructure to ensure that existing assets and service areas are considered for future infrastructure development plans.
6	Flex Space Due Dilligence	Westmoreland County	Capacity Building	Site Development	2/13/2018	4/25/2018	\$ 50,000.00	\$ 50,000.00	\$ 28,270.00	57%	To initiate the development of a 20,000-square-foot flexible office space in the town of Montross. The new facility will be one of the only office spaces of its size and quality available to businesses in the Northern Neck.
6	Virginia Sea Grant Resiliency Ecosystem Development	VIMS	Capacity Building	Startup Ecosystem	6/12/2018	9/4/2018	\$ 49,996.00	\$ 49,996.00	\$ 4,439.76	9%	To convene a group of regional stakeholders and national resiliency experts to identify best practices for future resilience activities for a multi-regional water management economy. VASG will also convene workgroups to identify key gaps in the Virginia economic development ecosystem surrounding water technologies and coastal resiliency, and to develop an operational framework for the operation of comprehensive, multi-sector network of resilience stakeholders.
7	Tech Talent Pipeline Apprenticeships	Northern Virginia Community College	Per Capita	workforce	8/14/2018	8/14/2018	\$ 1,000,000.00	\$ 1,000,000.00	\$ -	0%	To expand the previously awarded Tech Talent Pipeline Initiative, which aims to create a workforce system to effectively attract, prepare and retain qualified candidates to fill high-demand cybersecurity and IT jobs. NOVA will develop and implement a new apprenticeship program, matching 400 apprentices to employers as an alternative career pathway to traditional two- or four-year degrees. GO Virginia funds will be used to expand staffing for NOVA Workforce, conduct Tech Talent Pipeline outreach and develop and implement the apprenticeship curriculum and models.
7	Tech Talent Pipeline	Northern Virginia Community College	Per Capita	Workforce	12/12/2017	9/10/2018	\$ 487,500.00	\$ 603,424.59	\$ 21,250.00	4%	To build upon the Region's existing computer services and cybersecurity clusters to create a workforce system that effectively attracts, prepares and retains qualified candidates to fill high-demand technology jobs in high-paying occupations, such as programming and software development, networking and cybersecurity, and data and data warehousing. Target populations include tech workers who lack the high demand credentials, transitioning military veterans, college students, recent graduates and high school seniors with desired aptitudes.
7	NOVA Fab Lab	Northern Virginia Community College	Per Capita	Workforce	12/12/2017	10/15/2018	\$ 250,000.00	\$ 1,829,000.00	\$ -	0%	To create a state-of-the-art, 9,000-square-foot Fabrication Laboratory (FabLab) at the NOVA Manassas Campus, to leverage NOVA SySTEMic and inspire interest and encourage future generations to pursue careers in engineering technologies. NOVA will align its engineering technology program to meet the needs of private-industry partners, such as Micron Technology and BAE Systems.
7	Alexandria-Arlington Workforce	Arlington County	Per Capita	Workforce	12/12/2017	10/15/2018	\$ 201,896.62	\$ 255,048.62	\$ 2,800.00	1%	To provide immediate support to ready-to-be-trained individuals and to newly located or newly established firms in Northern Virginia that are not supported by federal WIOA/SNAPNET funding. This initiative is a combination of career pathway assistance incumbent working training, upskilling, on-the-job training and credentialing activities aimed to support the computer services industry.
8	Cyber Security Workforce Development	Blue Ridge Community College	Capacity Building	Workforce	6/12/2018	7/31/2018	\$ 200,000.00	\$ 200,000.00	\$ 33,009.43	17%	To initiate a new cybersecurity workforce development program focused on producing new industry credentials (CompTIA Security+) that will attract cybersecurity jobs to the Shenandoah Valley. BRCC will arrange internship opportunities with regional employers and establish an advisory council of Managed Security Service Providers (MSSP) who will review and approve the development of the program, curriculum and on-the-job training opportunities.
8	RAAMP Welding Training	Byers Technical Institue	Per Capita	Workforce	2/13/2018	4/18/2018	\$ 100,000.00	\$ 100,000.00	\$ 86,933.55	87%	To address the demand for welders throughout the Shenandoah Valley by expanding the training capacity through additional training equipment, instructors and course offerings. RAAMP will train 20 additional welders in each 40-week cohort.
8	Shenandoah Valley Talent Solutions Strategy Development	Frederick EDA	Capacity Building	Workforce	12/11/2018	12/11/2018	\$ 64,800.00	\$ 68,400.00	\$ -	0%	To develop a Talent Solutions Strategy to address: 1) high school and college graduate retention 2) development of a workforce to meet the needs of regional businesses, and 3) attraction of new workforce participation from outside of the Region and State.
8	Shihadeh Innovation Center	Winchester Public Schools	Per Capita	Workforce	3/12/2019	5/14/2019	\$ 540,000.00	\$ 540,000.00	\$ -	0%	To renovate the former Kohn Kerr Elementary School into an advanced facility for career and technical education (CTE) programs offered through a Professional Skills Academy, a Health Sciences Academy, and an Information Technology Academy to support an expanded Work-Based Learning program to connect students to regional businesses in the targeted clusters.

# GO Virginia Project Expenditures as of June 12, 2019

Region	Project Name	Subgrantee	Type	Strategy	Date of Award	Date of Contract	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
8	Mobile Hub-Lab Planning Grant	Staunton Innovation League	Capacity Building	Startup Ecosystem	12/11/2018	12/11/2018	\$ 23,000.00	\$ 23,000.00	\$ -	0%	To assess the feasibility of creating the Hub-Lab, a student-entrepreneur makerspace, to teach creative and collaborative ways to use innovative equipment and technology such as 3D printers, laser cutters, robotics, and electronics. This study will 1) assess the need for this initiative 2) determine the equipment and relevant curriculum for the initiative, 3) assess the practicality of bricks-and-mortar and mobile lab spaces, and 4) identify funding sources to support build out of the Hub-Lab.
9	Adult Beverage Jobs & Exports	Piedmont Virginia Community College	Per Capita	Workforce	6/12/2018	9/10/2018	\$ 249,472.00	\$ 251,800.00	\$ 13,699.46	5%	To create a professional training program in wine and cider making, craft brewing and distilling to support the scale-up of the growing food and beverage manufacturing industry for the region and the commonwealth. PVCC will equip two training facilities for the training programs, and establish the necessary agribusiness curriculum and career pathway from post-secondary instruction to employment. The new curriculum will be shared with Germanna Community College (GCC) and deployed to students and businesses in GCC's service region.
9	GWC P-Tech Welding and Machining Center	Culpeper County	Per Capita	Workforce	4/10/2018	4/24/2018	\$ 244,300.00	\$ 431,625.00	\$ 133,440.41	55%	To redevelop the former George Washington Carver High School into the state-of-the-art GWC Piedmont Technical Education Center to train machinists and welders. New Pathways Tech Inc. will operate the facility in partnership with Germanna Community College and the American Institute of Welding to train machinists and welders for the region's advanced manufacturing industry.
9	Central Virginia Cybersecurity Partnership	Piedmont Virginia Community College	Capacity Building	Workforce	6/12/2018	10/11/2018	\$ 100,000.00	\$ 136,400.00	\$ 5,382.50	5%	To build capacity for the Central Virginia Cybersecurity Partnership, a collaborative talent development solution for the cybersecurity industry in Region Nine. PVCC will coordinate with GCC and Lord Fairfax Community College (LFCC) to establish a shared cybersecurity program by aligning each community college with area of instructional expertise and accreditation from the National Centers for Academic Excellence in Cyber Defense. The project will result in common cybersecurity curricula and a credentialing pathway between the partners for areas of specialization.
9	CvilleBioHub Planning Grant	CvilleBioHub	Capacity Building	Startup Ecosystem	8/14/2018	10/4/2018	\$ 83,540.00	\$ 92,540.00	\$ 29,066.00	35%	To assess the current and projected regional capacity for the biotech industry and create a strategic plan for driving innovation and growth for this cluster. In addition, CvilleBioHub will also plan for organizational sustainability and growth by investigating new revenue models and forming additional institutional partnerships.
9	Catalyst Accelerator Program	University of Virginia School of Business Batten Institute for Entrepreneurship and Innovation	Per Capita	Startup Ecosystem	3/12/2019	7/1/2019	\$ 475,200.00	\$ 476,000.00	\$ -	0%	To fill an existing gap in the local ecosystem by providing the dedicated staff, workspace, programming, mentorship, and grant funding to support up to 20 high-potential companies. The Catalyst will offer a portfolio of programming and network events, as well as internships and project-based learning opportunities for UVA students.
9	Central Virginia Site Readiness	Central Virginia Partnership for EconDev	Capacity Building	Site Development	6/12/2018	7/3/2018	\$ 58,675.00	\$ 58,675.00	\$ 53,475.00	91%	To advance a portfolio of eight sites targeted for light manufacturing to at least a Tier 3, according to the VBRSP classification system. CVPED engaged a consultant to conduct site characterization and initial due diligence activities for the site nominated by each of the participating localities.
							\$ 19,616,430.81	\$ 29,865,835.41	\$ 1,661,682.20		