



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

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

**Tuesday, June 23, 2020**

**1:30 PM – 3:00 PM**

**Videoconferencing Meeting ID: [meet.google.com/dva-bhui-ime](https://meet.google.com/dva-bhui-ime)**

**Dial In: +1 401-702-0461**

**PIN: 642 118 955#**

- I. OPENING
  - a. Call to order Chairman
  - b. Roll Call Andrea Devening
  - c. Public Comment Chairman
  
- II. CONSENT AGENDA – **Action Item** Chairman
  - a. Dec 9, 2019 Minutes
  - b. April 17, 2020 Minutes
  - c. FY21 Capacity Building Fund Allocation and Budgets
    - i. FY21 Capacity Building Fund Allocation and Match Waiver
    - ii. FY21 Regional Capacity Building Budgets
  - d. FY21 Per Capita Fund Allocation
  - e. Region 3 GO TEC Phase 2B Total Match Waiver
  - f. Technical Amendment to Board Policy #11 GO Virginia Program Match Requirements – Per Capita Funds
  
- III. NEW BUSINESS
  - a. **Action Item:** Board Policy #12 Tobacco Commission Funds as Match
  - b. **Action Item:** Region 3 GO TEC Phase 2A Validation
  
- IV. DIRECTOR’S REPORT Erik Johnston
  - a. **Action Item:** Per Capita Applications (3)
  - b. **Action Item:** Statewide ERR Application (1)
  - c. **Action Item:** Regional ERR Applications (2)
  - d. DHCD Approved Enhanced Capacity Building Projects
  - e. DHCD Approved ERR Fast Track Projects
  - f. Program Funded Projects – Update
  - g. Withdrawn/Incomplete Projects - Region 1, Region 5, Region 7, Region 9
  
- V. REPORTS
  - a. VRIC Todd A. Stottlemeyer
  
- VI. ADJOURNMENT Chairman

**2020 Board Meeting Schedule**

Thursday, September 03, 2020

Tuesday, December 08, 2020



VIRGINIA INITIATIVE FOR  
**GROWTH &  
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IN EACH REGION

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VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING

December 9, 2019

1:00 PM

Richmond, Virginia

Members Present

Nancy Howell Agee  
The Honorable Brian Ball  
Delegate M. Kirkland "Kirk" Cox  
Ben J. Davenport, Jr.  
Jim Dyke  
Thomas F. Farrell II  
W. Heywood Fralin  
Leah Fremouw  
Senator Janet D. Howell  
Doug Juanarena  
The Honorable Aubrey Layne  
Senator Tommy Norment  
The Honorable Atif Qarni  
Senator Frank M. Ruff  
Don Robin Sullenberger  
Lucia Anna "Pia" Trigiani  
Joe Wilson  
John O. "Dubby" Wynne

Members Absent

Delegate S. Chris Jones  
Delegate Terry G. Kilgore  
Marilyn H. West

Call to Order

Mr. Thomas F. Farrell II, 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 consent agenda items presented to the Board which included September 10, 2019 Minutes, Regional Council Membership Changes and Technical Amendments to Broadband Policy; the motion was properly seconded and passed.

Member Senator Tommy Norment joined the meeting.

## New Business

Mr. Farrell recognized Mr. Stephen Moret, President and CEO of the Virginia Economic Development Partnership, to present on his organization's statewide site characterization and prioritization study. Mr. Moret relayed to the Board that VEDP conducted a characterization of 466 sites, collecting data on which tier each site falls into and the estimated cost of elevating those sites to higher tiers.

DHCD Director Erik Johnston was recognized to introduce the new Site Investment Policy to the Board. Mr. Johnston explained that the policy identifies how per capita and competitive funds would be utilized for site investments. Mr. Johnston emphasized the policy would be shared with regional councils and economic development stakeholders and could be amended if necessary, but noted that approving the policy today would allow site projects to seek funding with alignment of this new strategic analysis and data. After discussion, a motion was made and properly seconded to adopt the policy. The motion passed unanimously.

## Director's Report

As part of the Administrative Approval Process, Mr. Johnston presented two projects that were approved by staff: CVTC Redevelopment Plan from Region 2 and the Richard Bland College Aeronautics Program from Region 4.

There were two per capita applications regarding workforce development and entrepreneurship: CampusRVA Phase 2 from Region 4 and the Coastal Virginia Maritime Advancement Program from Region 5. Mr. Johnston presented the Campus RVA Phase 2 project 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 then presented the Coastal Virginia Maritime Advancement Program and stated that staff recommended this application for approval contingent on verification of the project's match. A motion was made and properly seconded to approve the project contingent on verification of the project's match; the motion passed.

There were two per capita applications regarding startup ecosystems and cluster scale-up: the Centurion Innovation Hub from Region 7 and the Biotech Innovation Cluster Growth from region 9. Mr. Johnston presented the Centurion Innovation Hub and stated that staff recommended this application for approval.

Discussion ensued among the Board and Chairman Farrell deferred the application to be discussed later in the meeting. Mr. Johnston presented the Biotech Innovation Cluster Growth and stated that staff recommended this application for approval. A motion was made and properly seconded to approve the project; the motion passed.

There were three per capita applications regarding regional entrepreneurship initiatives: Region One REI Coordinating Entity from Region 1, Region 2 Entrepreneurship Initiative from Region 2, and REI: 757 from Region 5. Mr. Johnston presented the Region One REI Coordinating Entity and stated that staff recommended the application for approval. A motion was made and properly seconded to approve the project; the motion passed. Mr. Johnston presented the Region 2 Entrepreneurship Initiative and stated that staff recommended the application for approval. A motion was made and properly seconded to approve the project; the motion passed. Mr. Johnston presented REI: 757 and stated that staff recommended the application for approval. A motion was made and properly seconded to approve the project; the motion passed.

There was one competitive application regarding workforce: Virginia K-12 Computer Science Pipeline. Mr. Johnston presented the project and stated that staff recommended the application for approval. After discussion, a motion was made and properly seconded to approve the project; the motion passed.

Mr. Johnston outlined the project execution timeline that was included in the Board packet.

Mr. Johnston then detailed a memo from staff that removed the necessity for the Board to review and vote on membership changes to regional councils. He noted that staff would continue to verify the regional council requirements and then provide this information to the Board annually as part of a regional council certification process.

Mr. Johnston gave an update on staff's work on broadband application guidance. He noted that staff hoped to have the guidance complete before the next Board meeting and will soon be sharing with the regions and stakeholders.

course of FY 2019 and included a summary of the 2019 Annual Report.

GO Virginia Grantee Mr. Travis Staton, President and CEO of United Way of Southwest Virginia presented to the Board the Ignite Internship Program, a program that was funded through GO Virginia and administered by United Way of Southwest Virginia.

Unfinished Business Mr. Farrell acknowledged the resolution language adopted by the Board at the September 10, 2019 meeting recognizing Mr. “Dubby” Wynne for his contributions to the GO Virginia program. The Resolution was presented to Mr. Wynne.

Mr. Farrell returned to consideration for Centurion Innovation Hub. After discussion, the Board agreed to submit questions to staff and to reconsider the application at the March meeting.

New Business Reports There was no new business. Mr. Todd Stottlemeyer gave an update on VRIC activities.

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

DRAFT



VIRGINIA INITIATIVE FOR  
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VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING

April 17, 2020

12:30 PM

Richmond, Virginia

Members Present

Nancy Howell Agee  
Delegate Lamont Bagby  
The Honorable Brian Ball  
Ben J. Davenport, Jr.  
Jim Dyke  
Thomas F. Farrell II  
Delegate Eileen Filler-Corn  
W. Haywood Fralin  
Leah Fremouw  
Senator Janet D. Howell  
Doug Juanarena  
The Honorable Aubrey Layne  
Delegate Martha Mugler  
The Honorable Atif Qarni  
Steven C. Smith  
Todd A. Stottlemeyer  
Don Robin Sullenberger  
Pia Trigiani  
Delegate Luke E. Torian  
Marilyn H. West  
Joe Wilson  
John O. "Dubby" Wynne

Members Absent

Call to Order

Mr. Thomas F. Farrell II, Chairman of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order. It was noted that the meeting was held electronically in the form of an Adobe Connect presentation in accordance with § 2.2-3708.2 of the Code of Virginia and as a result of Executive Order Number Fifty-One (2020) declaring a state of emergency due to novel coronavirus (COVID-19).

Roll Call

Ms. Andrea Devening, GO Virginia Program Analyst 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	Mr. Erik Johnston, Director of DHCD presented a request by Region 4 to modify their project, waiving the remainder of the match requirement. After discussion, a motion was made by Mr. Davenport and properly seconded by Ms. Agee. The motion passed. (Yeas: Agee, Ball, Davenport, Dyke, Farrell, Filler-Corn, Fralin, Fremouw, Howell, Stottlemeyer, Sullenberger, Torian, Trigiani, West, Wilson, Wynne; Nays: None; No-Vote: Bagby, Juanarena, Layne, Qarni, Smith)
New Business	<p>Mr. Johnston introduced Board Policy #10, creating the GO Virginia Economic Resilience and Recovery Program. Ms. Sara Dunnigan introduced Board Policy #11, creating a temporary per capita contract match policy change. After discussion, the Board elected to vote on the two policies in a bloc. A motion was made by Mr. Dyke and properly seconded by Mr. Sullenberger to approve the two policies. The motion passed. (Yeas: Agee, Bagby, Ball, Davenport, Dyke, Farrell, Filler-Corn, Fralin, Fremouw, Howell, Juanarena, Layne, Qarni, Smith, Stottlemeyer, Sullenberger, Torian, Trigiani, West, Wilson, Wynne; Nays: None; No-Vote: Mugler)</p> <p>Ms. Dunnigan presented the findings of the Stakeholder Workgroup sessions held in January. It was decided that action on the findings would take place at a later date.</p>
Director's Report	Mr. Johnston introduced and Sara Dunnigan presented five per capita applications regarding workforce development, startup-ecosystems, cluster scale-up: Classrooms to Careers from Region 2, Increasing Birth Rate of New and High Growth Companies from Region 2, Rowanty Technical Center Logistics Program from Region 4, Centurion Innovation Hub from Region 7, and Scale Up the Valley from Region 8. After discussion, the Board elected to vote on the projects in a bloc. A motion was made by Mr. Wynne and properly seconded by Mr. Dyke to approve the five projects as recommended by staff. The motion passed. (Yeas: Agee, Bagby, Ball, Davenport, Dyke, Farrell, Filler-Corn, Fralin, Fremouw, Howell, Layne, Mugler, Qarni, Smith, Stottlemeyer, Sullenberger, Torian, West, Wilson, Wynne; Nays: None; No-Vote: Juanarena, Trigiani)

Mr. Johnston referenced the enclosed presentation on funded GO Virginia projects and provided a summary of upcoming projects in the regional pipeline.

Mr. Johnston gave a brief summary of the administratively approved enhanced capacity building projects that were approved prior to the Board meeting.

Budget Update

Mr. Layne provided a brief update on the budget, noting that the Governor's recommendations had been released and that the legislature is set to take up those recommendations during reconvene session.

Future Board Meetings

Mr. Farrell advised Board members that the next meeting will be held on Tuesday, June 23<sup>rd</sup> at 1:00 p.m.

Adjournment

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

DRAFT



## Board Action: GO Virginia Capacity Building Allocation

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**TITLE:** FY '21 Capacity Building Match Requirement

**BACKGROUND:** To maintain consistency with Board action from the June 24, 2019 meeting for the FY '20 capacity building funds, it is requested that the Board waive the \$1:1 match for FY '21 capacity building funds. The regions request this waiver to ensure match is focused on project implementation.

**BUDGET LANGUAGE:** “[M2] Of the amounts provided in this paragraph, the appropriation shall be distributed as follows: (i) \$2,250,000 the first year and \$2,250,000 the second year from the general fund shall be allocated to qualifying regions to support organizational and capacity building activities, which, notwithstanding § 2.2-2489, Code of Virginia, may not require matching funds if a waiver is granted by the Virginia Growth and Opportunity Board to a qualifying region upon request.”

**RECOMMENDATION:** DHCD recommends that the Board move to waive the requirement for \$1:1 matching funds for the \$2,250,000 allocated (\$250,000 per region) for FY '21 capacity building funds.

**FY '21 PER CAPITA ALLOCATION SCENARIOS:**

Region	FY '21 Capacity Building Allocations
1	\$250,000
2	\$250,000
3	\$250,000
4	\$250,000
5	\$250,000
6	\$250,000
7	\$250,000
8	\$250,000
9	\$250,000
<b>Total</b>	<b>\$2,250,000</b>

**DATE APPROVED: 6.23.2020**



## Memorandum

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**TO:** GO Virginia Board Members  
**FROM:** DHCD Staff  
**RE:** FY 21 Regional Capacity Building Budgets  
**DATE:** 6/23/2020

The enclosed attachment includes the FY 21 Capacity Building budgets for each GO Virginia Regional Council, as appropriated by 2020-2022 Biennium State Budget, in the amount of \$2,250,000, or \$250,000 for each regional council. These funds are used by the regional councils to help support the work done by each regional councils' support organizations in helping develop projects, administer the program, report to the regional council, support the region's Growth & Diversification Plan, provide technical assistance to project recipients, among other activities. Once approved, the regional councils will have access to these funds starting July 1, 2020.

More details on the regional budgets, including the budget narratives can be found in the DropBox links below.

- [Region 1](#)
- [Region 2](#)
- [Region 3](#)
- [Region 4](#)
- [Region 5](#)
- [Region 6](#)
- [Region 7](#)
- [Region 8](#)
- [Region 9](#)

**RECOMMENDATION:** DHCD staff recommends approval of all nine FY 21 Capacity Building budgets.

FY 21 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>					\$8,000	\$46,500	\$19,500	\$35,000	\$17,000
<b>Audit</b>			\$1,500	\$12,400	\$1,000		\$5,000	\$1,500	\$8,000
<b>Contract Services</b>			\$127,500	\$47,590		\$10,000	\$10,000	\$64,500	\$500
<b>Fiscal /Accounting Services</b>	\$9,615			\$24,000	\$5,000		\$5,700	\$55,000	
<b>Legal Expenses</b>			\$900				\$5,000	\$500	\$1,000
<b>Marketing, Outreach, and Websites</b>	\$13,000	\$10,000	\$30,000			\$4,500	\$15,000	\$500	\$7,500
<b>Meetings and Workshops</b>	\$6,000	\$10,000	\$2,500	\$360	\$500	\$4,000	\$1,000	\$5,000	\$6,000
<b>Rent</b>	\$3,600			\$15,120					\$12,000
<b>Salaries (Fringe if applicable)</b>	\$195,543	\$104,000	\$80,000	\$145,248	\$184,000	\$93,500	\$124,800	\$75,000	\$150,000
<b>Supplies &amp; Equipment</b>	\$5,000	\$3,000	\$2,500	\$400	\$1,500	\$10,500	\$2,500	\$650	\$1,500
<b>Taxes and Insurance</b>				\$4,582			\$6,000		
<b>Travel</b>	\$6,947	\$3,000		\$300		\$6,000	\$1,000	\$3,000	\$2,500
<b>Program Support Total</b>	<b>\$239,705</b>	<b>\$130,000</b>	<b>\$244,900</b>	<b>\$250,000</b>	<b>\$200,000</b>	<b>\$175,000</b>	<b>\$195,500</b>	<b>\$240,650</b>	<b>\$206,000</b>
<b>Contract Services</b>	\$10,295	\$60,000					\$14,500	\$3,500	
<b>Technical Assistance</b>		\$20,000	\$5,100					\$5,850	
<b>Growth and Diversification Plan Development</b>		\$40,000			\$50,000		\$40,000		
<b>Planning Grants</b>						\$75,000			\$44,000
<b>Planning Total</b>	<b>\$10,295</b>	<b>\$120,000</b>	<b>\$5,100</b>	<b>\$0</b>	<b>\$50,000</b>	<b>\$75,000</b>	<b>\$54,500</b>	<b>\$9,350</b>	<b>\$44,000</b>
<b>Project Reserves</b>	<b>\$0</b>								
<b>TOTAL</b>	<b>\$250,000</b>								



## Board Action: GO Virginia Per Capita Allocation

**TITLE:** FY '21 Per Capita Allocation and Competitive Fund Redistribution

**BACKGROUND:** To maintain consistency with Board action from the March 12, 2019 meeting for the FY '20 per capita allocations, it is requested to reallocate \$662,367 from the competitive pool to the per capita allocations to ensure each region has a minimum per capita allocation of \$1,000,000.

**BUDGET LANGUAGE:** “[M2] Of the amounts provided in this paragraph, the appropriation shall be distributed as follows: ... (ii) \$16,900,000 the first year and \$16,900,000 the second year from the general fund shall be allocated to qualifying regions based on each region's share of the state population; and (iii) \$15,300,000 the first year and \$10,850,000 the second year from the general fund shall be awarded to regional councils on a competitive basis. [M3] The Virginia Growth and Opportunity Board may allocate monies among the distributions outlined in paragraph M.2. of this item to meet demonstrated demand for funds. However, only those regional councils whose allocation is less than \$1,000,000 in a fiscal year based on the region's share of state population shall be eligible to receive an additional allocation, and the amount shall be limited such that the total allocation does not exceed \$1,000,000 in a fiscal year.”

**RECOMMENDATION:** A standard formula allocation of the \$16,900,000 FY 21 per capita allocation would result in three of the nine regions receiving less than \$1,000,000. As such, DHCD recommends that the Board move to create a floor of \$1,000,000 for these three regions by reallocating \$662,367 from the competitive pool to per capita. The competitive pool will be reduced from \$15,300,000 to \$14,637,633 while the per capita pool will be increased from \$16,900,000 to \$17,562,367.

### FY '21 PER CAPITA ALLOCATION SCENARIOS:

Region	FY20 Per Capita Allocation with \$1M Floor	FY21 Per Capita Formula Allocation	Recommended FY21 Per Capita Allocation with \$1M Floor
1	\$1,000,000	\$747,589	\$1,000,000
2	\$1,550,032	\$1,545,403	\$1,545,403
3	\$1,000,000	\$725,799	\$1,000,000
4	\$2,503,884	\$2,515,225	\$2,515,225
5	\$3,426,243	\$3,425,064	\$3,425,064
6	\$1,008,621	\$1,016,222	\$1,016,222
7	\$4,987,427	\$4,990,678	\$4,990,678
8	\$1,067,557	\$1,069,775	\$1,069,775
9	\$1,000,000	\$864,245	\$1,000,000
<b>Total</b>	<b>\$17,543,764</b>	<b>\$16,900,000</b>	<b>\$17,562,367</b>

**DATE APPROVED: 6.23.2020**



VIRGINIA INITIATIVE FOR  
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## Board Decision

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**TO:** GO Virginia Board Members  
**FROM:** DHCD Staff  
**RE:** GO-TEC Phase 2B Match Waiver Request  
**DATE:** 6/23/2020

Due to the COVID-19 pandemic and the current closure of Virginia public schools, many school divisions are faced with multiple uncertainties related to the upcoming school year. This includes budget reductions, potential reduction-in-staff decisions, new instructional procedures and platforms, and in some cases, the elimination of certain elective courses. School divisions in rural areas are dealing with a lack of internet hotspots for many of their students and are tasked with trying to provide internet connections with no additional budget in place. There are currently six GO TEC Career Connections labs with 11 more currently scheduled to open during the 2020-2021 school year. Many of these local school divisions signed up to participated in GO TEC Phase 2B and have expressed concerns over the 1:1 match and their ability to meet this requirement due to fiscal distress.

The project team are seeking a waiver of a portion of the total 1:1 match requirement valued at \$352,396, from the K-12 Local School Division partners' committed match portion of the budget. All other match requirements including the local match have been met.

Total Match Committed to Phase 2B: \$3,395,000  
Total Match asking to be waived: \$352,396, 10%

### Revised Project Overview:

While it is difficult to project performance on the Phase 2B outcomes at the local school division level with local budgets still unclear, the GO TEC project team believe the project is poised to meet all committed outcomes. The previous GO Virginia grants (Phase 1 and 2A) provide good indication of the strength and capacity of the GO TEC team to deliver on programming and developing labs. The program has equipped and stood up a total of six middle school Career Connections labs, created a GO TEC pathways curriculum, and trained over 20 teachers in the last year.

In light of the disruption due to the COVID-19 pandemic, the GO TEC team continues to work with partners to identify how the COVID pandemic will affect the upcoming school year for both K12 and higher education. The Training Coordinator and the Program Manager are working on contingency plans for the GO TEC Career Connections curriculum to ensure the availability of options based on the various delivery models that may exist when schools re-open. This includes having online and virtual opportunities for students to learn about the various career pathways in GO TEC and to provide instruction that will allow students to gain the background knowledge prior to returning to the GO TEC lab for hands-on training.



The GO TEC Career Connections Training Lab will allow for an extension of learning for teachers as the training lab will have the capability of providing virtual learning as well as recorded sessions. The Training Coordinator continues to work on the various career modules to expand upon teacher training as well as offer assistance with student learning. While hands-on training may be limited when students return to school, we are looking for ways to provide simulations through virtual learning that will further expose students to the different equipment available in the GO TEC Career Connections lab. The GO-TEC team is also collaborating with higher education partners to expand upon the current training opportunities available to the K12 teachers and students.

**RECOMMENDATION:** DHCD staff recommend this total waiver for \$352,396 or 10% reduction of the total match for approval.



June 17, 2020

Mr. Thomas F. Farrell, II  
Chair  
GO Virginia State Board  
600 East Main Street, Suite 300  
Richmond, VA 23219

Dear Tom:

On June 17, 2020, GO Virginia Region 3 voted to endorse moving forward with the GO TEC Phase 2B project. The Council and its Review Committee have evaluated the GO TEC progress for Phases 1 and 2A and validated that the outcomes as originally proposed are at or near completion. We respectfully request that the GO Virginia State Board now allocate the previously approved \$3.6 million associated with this phase of the project.

In addition, Region 3 respectfully requests consideration of a match waiver for Phase 2B by an amount of \$352,000 (less than 10% of the original 1:1 match). This reduction request is due to anticipated COVID-related budget impacts on K-12 partners which provided a significant amount of the proposed match. The reduction in match will not impact outcomes of the project, as the GO TEC team is able to prioritize budget items that are associated with classroom upfits that can be delayed without impacting the training.

Particularly in times of economic distress it is even more important that we continue to invest in this established training model. We thank the team at DHCD for their guidance as we assessed this project's performance and we thank you and the State Board for your continued support.

Sincerely,

A handwritten signature in blue ink that reads 'E. Randolph Lail'.

E. Randolph Lail  
Chairman



## Board Policy #11

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**TITLE: Modified** GO Virginia Program Match Requirements – Per Capita Funds

**EFFECTIVE DATE:** 4/17/2020

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

**POLICY STATEMENT:** State law requires that any grant awarded from the Fund to a regional council shall require matching funds at least equal to the grant, provided, however, that the Board shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Board of fiscal distress or an exceptional economic opportunity in a region.

To provide temporary relief to localities and accelerate the deployment of funds during a time of economic contractions caused by the COVID-19 pandemic, the state board will use this authority to modify match requirements. The following table represents the modified match requirements for project using a region’s allocated Per Capita funds. These match requirements will apply to new project applications received between April 18, 2020 and October ~~1830~~, 2020. The Board may elect to extend these modified match requirements.

PER CAPITA FUNDS		
	Total Match	Local Match
Enhanced Capacity Building	2-1	No Local Match Required
Regional Entrepreneurship Initiative	2-1	No Local Match Required
Sites (planning)	2-1	No Local Match Required
Sites (implementation)	2-1	No Local Match Required
Broadband (planning)	2-1	No Local Match Required
Broadband (implementation)	2-1	No Local Match Required
Project Implementation	2-1	No Local Match Required

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on 4/17/2020. Technical amendment was approved on June 23, 2020.

**SUPERSESSION:** N/A

**DHCD DIRECTOR:** Erik Johnston



## Board Policy #12

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**TITLE:** Use of Tobacco Commission Funds as Match

**EFFECTIVE DATE:** 6/24/2020

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

**POLICY STATEMENT:** It is the policy of the Virginia Growth and Opportunity Board that, as permitted by § 2.2-2489(K) Code of Virginia, Tobacco Region Revitalization Commission funds may be applied as matching funds for GO Virginia projects. Tobacco Commission funds may cover up to 50% of the total project match required and may not be used to satisfy any local match requirement. Tobacco Commission funds may be utilized as project match funds for projects submitted between July 1, 2020 and June 30, 2021.

To be considered, projects must meet GO Virginia program guidelines and applicants must provide a letter of award from the Tobacco Region Revitalization Commission that demonstrates that the funds have been awarded by the Commission to support the GO Virginia application and delineate the project activities supported by the Tobacco Region Revitalization Commission grant.

Tobacco Commission and DHCD staff will jointly monitor the project.

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on 06/23/2020.

**SUPERSESSION:** This policy is new.

**DHCD DIRECTOR:** Erik Johnston



## Board Decision

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**TO:** GO Virginia Board Members

**FROM:** DHCD Staff

**RE:** GO-TEC Phase 2A Validation

**DATE:** 6/23/2020

### **Background**

On March 12, 2019, the GO Virginia Board approved Region 3's GO TEC Phase 2 Competitive application for a \$4,896,528 request contingent upon a validation of outcomes from a scaled-based version of the project for \$1,320,787 after 12 months and a review of outcomes from GO TEC Phase 1. The original request included the build-out of 14 middle school exploratory Career Connections labs and dual enrollment/credentialing programming throughout the region and in parts of Region 1 and Region 4 and the scaled back version (Phase 2A) included 4 middle school exploratory Career Connections labs and initial deployment of dual enrollment/credentialing.

### **Phase 1 Outcomes**

DHCD evaluated and deemed the following outcomes from Phase 1 overwhelmingly positive and successful:

- 3 (goal was 2) middle school Career Connection labs were built, equipped and students enrolled throughout the school year
- GO TEC Outreach Campaign launched with logo approved, marketing plan created, and ongoing website development
- GO TEC Pathways implemented including continual refinement of curriculum and teachers feedback exchange with GO TEC training coordinator

### **Phase 2A Outcomes**

DHCD evaluated and deemed the following outcomes from Phase 2A overwhelmingly positive and successful:

- 4 (goal was 4) middle school Career Connection labs were built, equipped and students enrolled throughout the school year (3 built during Phase 2A, 1 built during Phase 1)
- 1,414 (goal of 1,000) enrolled in middle school Career Connections
- 254 (goal of 10) enrolled in the Mechatronics program at Southern Virginia Community College
- 20 (goal of 20) industry certifications awarded in Mechatronics with many students unable to complete certification testing due to the COVID-19 pandemic
- 20 (goal of 10) teachers trained during 2019-2020 Career Connections Training Institute
- Expansion of the GO TEC marketing campaign with continual website development and official launch anticipated by the end of summer at the latest



The following two outcomes were not met in full:

- **60 (goal of 100) industry credentials awarded at Career Tech Academy:** Higher-education partner, Southern Virginia Higher Education Center (SVHEC) awarded 60 certifications at the Career Tech Academy instead of 100. The inability to meet the 100 industry credentials goal with the Career Tech Academy program was largely due to challenges of testing students with the COVID-19 pandemic and the sudden close of institutions. For some credentials in the Career Tech Academy, alternate testing options are a possibility. The GO TEC administration continues to check with higher education partners monthly to monitor the progress of certification testing. DHCD will also be monitoring these outcomes for the remainder of the contract period and for a one-year reporting period after the contract ends in September 2020.
- **31 (goal of 70) enrollments at Career Tech Academy:** Higher-education partner, Southern Virginia Higher Education Center (SVHEC) cited several barriers to meeting this goal this year including students' attrition from Year 1 to Year 2, students' lacking access to transportation for the work-based learning component, deficient marketing of the program, and delays in implementing Danville Community College's Automation and Robotics Program due to staff turnover. SVHEC is confident in reaching increased enrollment numbers during the next school year with the addition of SVHEC's Career Tech Academy Career Coach and the new GO-TEC marketing initiative.

**REGION 3 COUNCIL:** Please see accompanying letter from the Region 3 Executive Committee endorsing the validation of GO TEC Phase 2A under Section II.e.

**RECOMMENDATION:** DHCD staff recommend the full remaining amount of Phase 2 be made available based on successful outcomes from Phase 1 and the scaled back version of Phase 2.



**Status of Approved Region 3 GO-TEC Project JUNE - 2020**

Project Name	Grant Category/Award	Project Start/End Dates	Products (See narrative at the end of the document for details on each product.)	Project Milestones
<p><b>GO-TEC 1</b></p> <p><b>PRODUCTS:</b></p> <p>Build-out of two middle school career labs;</p> <p>Launch GO-TEC Outreach Campaign;</p> <p>Implement GO-TEC Pathways</p> <p><b>DELIVERABLES MODIFIED FROM THIS LIST DURING NEGOTIATIONS FOR GO-TEC 2 PROJECT</b></p>	<p>PC</p> <p>\$648,000</p> <p>Budget Status:</p> 	<p>August 1, 2018 – July 31, 2020</p>	<p> <b>Build out of two middle school career labs.</b></p> <ul style="list-style-type: none"> <li>- 3 middle school career labs were upfitted at O.T. Bonner (DPS), Westwood (DPS), and Chatham (PCS).</li> </ul> <p> <b>Launch GO TEC Outreach Campaign.</b></p> <ul style="list-style-type: none"> <li>- The GO TEC logo was approved by the GO TEC Board on November 14, 2019.</li> <li>- The GO TEC website is technically active but administration continues to gather feedback and add to the content on the page.</li> <li>- A marketing plan was created to identify the various target groups and determine the most appropriate marketing strategy / materials for those groups.</li> </ul>	<ul style="list-style-type: none"> <li>• Hire GO-TEC Director (Summer 2018) </li> <li>• Create RFP for marketing, branding (Summer 2018) </li> <li>• Spec &amp; procure Career Lab equipment (Summer 2018) </li> <li>• Develop Career Lab curriculums (Summer 2018) </li> <li>• <b>Hire Eastern/Western Regional Coordinator (Shifted to GT2B)</b> </li> <li>• Hire SVHEC Tech Academy personnel (fall 2018) </li> <li>• Hire Career Exploration Trainer (fall 2018) </li> <li>• Hire branding firm (fall 2018) </li> <li>• Continue Career Connections curriculum development (fall 2018) </li> <li>• Website design (Winter 2018; delayed to fall/winter 2019) </li> <li>• Complete branding (Winter 2018; delayed to fall/winter 2019) </li> <li>• Continue Career Connections curriculum development </li> <li>• Train Career Exploration coordinator on equipment (Winter 2018) </li> <li>• <b>Launch website (Shifted to GT2A)</b> </li> <li>• Develop outreach marketing materials (Spring 2019) </li> <li>• Complete Career Connections curriculum (Spring 2019) </li> <li>• Train instructors for Career Connections Labs (Summer/Fall 2019) </li> <li>• Full implementation of Career Connections Curriculum (Summer/Fall 2019) </li> <li>• Completion of outreach marketing materials (Spring 2020) </li> </ul>

			<ul style="list-style-type: none"> <li>- Several marketing materials with the GO TEC logo have been ordered and received (i.e. pens, pocket folders, GO TEC marketing boards, jump drives).</li> </ul> <p> <b>Implement GO TEC Pathways.</b></p> <ul style="list-style-type: none"> <li>- GO TEC curriculum continues to be developed. The general curriculum consists of 9-week modules. These modules can be modified to fit the various schedules at the schools.</li> <li>- Year One curriculum has undergone a lot of changes and now offers an annotated curriculum that will be highly beneficial to Year One teachers.</li> <li>- Year Two curriculum is also under development with new projects being developed. The curriculum will offer a more in-depth learning of the equipment.</li> </ul>	
<p><b>GO-TEC 2A</b></p> <p><b>PRODUCTS:</b></p> <p><b>PRODUCTS FOR VALIDATION:</b> •</p> <p><b>Build-out of 4 Career Connection Labs •</b></p>	<p>Competitive</p> <p>\$4.9 million (\$1.3 million Phase A; \$3.6 million Phase B)</p> <p></p>	<p>March 12, 2019 – September 20, 2020 FOR PHASE 2A</p>	<p> <b>Build-out of 4 Career Connections labs.</b></p> <ul style="list-style-type: none"> <li>- 3 labs were upfitted at Gretna (PCS), Cumberland, and Prince Edward. (The 4<sup>th</sup> lab was upfitted during the previous year.)</li> </ul>	<ul style="list-style-type: none"> <li>• <b>2 Quarter 2019 (April — May):</b></li> <li>• Full-time positions for GO TEC personnel, including the Program Manager, Training Coordinator and Program Coordinator, advertised. </li> <li>• <b>3rd Quarter 2019 (June — September):</b></li> <li>• AGREEMENT for the PROJECT executed by contractual parties </li> <li>• MOUs executed between SUBGRANTEE and SUBSUBGRANTEES </li> <li>• GOTEK Program Manager hired </li> <li>• Training Coordinator hired </li> </ul>

1,000 students enrolled in Career Connections • 10 students enrolled in Mechatronics program • 20 industry certifications awarded in Mechatronics • 70 students enrolled at Career Tech Academy • 100 industry credentials awarded at the CareerTech Academy • 10 teachers trained during the 2019-2020 Career Connections Training Institute

Expansion of the GO TEC marketing campaign

**CONTRACT SIGNED JULY 2019**

PHASE 2B  
Contingent upon  
Completion of  
Deliverables

- **1,000 students enrolled in CC**
  - 1,414 students enrolled during the 2019-2020 school year.
- **10 students enrolled in Mechatronics program.**
  - 254 students enrolled in Mechatronics.
- **20 industrial certifications awarded in Mechatronics.**
  - 20 certificates in NCRC and OSHA 10 in Mechatronics.
- **70 students enrolled at Career Tech Academy. (\*see narrative)**
  - 31 students enrolled in CTA.
- **100 industry credentials awarded at the Career Tech Academy. (\*see narrative)**
  - 60 industry credentials were awarded at CTA.
- **10 teachers trained during the 2019-2020 Career Connections Training Institute.**
  - 20 teachers participated in the TTA.

- **Program Coordinator hired (shifted to GT2B)** ○
- GO TEC logo and brand developed ●
- Draft Career Connections promotional materials developed using GO TEC brand and highlighting GOTECH pathways ●
- 1 FT Mechatronics faculty member and 1 FT Career Tech Academy (herein called “CTA”) instructor hired ●
- Teachers identified and attend the initial session for the 2019-2020 CC Training Institute ●
- 75% of Career Connections equipment purchased ●
- 80% of precision machining equipment purchased ●
- Mechatronics curriculum updated to reflect prior learning ●
- GO TEC Board approved and first meeting ●
- **4th Quarter 2019 (October — December):**
- 100% of precision machining equipment purchased ●
- Monthly visits to each CC lab to support teachers and assess curriculum; CC Training Institute session ●
- Career Connections Curriculum for 6-week (6th grade) and 9-week (6th grade) programs developed and vetted ●
- GO TEC Board meeting and bylaws approved ●
- **1st Quarter 2020 (January — March):**
- Policy development of award credit for industry certifications in Mechatronics ●
- Policy development and articulation agreement to award college credit to CTA students for work-based practicum ●
- Monthly visits to each CC lab to support teachers and assess curriculum; teacher training ●
- Printed and digital GO TEC promotional items developed ●
- GO TEC Board meeting ●
- **2nd Quarter 2020 (April - May):**
- SUBGRANTEE provides ACTIVITY and OUTCOME report to GRANTEE and DHCD, before application deadline to be considered at next GO Virginia Board meeting. ●
- PROJECT marketing and outreach activities continue ●

			<ul style="list-style-type: none"> <li>● <b>Expansion of the GO TEC marketing campaign.</b> <ul style="list-style-type: none"> <li>- The GO TEC logo was approved by the GO TEC Board on November 14, 2019.</li> <li>- The GO TEC website is technically active but administration continues to gather feedback and add to the content on the page.</li> <li>- A marketing plan was created to identify the various target groups and determine the most appropriate marketing strategy / materials for those groups.</li> <li>- Several marketing materials with the GO TEC logo have been ordered and received (i.e. pens, pocket folders, GO TEC marketing boards, jump drives).</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>● GO TEC Board meeting ●</li> <li>● <b>3rd Quarter 2020 (June — July):</b></li> <li>● METRICS: SUBGRANTEE will work with SUBSUBGRANTEES to develop appropriate data-tracking systems to quantify PROJECT outputs and outcomes. The following metrics will be benchmarked, measured and evaluated: ● <ul style="list-style-type: none"> <li>○ % increase in student awareness and interest in GO TEC pathways via pre/post assessments</li> <li>○ % students enrolling in second year CC program (7th &amp; 8th grade)</li> <li>○ Increase in # of middle school students participating in GO TEC curriculum</li> <li>○ Increase in # of students enrolled in relevant dual enrollment programs</li> <li>○ Increase in # of industry credentials, associated with GO TEC pathways, awarded</li> <li>○ Increase in # of students enrolled in post-secondary training in GO TEC pathways</li> <li>○ % SOL pass rate for GO TEC students vs. general enrollment</li> <li>○ % job placement rates for non-matriculating GO TEC students</li> <li>○ % of job placements earning higher-than-average wages</li> </ul> </li> </ul>

## PRODUCTS FOR VALIDATION

### PHASE ONE

1. Build out of two middle school career labs.

**STATUS: COMPLETE.** During the 2018-2019 school year, three GO TEC Career Connections labs were created at Chatham Middle School (PCS), Westwood Middle School (DPS), and Bonner Middle School (DPS). Labs were upfitted and equipped and students were enrolled in GO TEC throughout the year.

2. Launch GO TEC Outreach Campaign.

**STATUS: COMPLETE.**

**APRIL 6, 2020:** The GO TEC logo was designed and feedback was received from multiple stakeholders. The final design was selected and presented to the GO TEC Advisory Board and approved on November 14, 2019. The GO TEC website is currently under development with 434 Marketing contracted to provide that service. There was a 'soft launch' of the website on April 2, 2020 for the GO TEC team to continue to review and update the content and design. The hard launch is scheduled for May 15, 2020. Marketing materials continue to be developed and a plan was created for the various target areas for marketing to highlight GO TEC partners and target groups in industry, higher education, and K-12.

**MAY 4, 2020:** Training on the new website and accessing the analytics was held on April 29, 2020. The website continues to be built upon as more content is added. Marketing materials were ordered with a marketing plan created and shared with internal PR department. Various components of outreach have been created (letterhead, email addresses, business cards, etc.).

3. Implement GO TEC Pathways.

**STATUS: COMPLETE.**

**APRIL 6, 2020:** The GO TEC Career Connections curriculum continues to be developed and revised based on feedback from the GO TEC CC teachers. Year One curriculum has been drafted and revised throughout the year with projects regularly developed for the various pathways. Year Two curriculum has been under development with more hands-on activities and projects being developed. The training coordinator has worked closely with GO TEC CC teachers this year to learn more about best practices in the classroom and updating curriculum as needed. The curriculum is shared with the teachers through a shared Google folder and several surveys were sent out throughout the year to gather feedback on each unit. The GO TEC team is working on final revisions to Year One curriculum to ensure alignment with state requirements and plan to submit this curriculum to the DOE for review and feedback in hopes that they will approve the GO TEC curriculum as a stand-alone course to meet the career exploration requirements.

**MAY 4, 2020:** Curriculum for grade 7 continues as more hands-on projects are created / modified. Discussions continue with K12 partners and teachers to discuss program modifications, specifically what a 5<sup>th</sup> grade curriculum should look like. Currently, 5<sup>th</sup> graders are offered the same curriculum as Year One students. This could create an issue if students are in GO TEC again during their 6<sup>th</sup> grade year. GO TEC administration has discussed the need for a separate 5<sup>th</sup> grade course that would offer only career exploration without the hands-on activities with the actual equipment. This

would be proposed as a 6 or 9 week curriculum that would meeting the state's requirements for career exploration. GO TEC administration has also discussed the concerns shared by multiple school divisions regarding the beginning of next school year and the possibility that students would start the year under a virtual curriculum. We are working on the GO TEC contingency plan if this happens, working to identify online simulation courses that students can participate in that directly related to the nine units. We are also trying to plan for how teachers can provide live equipment demo's with students.

## PHASE TWO A

1. Build out of four Career Connection labs.

### **STATUS: COMPLETE.**

APRIL 6, 2020: During the 2019-2020 school year, three GO TEC Career Connections labs were created at Gretna Middle School (PCS), Cumberland Middle School, and Prince Edward Middle School. (The fourth lab was created in Phase One at DPS.) There are a total of six Career Connection Labs. All labs have been upfitted and equipped and students have been enrolled in GO TEC throughout the year.

2. 1,000 students enrolled in Career Connections.

**STATUS: COMPLETE.** Last enrollment figures received from the participating school divisions reported 1,414 middle school students enrolled in GO TEC Career Connections. Bonner Middle School reported their student enrollment for the first two grading periods (6-week schedule) but no enrollment has been reported for GO TEC since prior to Christmas as their Career Connections teacher left to accept another position. Division and school administration worked to replace the teacher for this program but was not able to find an eligible teacher so late in the school year. They filled the position with a substitute who worked with the students on career exploration activities but did not utilize the GO TEC curriculum or equipment. Therefore, the enrollment numbers for that specific school were NOT included after the teacher left. It is their plan to fill this position during the Summer of 2020 to get the GO TEC Career Connections program back up and running.

3. 10 students enrolled in the Mechatronics program.

**STATUS: COMPLETE.** SVCC reported 17 students enrolled in Mechatronics during the 2019-2020 school year.

SVCC updated their enrollment to 198 students enrolled in Mechatronics. SVHEC reported 10 students enrollment in CTA and 2 in the adult program. PHCC reported 44 in the Siemens Mechatronics Level 1, Level 2, and Level 3.

4. 20 industry certifications awarded in Mechatronics.

### **STATUS: COMPLETE**

APRIL 6, 2020: Waiting for SVCC to provide information on the status of their certifications.

MAY 4, 2020: SVCC reports 198 students enrolled in the Mechatronics program during the 2019-2020 school year. 145 were able to complete the program with 14 Career Studies Certificates awarded. Due to the COVID pandemic that resulted in school divisions and colleges closing for the year, colleges were unable to offer the end-of-year certifications. They are working to figure out if and how certifications will be offered to students.

JUNE 8, 2020: The Career Studies Certificate is a locally awarded certificate issued by SVCC. The 14 CSC's reported from SVCC cannot be counted towards the industry certifications in Mechatronics. SVHEC reported 10 NCRC and 10 OSHA 10 industry certifications earned by CTA students in Mechatronics.

5. 70 students enrolled at CTA.

**STATUS: ONGOING**

APRIL 6, 2020: There were 31 students enrolled in the CTA program at SVHEC during the 2019-2020 school year (17 – IT / 10 Mechatronics / 4 WBL). The enrollment is expected to increase next school year as SVHEC works to define and build upon the WBL program.

MAY 4, 2020: The following information was received from SVHEC.

*The SVHEC acknowledges that an enrollment number of 70 was an aggressive target. Some students who participated in Year 1 were not able to return for the second year due to schedule conflicts. We also discovered that some high school career coaches have been slow to promote CTA opportunities. SVHEC has now hired a part-time Career Coach who will work with the high school counselors to promote CTA.*

*Another factor that impacted enrollment was transportation. Some students were not able to participate in the work-based learning program due to transportation issues. Finally, SVHEC had planned to offer DCC's Automation and Robotics program as part of the CTA curriculum. This program was delayed due to a change in leadership at DCC. Unfortunately, COVID-19 has further delayed this program. Not being able to add this highly requested program has had a significant impact on enrollment.*

*We are continuing to work with DCC to develop the Automation and Robotics program. We are hoping to be able to offer this program during the 2020-2021 academic year. With the addition of SVHEC's CTA Career Coach and GO-TEC marketing and branding, we believe enrollment numbers in the CTA program will begin to increase.*

6. 100 industry credentials awarded at Career Tech Academy.

**STATUS: ONGOING until End of Contract (\*see June narrative below)**

**MAY 4, 2020: SVHEC awarded the 60 certifications in CTA in the following:**

**Information Technology:**

CompTIA IT Fundamentals	11
CompTIA A+	2 (passed both portions)
CompTIA Server+	6
NCRC	17

**NOTES: SVHEC is working with SVCC to determine the final number of Career Studies Certificates. Several students were hoping to do the test-out option for ITE 115, which we cannot do now. Several are taking the DE version through their schools so there grading option may determine overall outcomes.**

**Mechatronics:**

NCRC	10
OSHA 10	10

**NOTES: SVHEC is working with Siemens to see how accommodations can be made to take this test and stay within the gathering guidelines. All 10 students are on track for receiving their Career Studies Certificate in Mechatronics from SVCC.**

**Work Based Learning:**

OSHA 30	4
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**NOTES: SVHEC is working with CEWD in hopes that the CTA students can take the Energy Industry Fundamentals (EIF) assessment through Google Docs from their school chrome books.**

**JUNE 10, 2020: GO TEC administration continues to check with higher education partners monthly to monitor the progress of certification testing.**

- 7. 10 teachers trained during the 2019-2020 Career Connections Training Institute.**

**STATUS: COMPLETE**

**APRIL 6, 2020: The training coordinator has provided training (group and individual) to 20 different teachers participating in Phase One, Phase TwoA, and Phase TwoB during the 2019-2020 school year. Participation is tracked on a Google doc and professional development certifications are awarded so teachers can report as recertification hours.**

- 8. Expansion of the GO TEC Marketing Campaign.**

**STATUS: COMPLETE.**

**APRIL 6, 2020:** The GO TEC logo was designed and feedback was received from multiple stakeholders. The final design was selected and presented to the GO TEC Advisory Board and approved on November 14, 2019. The GO TEC website is currently under development with 434 Marketing contracted to provide that service. There was a 'soft launch' of the website on April 2, 2020 for the GO TEC team to continue to review and update the content and design. The hard launch is scheduled for May 15, 2020. Marketing materials continue to be developed and a plan was created for the various target areas for marketing to highlight GO TEC partners and target groups in industry, higher education, and K-12.

**MAY 4, 2020:** The GO TEC website continues to be developed with May 15, 2020 as the target for the hard launch. We continue to work with our partners to provide more information for the various links.

# GO Virginia Region One



## Council

Mike Quillen, *Chair*  
Moin Beamer, *Vice Chair*  
Sam Cassell  
Lois Clarke  
Blake Edwards  
Richard Edwards  
Todd Flewick  
Mark Eschle  
Chancellor Doona Henry  
David Leonard  
Josh Lewis  
Ron McCall  
Duane Miller  
Dr. David Olive  
Dr. Keith Perrigan  
Beth Rhinehart  
Bill Rush  
Dr. Dean Sprinkle  
Travis Staton  
Mike Stollings  
Browning Wynn, II

Mr. Randy Lail, Chairman  
GO Virginia Region 3 Council  
c/o Southside Planning District Commission  
200 South Mecklenburg Avenue  
South Hill, VA 23970

May 29, 2020

RE: GO VA Competitive Project-GO TEC Phase II

Dear Chairman Lail,

On behalf of the GO Virginia Region One Council, it is my pleasure to support the second phase of implementation for the Great Opportunities in Technology and Engineering Careers (GO-TEC) Phase II project.

We appreciate the update on the GT2A program deliverables, and we look forward to seeing the outcomes of the GT2B project milestones.

Sincerely,

A handwritten signature in blue ink that reads "Mike Quillen".

Mike Quillen  
Chair, GO Virginia Region One

## Staff

Kalen Hunter, *Program Director*  
Robyn Lee, *Program Manager*  
Martha Necessary, *Fiscal Administrator*  
Shannon Blevins, *Vice Chancellor*  
*Office of Economic Development at UVA Wise*  
Becki O'Quinn, *Director*  
*Economic Development at UVA Wise*

William H. Goodwin, Jr.

800 EAST CANAL STREET, SUITE 1900  
RICHMOND, VIRGINIA 23219

May 28, 2020

Mr. Randy Lail  
Chairman, GO Virginia Region 3 Council  
c/o Southside Planning District Commission  
200 South Mecklenburg Avenue  
South Hill, VA 23970

Dear Randy:

Please consider this as a letter of endorsement for GO TEC Phase 2B. The previously approved Phase 2 involves Greensville County K-12 School System, which is in GO Virginia Region 4. We understand that the GO TEC team has completed Phase 2A and that the State Board will consider releasing the funds for Phase 2B at its June 23 Board meeting.

Over the last eighteen months, the GO-TEC team, based in Region 3 has been scaling up its workforce Hub & Spoke model that engages K-12 systems, as well as four community colleges and three institutes of higher education, in a cross-region approach to preparing career paths for businesses in sectors targeted by Regions 1, 3 and 4. These include advanced manufacturing, welding, and precision machining. Greensville County is part of the service territory of Southside Virginia Community College, which serves as one of the hubs in this training system.

We look forward to a continued partnership with Region 3 in support of the GO TEC program.

Sincerely,



William H. Goodwin, Jr.  
Chairman, GO Virginia Region 4



# Per Capita Applications

## Per Capita Application

### Offshore Wind Supply Chain Hub Development Program

**Region:** 5

**Participating Localities:** Counties of Isle of Wight and Southampton; and the Cities of Chesapeake, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, and Virginia Beach

**Investment Strategy:** Cluster Scale-Up

**Type of Project:** Implementation

**Applicant(s):** Hampton Roads Economic Development Alliance (HREDA)

**Project Goal(s):** To build an Offshore Wind (OSW) supply chain by targeting and attracting suppliers to establish operations in the region.

**Project Description:** This effort will position the Hampton Roads region as a prime geographical location for OSW supply chain investment. Two new staff members at HREDA will lead this effort in partnership with the Port of Virginia, Virginia Department of Mines, Minerals, and Energy (DMME), Virginia Economic Development Partnership, Old Dominion University, local chambers of commerce, among others to target OSW supply chain companies, by organizing and attending prospect meetings and marketing missions, coordinating targeted research, developing marketing materials, and coordinating overall business development efforts. This effort will also involve sponsoring and having a highly visible presence at important industry trade shows. GO Virginia funds will be used for personnel, trade association membership fees, travel, and consultant services.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 529,788</b>
<b>Matching Funds</b>	<b>\$ 290,840</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 820,628</b>

#### Outcomes:

- It is expected at a conservative estimate, 1,625 jobs should be created over 5-10 years
- \$50M in capital investment
- Creation of 2 full-time positions at HREDA
- Development of target company list and prioritization of company list
- Creation of marketing materials
- Number of OSW companies retained and attracted to the region

## Offshore Wind Supply Chain Hub Development Program

### Workgroup Discussion:

There was consensus that this was a great opportunity for the region and the Commonwealth to scale-up Offshore Wind suppliers to align with the East Coast OSW project pipeline. Workgroup feedback included:

- Great partnership with regional and state partners
- OSW is a priority for the Commonwealth to meet its goal of being carbon neutral by 2050 and becoming less dependent on fossil fuels
- Opportunity to move forward with OSW in light of funding pulled from the newly established Virginia Division of Offshore Wind within DMME
- In addition to business attraction efforts, HREDA is spearheading a regional business retention and expansion effort for existing businesses that have the capacity and willingness to be part of the OSW supply chain
- Positive ROI will be realized in 5-10 years
- Sustainability plan relies on private companies contributing to HREDA – will have \$250,000 of annual commitments in place to sustain this initiative within 24 months

### Staff Recommendations:

DHCD staff recommends this application for approval.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	UNDETERMINED
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

## Per Capita Application

### Westmoreland Workforce Training Center Expansion

**Region:** 6

**Participating Localities:** Counties of Lancaster, Northumberland, Richmond, and Westmoreland

**Investment Strategy:** Workforce Development

**Type of Project:** Per Capita Allocation

**Applicant(s):** Westmoreland County

**Project Goal(s):** To create a trained workforce in manufacturing, distribution/logistics, and professional and technical services through expanded training offerings at the Westmoreland Workforce Training Center (WWTC).

**Project Description:** This project expands the workforce development training at the WWTC which was initially focused exclusively on welding. The CNC Machinist training will expand a pilot program by marketing the program through machine shops and expanding private sector involvement in the program through local industry partnerships for job placement or internships in Region 6. Westmoreland County is partnering with the Northern Neck Planning District Commission (NNPDC), Rappahannock Community College (RCC), and Bay Consortium Workforce Development Board, Inc. (WDB) to build on the success of the previous welding training initiative to offer additional trainings not currently available at this location.

The approach leverages RCC’s role as workforce provider in the region to expand and strengthen its offerings based on demand for such trainings expressed by businesses in Region 6. RCC will include these trainings in its catalog of course offerings, issued twice a year, and promote them on its website and through social media channels. RCC will recruit and train instructors for these trainings. By expanding training at this location, RCC hopes to reach individuals in the upper Northern Neck for whom transportation is a barrier to receiving training at other RCC locations. Due to the expensive equipment required, industrial machining is only available at the WWTC in the Northern Neck.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 250,200</b>
<b>Matching Funds</b>	<b>\$ 125,100</b>
Local Match	\$ 125,100
<b>Total Project Budget</b>	<b>\$ 375,300</b>

## Westmoreland Workforce Training Center Expansion

### Outcomes:

- 340 individuals trained
- 294 individuals earn credentials
- 75 individuals hired as a result of training

### Workgroup Discussion:

- This is an expansion of a previous GO Virginia grant for a welding program. That project is closing soon and was on pace to meet the metrics in their application prior to the pandemic.
- There are questions about the number of programs to be offered and employer demand for the individuals trained. There is a large drop off from the number of people to be trained (340) to the number getting a job (75).
- RCC has committed to continue to fund the programs after the grant period ends through tuition.

### Staff Recommendations:

DHCD staff recommends the Board defer a decision on this application until the workforce study is completed. DHCD advises that the Region 6 Council pursue a ERR Fast Access grant to provide continuity of the welding training program for the next year to support existing business in workforce training during the recovery.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	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 <sup>1</sup>

<sup>1</sup> Applicant has indicated that Rappahannock Community College will support through regular program revenue, tuition and fees.

## Per Capita Application

### Startup Shenandoah Valley

**Region:** 8

**Participating Localities:** Counties of Augusta, Bath, Clarke, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah, and Warren; Cities of Buena Vista, Harrisonburg, Lexington, Staunton, Waynesboro, and Winchester; Towns of Front Royal and Strasburg

**Investment Strategy:** Startup Ecosystems

**Type of Project:** Per Capita Allocation

**Applicant(s):** Staunton Creative Community Fund

**Project Goal(s):** To deliver a three pronged approach to kick start a vibrant entrepreneurial ecosystem that will deliver dedicated staff, partnerships with regional assets, workspaces, connections to mentorship, and access to capital to companies with a high potential for growth and success.

**Project Description:** This project consists of three elements that will empower businesses in traded sectors to be sustainable and scalable ventures. Element one is a unique, customizable, virtual accelerator program delivered through three Fluent modules, guiding the entrepreneur through stages of development: Validate, Test, Grow.

The second element of this strategy requires SCCF to hire and maintain two Ecosystem Builders and a part-time administrative assistant. The Ecosystem Builders will identify potential mentors, sponsors, and local subject-matter experts; connect and nurture relationships with up and coming entrepreneurs in all localities; become an expert in the region's entrepreneurial assets and support providers; direct entrepreneurs to the services and support most appropriate to enable their maximum growth potential; oversee accelerator application process for individual localities; provide program management for local entrepreneurs; track metrics for regional entrepreneurs and report to localities.

The third element is an infusion of capital into our entrepreneurial assets to ensure they are competitive and meet the needs of entrepreneurs in our targeted traded industry sectors. Assets host the tools, space, and inspiration for students and community members to build a minimum viable product and develop a work portfolio without the financial barrier of having to make the initial investments in technology, space, or other resources.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 628,953</b>
<b>Matching Funds</b>	<b>\$ 315,210</b>
Local Match	\$ 64,800
<b>Total Project Budget</b>	<b>\$ 944,263</b>

## Startup Shenandoah Valley

### Outcomes:

- 29 entrepreneurs/teams accepted into the program
- 26 entrepreneurs/teams complete the program
- 20 entrepreneurs/teams successfully scale their business models
- Creation of 80 new jobs over three years (increased from the original 50)

### Workgroup Discussion:

- Project has broad support across Region 8
- Positive ROI in 5 years
- Strong alignment to Region 8's G&D Plan and TEconomy report recommendations
- Strong partnerships with existing stakeholders in the startup ecosystem space
- Applicants indicates that ongoing funding will be the responsibility of the Development Director at the Staunton Creative Community Fund along with other partners, including local government and alumni.

### Staff Recommendations:

DHCD staff recommends this project for approval.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	NO
5 Year ROI	YES
Alignment with G&D Plan(s)	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



# Statewide ERR Application

## **Statewide Economic Resilience and Recovery Application**

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### **GENEDGE – Retooling Virginia Manufacturers for Strategic Industries**

**Lead Region:** 1

**Partnering Regions:** 2, 3, 4, 5, 7, 8

**Participating Localities:** Joint Industrial Development Authority of Wythe County (Wythe County, Wytheville, and Rural Retreat) and the Town of Bluefield. (Note: Due to the project scope and design, this project has the potential to provide statewide impact across all nine GO Virginia Regions. Eight of the nine GO Virginia Regions have identified Advanced Manufacturing as a targeted industry sector in their Growth and Diversification Plans.)

**Investment Strategy:** Cluster Scale Up

**Type of Project:** Statewide ERR Implementation

**Applicant(s):** [GENEDGE](#)

**Project Goal(s):** This project has two phases. In the near term, to expand the capabilities of existing suppliers to develop sustainable ongoing revenues in the areas of PPE and other medical equipment and supplies to address critical shortages and provide more secure domestic supply chains for these products. This will include further development of a Virginia-based supply network and build a planned capacity and response to potential recurrence of the Corona virus.

The second phase will help participating manufacturers diversify their market and product offerings in response to federal initiatives that support re-shoring, critical and strategic sectors intentionally reducing sourcing risk, and initiatives to bolster Department of Defense Supply chains.

This project will provide support to 50 companies over a two-year period.

#### **Project Description:**

GENEDGE, the Commonwealth’s cooperative agreement holder with the Manufacturing Extension Partnership (MEP) National Network, will execute a strategy statewide to support manufacturers in Virginia to pivot to new business opportunities while strengthening Virginia’s and the nation’s medical supply chain in the near and long-term.

The applicant commits to deploy a network of sector specialists who will be assigned to each GO Virginia region to conduct outreach and respond to referrals from Regional Councils as well as

state and regional economic development organizations. Once engaged, GENEDGE staff will provide a wide variety of technical assistance to firms and produce an analysis of workforce requirements as well as other deliverables.

The applicant has established partnerships with state agencies with responsibilities for healthcare response, 4- and 2-year postsecondary institutions, the Manufacturing Technology Center (Region 1), NIST-MEP for technology transfer and national sourcing support, local and regional economic development organizations, VEDP, who will help identify target markets for business expansion, and the Virginia Manufacturers Association.

Match for this project is provided through a federal grant (CARES Act through the NIST-MEP Network) and GENEDGE income and client fees.

**Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 2,950,000</b>
<b>Matching Funds</b>	<b>\$ 1,475,000</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 4,425,000</b>

**Outcomes:**

- 50 businesses served
- 500 jobs created or retained
- New or retained revenues from new product capacity - \$81,250,000
- Other investments in machinery, tooling, workforce and working capital - \$10,000,000
- GENEDGE will use a third party impact survey process to track outcomes
- Analysis prepared by George Mason University indicates the project will produce the following returns for the Commonwealth
  - 3-Year ROI: 2.52:1.0 (\$2.52 tax dollars per grant dollar)
  - 5 Year ROI: 5.97:1.0 (\$5.97 tax dollars per grant dollar)

**Workgroup Discussion:**

- Aligned with the goals and objectives of the Economic Resilience and Recovery Program
- Project has broad support across regions and applicant has organized its resources to support a statewide implementation with regional council engagement
- Focused on Traded Sector high-wage job retention and creation
- Comprehensive tracking of outcomes and strong return on investment
- Demonstrated partnerships with public and private industry partners

**Staff Recommendations:**

DHCD staff recommends this project for approval

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
Alignment with G&D Plan(s)	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	NO <sup>1</sup>

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<sup>1</sup> GENEDGE regular operations are funded by a federal grant and program income. Following this special project and contingent on federal appropriations for the federal NIST-MEP program, GENEDGE would be expected to continue with regular program activities.



# Regional ERR Applications

## Regional Economic Resilience and Recovery Application

### VT Workforce Training, COVID-19 Response

**Region:** 2

**Participating Localities:** Counties of Alleghany, Botetourt, Craig, Giles, Montgomery, Pulaski, and Roanoke, and the Cities of Covington, Radford, Roanoke, and Salem

**Investment Strategy:** Workforce Development

**Type of Project:** Regional ERR Implementation

**Applicant(s):** Virginia Tech Office of Vice President for Health Sciences and Technology

**Project Goal(s):** To increase capacity at the two newly stood up Fralin laboratories in Blacksburg and Roanoke to allow for COVID-19 testing over a one-year period and develop an internship pipeline for full time positions.

**Project Description:** This is a follow up request from the \$100,000 Go Virginia funds Virginia Tech was recently awarded to conduct a 90-day startup-phase. Funding will 1) allow the labs to be able to test patients who are symptomatic now to help provide appropriate medical care and quarantine recommendations to patients; and 2) to begin more wide scale surveillance testing to address the needs of businesses so that they can best determine which employees can safely be re-introduced to the workforce. In partnership with Virginia Western Community College (VWCC), Virginia Tech will host internship opportunities for VWCC students currently enrolled in the Medical Licensed Technologists (MLT) associates degree program to receive a 90-day training period that will go towards internship credits. Virginia Tech is also partnering with Radford University in which students currently enrolled in the medical laboratory science (MLS) bachelors program will have an opportunity to train at the labs in supervisory roles as interns. Go Virginia funds will help support trainee stipends, personnel, training equipment, and testing supplies.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 500,000</b>
<b>Matching Funds</b>	<b>\$ 250,000</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 750,000</b>

#### Outcomes:

- 36 internships created and trained
- 36 full-time jobs created
- Achieve regular testing capacity of 5,000 samples per week

## VT Workforce Training, COVID-19 Response

### Workgroup Discussion:

There was consensus this was a great opportunity to increase the capacity for COVID-19 testing in the region to help regional businesses reopen safely, while also providing a pipeline of talent for on the job training in the biomedical field. Workgroup feedback included:

- Excellent opportunity for the two Fralin labs to be respond to an immediate need in the region and provide a rapid response to testing that VDH and the regional health districts lack the capacity.
- Skills learned at the Fralin labs are transferable to other healthcare and biotechnology sectors.
- Great opportunities for interns to transition to full time employment at the two labs.
- Preliminary ROI is slightly negative – based on rough calculations would generate approximately \$361K in revenues back to the state.
- Great partnership with Virginia Western Community College that will act as a feeder for current students and recent graduates for internship and full-time positions

### Staff Recommendations:

DHCD staff recommends this application for approval.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	UNDETERMINED
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	UNDETERMINED

# Regional Economic Resilience and Recovery Application

## Bridge to Recovery

**Region:** 3

**Participating Localities:** Counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Greensville (Region 4), Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, Prince Edward and the Cities of Danville, Emporia (Region 4), Farmville, and Martinsville

**Investment Strategy:** Cluster Scale Up

**Type of Project:** Regional ERR Implementation

**Applicant(s):** Southern Virginia Regional Alliance and Virginia Growth Alliance

**Project Goal(s):** To provide immediate and impactful support to businesses through the multiple recovery periods of the COVID-19 pandemic, bridge supply chain needs of companies with service providers and ultimately, jumpstart the region’s economic rebound.

**Project Description:** Southern Virginia Regional Alliance and Virginia Growth Alliance are leading a comprehensive and collaborative approach with a coalition of economic developers, chambers of commerce and localities to provide technical assistance and subsidize support to key business sectors in order to prepare them for the multiple recovery stages of COVID-19. The project will implement continual communication and data gathering efforts between the businesses affected and the coalition in order to understand the needs and be able to deliver timely technical assistance and resources. These efforts include the creation of a collaborative interface with businesses, a COVID-19 resource webpage for businesses, weekly conference calls with localities, focus groups, social media posts and news blasts, and a series of webinars. The second component of the project is to evaluate existing preferred suppliers of services across the region and connect the appropriate services (i.e. legal, HR, marketing, business continuity, accounting, etc) to the businesses in need through a shared cost model with participating businesses. GO Virginia funds will be used for personnel including partner contractual support, fiscal administration, data analytics subscriptions, website development, business training, professional service contracts, e-commerce assistance, and marketing.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 925,000</b>
<b>Matching Funds</b>	<b>\$ 478,250</b>
Local Match	\$ 0
Additional Leverage	\$ 733,250
<b>Total Project Budget</b>	<b>\$ 2,136,500</b>

### Outcomes:

- 500 jobs retained
- 100 full-time jobs created
- \$10 million in capital investment
- Region 3 Supplier database
- Creation of model best practices

### Workgroup Discussion

- Aligned with the goals and objectives of the Economic Resilience and Recovery Program
- Project has broad support across the region
- Very comprehensive and holistic approach that addresses all impacted business sectors
- Strong project readiness with lots of prerequisite activities and convening in immediate response to the pandemic
- Strong partnership between two EDAs (Virginia Growth Alliance and Southern Virginia Regional Alliance) serving as business intermediaries and Institute for Advanced Learning and Research serving as fiscal agent
- 3-year ROI is not realized, however, a 5-year ROI does show as positive for new jobs created
- Retaining 500 jobs will result in restoring \$3.18 million in revenues the Commonwealth would have lost

### Staff Recommendations

DHCD staff recommends this project for approval.

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	UNDETERMINED
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	UNDETERMINED



# Administratively Approved Enhanced Capacity Building Applications

## Administratively Approved Enhanced Capacity Building Projects

### PROJECT ENERGIZER - HYDROPOWER

**Region:** 1

**Participating Localities:** Counties of Scott and Wise

**Investment Strategy:** Cluster Scale Up

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** LENOWISCO Planning District Commission

**Project Goal(s):** To help lay the groundwork to determine the viability of new hydropower technology and best sites for small-scale, modular pumped-storage hydropower technology in Southwest Virginia.

**Project Description:** LENOWISCO PDC is collaborating with the Virginia Department of Mines, Minerals, and Energy (DMME), Coalfield Strategies, Liberty University, and the U.S. Department of Energy to complete a feasibility study on modular pumped storage hydropower technology. The study will help 1) identify topographic attributes that are necessary to maximize energy production and review best sites, and 2) to test off-the-shelf components of this new pumped-storage application which will help determine failure probability prior to full-scale modeling. GO Virginia funds will be used to support site evaluation and materials testing.

#### **Project Budget:**

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

#### **Outcomes:**

- Site selection study
- Feasibility study to determine viability of the new pumped-storage application

**Pathway to Implementation:** Once the site(s) have been identified, a follow-up requests may be submitted to fully scale modular pumped-storage hydropower technology to help attract a user of the power that is interested in a base load renewable solution.

## **PROJECT INNOVATION – SOUTHWEST VIRGINIA ENERGY PARK**

**Region:** 1

**Participating Localities:** Counties of Scott and Wise. Project impact area will include LENOWISCO and Cumberland Plateau planning districts.

**Investment Strategy:** Sites & Infrastructure

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** LENOWISCO Planning District Commission

**Project Goal(s):** To establish the Southwest Virginia Energy Park to host companies interested in studying, perfecting, and commercializing energy technology ideas.

**Project Description:** LENOWISCO PDC will procure two separate consultant teams to 1) vet over 100,000 acres of reclaimed surface mined properties plus adjacent underground mines, and 2) determine the Park’s governance model, assist with designing the Park, and develop a plan for start-up and long-term sustainability. The Park will provide lab and scientific assistance to innovators in the energy industry, and will consist of one main campus and more than likely satellite properties based on research needs. GO Virginia funds will be used to support activities related to the Park’s governance model, design, and sustainability plan.

The match is provided through a pending grant request to the US Economic Development Administration (federal).

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 100,000</b>
<b>Matching Funds</b>	<b>\$ 150,000</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 250,000</b>

### **Outcomes:**

- Site selection study
- Establishment of governance model
- Sustainability Plan

**Pathway to Implementation:** Project Innovation lays the groundwork for implementation of the Southwest Virginia Energy Park, a first-of-its-kind operation in the United States for companies interested in studying, perfecting and eventually commercializing their ideas. The Park will provide land, labs and scientific assistance to innovators in the energy industry. This assistance in commercialization will be a key value-add that will encourage private investment in and attract new industries and jobs to Southwest Virginia.

## **ROANOKE REGIONAL RECOVERY**

**Region:** 2

**Participating Localities:** Counties of Alleghany, Botetourt, Franklin, and Roanoke; the Cities of Covington, Roanoke, and Salem; and the Town of Vinton

**Strategy:** Workforce Development

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Roanoke Regional Partnership

**Project Goal(s):** To Rapidly engage regional companies in the targeted sectors to assist them with immediate and long-term recovery and build future resilience in response to COVID-19.

**Project Description:** This effort will 1) form a recovery coalition comprised of local stakeholders to develop and implement long-term strategies addressing COVID-19 challenges, and 2) include round table sessions to quickly engage regional companies in the recovery process. The roundtable sessions will be used to share workforce and financial stability best practices, discover new supply chain opportunities, create a support network for resource sharing, and gather data for long-term strategies. The recovery coalition will also provide coaching sessions providing tailored information for companies to include best practices for employee health and safety, workforce funding opportunities, and connectivity to supply chain needs to support productivity and continuity of operations. GO Virginia funds will be used for professional facilitation, training, business coaching, and personnel.

### **Project Budget:**

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

### **Outcomes:**

- Number businesses participating in coaching sessions
- Number of participating businesses
- Amount of leveraged resources (public or private grants) benefiting local businesses
- Long-term Recovery Strategy

**Pathway to Implementation:** The recovery coalition will guide and execute recovery-based services and programming identified in the round table and coaching sessions as a follow up longer-term implementation request.

## IALR COMMON PLATFORM

**Region:** 3

**Participating Localities:** The following K12 School Divisions: Amelia, Brunswick, Buckingham, Cumberland, Danville, Halifax, Henry, Lunenburg, Martinsville, Nottoway, Patrick, Pittsylvania and Prince Edward.

**Investment Strategy:** Workforce Development

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Institute of Advanced Learning and Research IALR

**Project Goal(s):** To increase students' participation in work-based learning experiences and maximize participation from employers in listing work-based learning experiences such as job shadowing, internships, and apprenticeships and supports development of career pathways in strategic sectors

**Project Description:** IALR is applying to implement a common career development and exploration online platform to Region 3's middle and high school students. Adopting a common platform helps achieve increased outcomes for several reasons:

- recognizes talent exists throughout Region 3 and employers are not limited by geography
- enhances GO TEC efforts identifying students who may benefit from strategic career pathways
- aligns with G&D Plan by aligning education pathways and training programs to employer demand

### **Project Budget:**

Type of Funds	Totals
GO Virginia Request	\$ 90,140
Matching Funds	\$ 122,809
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 212,949</b>

### **Outcomes:**

- Increase in the number of and percent increase in employers engaged is using the platform
- Increase in the number of posted and matched work based learning experiences
- Increased employer funding to support paid WBL experiences (amount and percent growth)
- Increase in interest in strategic sectors/careers by grade level

**Pathway to Implementation:** The capacity-building request supports the development of career pathways in strategic sectors and creates a platform to support expansion of work-based learning experiences via employer engagement.

## **EASTERN SHORE OF VIRGINIA HYDRO DRONE NEAR SHORE SHALLOW WATER BATHYMETRIC SURVEY PROGRAM**

**Region:** 5

**Participating Localities:** Counties of Accomack and Northampton

**Investment Strategy:** Cluster Scale-Up

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Eastern Shore Foundation

**Project Goal(s):** Success of this project and its follow-on efforts will ultimately result in transforming the marine system ecosystem in applications including more informed dredging for waterway maintenance, potential dredge spoil characterization and reuse, navigation, aquaculture/fisheries management, and offshore wind farm supply, maintenance and operations. In addition, this ECB grant will lay the foundation to how Coastal Virginia can generate an accurate database to inform marine based economic development opportunities and educational and training needs for the region.

**Project Description:** The project will provide a proof of concept for the total transformation of the speed, accuracy, and cost of near-shore bathymetric surveys and water characterization utilizing small autonomous hydro drone platforms equipped with miniaturized sensors. The applications from this proof of concept will include more informed dredging for waterway maintenance, potential dredge spoil characterization and reuse, navigation, aquaculture/fisheries management, and offshore wind farm supply. GO Virginia funds will be used to support personnel, consultant services, and equipment.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 99,300</b>
<b>Matching Funds</b>	<b>\$ 100,680</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 199,980</b>

### **Outcomes:**

- Evaluation Plan to include surveys, cost savings and development of procedures manuals
- Platform Tool to include data sets suitable for full machine control of dredging operations

**Pathway to Implementation:** Upon completion of the proof of concept study, the Eastern Shore Foundation will prepare a commercialization plan and a follow up competitive application in conjunction with Regions 4 & 6 to begin accurate current surveys of the critical tidal waterways of Virginia.

## **COMMERCIAL KITCHEN AT LONGWOOD HULL SPRINGS STUDY**

**Region:** 6

**Participating Localities:** Counties of King George, Lancaster, Northumberland, Richmond, and Westmoreland

**Strategy:** Entrepreneurship Ecosystem/Workforce Development

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Northern Neck Planning District Commission

**Project Goal(s):** To study the feasibility of a commercial kitchen at the Longwood Hull Springs site to serve producers and culinary students in the Northern Neck of Virginia.

**Project Description:** This project proposes a feasibility study for a commercial kitchen located at Longwood Hull Springs in Westmoreland County. The partners in this proposal are Rappahannock Community College (RCC), Longwood University Foundation, Westmoreland County, Northumberland County, and the United States Department of Agriculture-Rural Development. Hull Springs is a 662-acre property located in Westmoreland County, on a major tributary to the Potomac River. The scope of the study will include the operations, business model, and space plan with equipment specifications for a commercial kitchen with a canning/food preservation component, and culinary arts training through RCC.

### **Project Budget:**

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

### **Outcomes:**

- Feasibility study for a commercial kitchen in the Northern Neck

**Pathway to Implementation:** Should the results of the study indicate that a commercial kitchen establishment would be feasible in the Northern Neck, a follow-on implementation grant to GO Virginia will be proposed on the basis that food and beverage manufacturing add to the economic diversification of the region, and food and beverage products are eligible as 'traded goods'. It is envisioned that this community asset will provide a basis for workforce development in the culinary arts, as well as an entry point to food and beverage manufacturing entrepreneurship in preserved goods that are distributed and sold outside the region.

## **FREDERICKSBURG REGIONAL INDUSTRIAL FACILITIES AUTHORITY**

**Region:** 6

**Participating Localities:** Counties of Caroline, King George, Stafford, and Spotsylvania; and the City of Fredericksburg

**Strategy:** Sites & Infrastructure

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Fredericksburg Regional Alliance

**Project Goal(s):** To better position localities in the Fredericksburg region to collaborate on site development.

**Project Description:** The Fredericksburg region currently lacks a suitable inventory for shovel ready and pad ready sites, resulting in a small number of site visits by prospects. The establishment of a Regional Industrial Facilities Authority (RIFA) would allow localities in the region to help build more inventory by sharing in the costs and revenues of potential sites by creating the legal framework of a RIFA. GO Virginia funds will be used for consultant work and staff time for project management activities.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 14,665</b>
<b>Matching Funds</b>	<b>\$ 7,335</b>
Local Match	\$ 7,335
<b>Total Project Budget</b>	<b>\$ 22,000</b>

### **Outcomes:**

- Legal formation of the Fredericksburg Regional Industrial Facilities Authority

**Pathway to Implementation:** The establishment of a RIFA will allow the Fredericksburg region to apply for Virginia Economic Development Partnership's Virginia Business Ready Sites Program (VBRSP) and future GO Virginia grant(s) to identify and tier up sites through the VBRSP scale.

## **FREDERICKSBURG REGION INDUSTRY CLUSTER ANALYSIS**

**Region:** 6

**Participating Localities:** City of Fredericksburg, Caroline County, King George County, Stafford County, and Spotsylvania County

**Strategy:** Cluster Scale Up

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Fredericksburg Regional Alliance (FRA)

**Project Goal(s):** This project will provide the Fredericksburg Region (a sub-region of Region 6) with a better understanding of the types of industries, enabling and focusing the sub-region's economic and workforce development efforts.

**Project Description:** Given the growth and changes to the Fredericksburg regional economy, the FRA is working to update the Industry Cluster Analysis with special attention to the target industries identified in the Virginia GO Virginia Region 6 Growth and Diversification Plan. Match is provided by private sector partners and Germanna Community College.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 30,000</b>
<b>Matching Funds</b>	<b>\$ 15,000</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 45,000</b>

### **Outcomes:**

- Cluster Analysis Report

**Pathway to Implementation:** This project will inform business attraction efforts, workforce development efforts, and site development priorities for the subregion.

## **CENTRAL VIRGINIA BUSINESS-DRIVEN WORKFORCE RECOVERY INITIATIVE**

**Region:** 9

**Participating Localities:** City of Charlottesville, Counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock

**Investment Strategy:** Workforce Development

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Central Virginia Partnership for Economic Development

**Project Description:** This initiative of the Partnership will bring business leaders to the table to help facilitate connections between the unemployed in our region and high wage, highly skilled jobs that are available. The project will have three phases: (1) data gathering and analysis; (2) business roundtables to directly engage industry leaders and better understand business disruption and workforce issues facing the four targeted industry sectors and immediate opportunities for the unemployed (including crossover opportunities for retail/hospitality workers); and (3) development of a targeted industry sector strategy for each industry.

**Project Goal(s):** To help strengthen communication within the talent development system by proactively reaching out to businesses to determine their workforce needs and corresponding opportunities. This work also will also support development of regional sector-based strategies to implement talent solutions for each of the target industries as identified in the Region 9 Growth Plan Update released in 2019.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 99,500</b>
<b>Matching Funds</b>	<b>\$ 50,000</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 149,500</b>

### **Outcomes:**

- Creation of a regional recovery infrastructure
- Development of Sector-Based Talent Strategies
- Inform the Revision of the Region 9 Growth and Diversification Plan

**Pathway to Implementation:** After strategies are developed, the one-year Business Workforce Recovery Director will work with regional partners such as chambers of commerce, industry organizations like CvilleBioHub, community colleges, and others to begin to activate the sector strategies.



# Administratively Approved Economic Resilience and Recovery – Fast Access Applications

**Administratively Approved**  
**Economic Resilience and Recovery – Fast Access Projects**

**WORKFORCE TRAINING AND REGIONAL CAPACITY FOR RAPID HIGH-THROUGHPUT COVID-19 TESTING**

**Region:** 2

**Participating Localities:** Counties of Alleghany, Botetourt, Craig, Giles, Montgomery, Pulaski, and Roanoke, and the Cities of Covington, Radford, Roanoke, and Salem

**Strategy:** Workforce Development

**Type of Project:** Economic Resilience and Recovery - Fast Access

**Applicant(s):** Virginia Tech (Office of Vice President for Health Sciences and Technology)

**Project Goal(s):** To support an initial 90-day start-up phase for two testing sites located in Blacksburg and Roanoke to help large numbers of people timely COVID-19 test results.

**Project Description:** A task force from Virginia Tech assembled to work on various aspects of the project. To date, the team has developed and finalizing validation for COVID-19 testing and stood up two Fralin laboratory facilities. GO Virginia funds will be used to support newly hired Medical Laboratory Specialists (MLS), Medical Laboratory Technicians (MLT), and student interns at both sites to help scale-up the operation; and testing supplies needed for sample analysis.

**Project Budget:**

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

**Outcomes:**

- 1,000 analyzed test samples per day (500 at each site)
- 32 staff trained

**Pathway to Implementation:** The proposal is addressing a 90-day startup-phase so once the tests are approved by BDH and FDA (target of mid-April) and the two testing sites are operational, additional resources will be needed to help train additional workers to do the sample collections and run the assays and tests at the new facilities.

## **PIVOT AND RAMP UP**

**Region:** 2

**Participating Localities:** Botetourt, Montgomery, Roanoke Counties, Salem and Roanoke Cities, Roanoke EDA

**Strategy:** Entrepreneurship

**Type of Project:** Economic Resilience and Recovery - Fast Access

**Applicant(s):** Roanoke-Blacksburg Technology Council

**Project Goal(s):** To help the region sustain the momentum of accelerating growth businesses that can generate high-wage jobs, extend the benefits of the program to more companies throughout the region by being able to offer the education, mentoring and business assistance programming virtually and by providing continuing services to accelerator graduates.

**Project Description:** The Roanoke-Blacksburg Technology Council will pivot the delivery, focus, and content of existing RAMP programming to meet the changing needs of startups and entrepreneurs given social distancing requirements and the economic fallout from the COVID-19 pandemic. These three enhancements will enable RAMP to meet the current needs of the 2020 cohort, and at the same time, expand the capacity at a critical time to meet surging demand for business assistance.

### **Project Budget:**

Type of Funds	Totals	
<b>GO Virginia Request</b>	<b>\$</b>	<b>97,200</b>
<b>Matching Funds</b>	<b>\$</b>	<b>49,000</b>
Local Match	\$	0
<b>Total Project Budget</b>	<b>\$</b>	<b>146,200</b>

### **Outcomes:**

- 10-12 new businesses served
- 24 existing RAMP cohort businesses served (18 graduates +6 newly-selected RAMP cohort businesses)
- 75 mentors served (adding 12 mentors; increase from 53)
- 6-8 virtual Pitch and Polish clinics

## **NEW RIVER VALLEY BUSINESS CONTINUITY TEAM**

**Region:** 2

**Participating Localities:** Counties of Floyd, Giles, Montgomery and Pulaski; and the City of Radford

**Strategy:** Workforce Development

**Type of Project:** Economic Resilience and Recovery – Fast Access

**Applicant(s):** New River Health District

**Project Goal(s):** To provide local employers 24/7 technical assistance to provide certification of best practices to safely reopen during the COVID-19 pandemic.

**Project Description:** The Business Continuity Team (BCT) will provide access to all technical resources necessary for business owners to operate in the COVID environment by working in coordination with the New River Health District and the Virginia Department of Health to provide technical assistance from a multi-disciplinary team, on-site testing, public and employee relations and education, sanitization of their facility, and certification of best practices. The primary value-add of the BCT is a wrap-around program to help businesses quickly navigate a challenging situation that does not have extensive guidance readily available. Any testing conducted by BCT will be directed through the Fralin Biomedical Research Institute. GO Virginia funds will be used for staffing costs associated with a medical director-level role and public relations expertise, contract services for environmental cleaning at the impacted firm and nurses to conduct on-site testing, marketing, and testing kit supplies.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 100,000</b>
<b>Matching Funds</b>	<b>\$ 50,000</b>
Local Match	\$ 50,000
<b>Total Project Budget</b>	<b>\$ 600,000</b>

### **Outcomes:**

- Number of employers certified by the New River Health District
- Number of employees tested

**Pathway to Implementation:** Should the program be oversubscribed by businesses eligible, a future request could be submitted.

## **OPERATION LAST MILE: CRITICAL DRONE DELIVERY TESTING**

**Region:** 3

**Participating Localities:** Brunswick, Emporia, Lunenburg, Mecklenburg

**Strategy:** Cluster Scale Up

**Type of Project:** Economic Resilience and Recovery - Fast Access

**Applicant(s):** Virginia Growth Alliance

**Project Goal(s):** To develop proof of concept for the increased delivery of COVID-19 medical supplies, tests, and equipment by commercial drones and to attract commercial drone economic activity and to test capabilities of St Paul's and its potential reuse as a drone testing facility and support a larger vision for Region's 10 underutilized General Aviation airports. The overlying airspace located in a rural environment are a key strength and enable the FAA to allow advanced UAS testing to occur with reduced risk.. The project will also inform curriculum development for drone testing programs statewide.

**Project Description:** This request will support a short-term pilot project to test the efficacy of unmanned system drug and medical supply delivery in a small urban environment. DroneUp, a Virginia Beach-based company, will implement the project. Includes strong partnerships with CIT, other private sector entities including UPS.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 75,000</b>
<b>Matching Funds</b>	<b>\$ 75,218</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 150,218</b>

### **Outcomes:**

- Testing Outcomes and Feasibility Report: tests feasibility of delivering last mile medical supplies to certain locations cut off due to quarantine/social distancing, including recommendations to Commonwealth (and the White House) about this particular type of last mile delivery of medical supplies
- Education Curriculum design that could be used for other GO VA drone projects
- Economic development potential report (citing Lawrenceville and surrounding Region 3 as attractive to Unmanned Systems Companies)

## **FORWARDRVA**

**Region:** 4

**Participating Localities:** Chesterfield County, City of Richmond, Henrico County, Hanover County, and Goochland County

**Strategy:** Cluster Scaleup

**Type of Project:** Economic Resilience and Recovery - Fast Access

**Applicant(s):** ChamberRVA

**Project Goal(s):** To support small businesses with reopening and recovery phases of COVID-19 with an emphasis on employee safety and building consumer confidence.

**Project Description:** ChamberRVA is lead in coordinating with many regional partners to develop a resource website focused on technical assistance and reopening guidance to the region's small businesses (25 employees or less). As part of the project (included as match), ChamberRVA is coordinating and distributing up to 5000 small business activation kits to include an initial supply of facemasks, hand sanitizer, signage communicating safety and responsible practices messaging through a variety of distribution points around the region. The purpose of this project is to promote the reopening of the region's economy as soon as possible. GO Virginia funds will be used for developing a website and content and staff capacity for providing business technical assistance.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 100,000</b>
<b>Matching Funds</b>	<b>\$ 240,000</b>
Local Match	\$
<b>Additional Leverage</b>	<b>\$ 250,000</b>
<b>Total Project Budget</b>	<b>\$ 590,000</b>

### **Outcomes:**

- ForwardRVA Business Resources Website
- 5000 small business activation kits

## **DEMAND + SUPPLY = SUCCESS: VIRTUAL CONNECTIONS FOR BUSINESSES AND JOBSEEKERS**

**Region:** 4

**Participating Localities:** Charles City, Chesterfield, Goochland, Hanover, Henrico, New Kent, Powhatan, Richmond

**Strategy:** Workforce Development

**Type of Project:** Economic Resilience and Recovery - Fast Access

**Applicant(s):** Reynolds Community College Educational Foundation

**Project Goal(s):** To get those who are unemployed due to COVID-19 back to work and improve the connection between those job seekers and businesses who have open jobs.

**Project Description:** Virginia Career Works of the Capital Region and the Community College Workforce Alliance (CCWA), in partnership with Reynolds and John Tyler Community Colleges and other regional workforce partners are proposing to proactively reach out to individuals who have lost their jobs or means of earning income in the gig economy to connect them to current and future business hiring needs. The project will create an online portal that will have capability for 1- area businesses to post jobs, their training needs, and company information and 2-job seekers to find “zones” of career interests. The project is targeted to those filing for unemployment benefits and anyone who has created an account with the Virginia Workforce Connection. Regional businesses on the Workforce Development Board and the Regional Workforce Coalition will help shape this product’s development and use. GO Virginia funds will be used for contract services for website and content development, online assessment tool licenses, personnel, professional development, and indirect fees.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 80,600</b>
<b>Matching Funds</b>	<b>\$ 150,000</b>
Local Match	\$
<b>Additional Leverage</b>	<b>\$ 791,063</b>
<b>Total Project Budget</b>	<b>\$ 1,021,663</b>

### **Outcomes:**

- Delivery of online portal connecting job seekers to open jobs

## **IDEA FACTORY**

**Region:** 4

**Participating Localities:** Henrico County, City of Richmond

**Strategy:** Startup Ecosystem

**Type of Project:** Economic Resilience and Recovery - Fast Access

**Applicant(s):** StartupVA

**Project Goal(s):** To create new businesses and jobs through the support of aspiring entrepreneurs- including those who have are currently out of work due to COVID-19.

**Project Description:** The Idea Factory, a Startup Virginia ideation initiative, will provide aspiring entrepreneurs with the opportunity to test and refine their business idea and create a plan and identify a support system for developing a minimum viable product (MVP) to move forward from an idea to a new business. Further, as COVID-19 has caused unprecedented unemployment rates in our region, The Idea Factory initiative provides an opportunity for those who have been laid-off or lost jobs to pursue their own business idea, leading to increased new businesses and jobs in Region 4. During the 5-week program, participants will be immersed in the product discovery process, using the assets they create to break down their ideas into target markets, job-to-be-done, and problems; interview and survey potential customers; and use collected data to re-evaluate and refine their idea into a validated concept, or in some cases, to quickly understand why their idea should not move forward.

GO Virginia funds will be used for the ideation programming at StartupVirginia including the one-time license fee for future use of pilot program, administration, facilitation costs and software. Matching funds will be used for scholarships for participants who qualify for financial aid due to unemployment or financial hardship, grant awards to graduating businesses who commit to spending significant time devoted to developing their businesses, and two months free membership to StartupVirginia.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 50,000</b>
<b>Matching Funds</b>	<b>\$ 25,000</b>
Local Match	\$
<b>Additional Leverage</b>	<b>\$</b>
<b>Total Project Budget</b>	<b>\$ 75,000</b>

### **Outcomes:**

- 9 (per year?) new businesses with proof of concept funding.

## **MIDDLE PENINSULA SEAFOOD & AGRICULTURE E-MARKETPLACE DEVELOPMENT**

**Region:** 6

**Participating Localities:** Counties of Essex, Gloucester, Mathews, and the Town of Tappahannock

**Strategy:** Entrepreneurship Ecosystem

**Type of Project:** Economic Resilience and Recovery – Fast Access

**Applicant(s):** Middle Peninsula Chesapeake Bay Public Access Authority

**Project Goal(s):** To place the MPPDC/MPCBPAA in the position of both becoming a temporary “market maker” to facilitate electronic commerce between those who want to purchase “local” and those who can sell “local”.

**Project Description:** In the seafood industry, a leading industry cluster in the region, seafood companies largely rely on selling their goods to distributors and restaurants. With restaurants largely shut down due to restrictions and stay at home orders, those sales are not happening. Yet, people are still eating and still want to consume seafood. The problem is the seafood companies have not set up an efficient and collective method to sell directly to consumers.

MPPDC staff will serve as the POC and conduit for with local businesses and consumers to connect as a way to ensure a local way to purchase is every present in the region and through the life of the project. MPCBPAA will serve as the public face/gateway for the online marketplace by customizing FishLine, an established mobile and web application, to address the unique economic challenges facing the Middle Peninsula.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 77,000</b>
<b>Matching Funds</b>	<b>\$ 38,500</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 115,500</b>

### **Outcomes:**

- Develop databases of sellers and buyers in the target MP area
- Customize the FishLine web application to address economic challenges in MP
- Digital survey to serve as basis to market and outreach to connect buyers and sellers

**Pathway to Implementation:** The short-term impact is to facilitate a new e-commerce market to help the commercial watermen and farmers, but the long-term impact is to retrain consumers to connect locally and to purchase locally under one common mobile-friendly e-commerce platform.

This effort also becomes a long-term and sustainable way to help the seafood and agriculture industry diversify their revenue lines and be better equipped to handle potential fluctuations in the market in the future.

## **BACK TO WORK WEBSITE AND INFORMATION PROGRAM**

**Region:** 7

**Participating Localities:** Alexandria City, Arlington, Fairfax, Loudoun, Prince William Counties

**Strategy:** Cluster Scale Up

**Type of Project:** Economic Resilience and Recovery - Fast Access

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

**Project Goal(s):** To develop a clearinghouse of information and resources to support businesses reopening and people returning to work.

**Project Description:** The Northern Virginia Chamber of Commerce, in partnership with the Northern Virginia Economic Development Alliance, proposes to utilize the newly created Back to Work Leadership Task Force to create a new Back to Work Covid-19 resource website and to embed the Back to Work Covid-19 website in their outreach materials (including their own websites).

The project will also involve developing a webinar series. The content will be aligned to the needs of business in the current crisis addressing economic recovery and mitigation. The webinars will be developed by the Northern Virginia EDA Alliance and delivered over a 120-day timeline.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 69,600</b>
<b>Matching Funds</b>	<b>\$ 34,800</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 104,400</b>

### **Outcomes:**

- Back to Work COVID-19 Resource Website
- Business Recovery and Mitigation Webinar Series

## **BACK TO WORK: BACK TO INNOVATION VIDEO SERIES**

**Region:** 7

**Participating Localities:** Fairfax, Alexandria, Arlington, Loudoun and Prince William counties (Economic Development Authorities)

**Strategy:** Start-Up Ecosystem

**Type of Project:** Economic Resilience and Recovery - Fast Access

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

**Project Goal(s):** The Northern Virginia Chamber of Commerce, in partnership with the Fairfax County EDA, will create a three-video series for entrepreneurs under the Back to Work Covid-19: Back to Innovation brand. The videos will be available online at the Back to Work Covid-19 Resource Website and free to the public. The Chamber will work with the Fairfax County Economic Development Authority, the Northern Virginia Economic Development Alliance, and GOVirginia Region 7 to identify and refine video topics.

**Project Description:** Create a Back to Work Covid-19: Back to Innovation video series for entrepreneurs to identify, understand, and successfully access resources that are available and intended to assist entrepreneurs with Covid-19 economic recovery. The video series will include interviews with subject area experts providing practical, actionable information, resources, tips, and advice. The videos will include links to specific forms, FAQs, points of contact and other relevant information to accessing various programs available to entrepreneurs. Through our existing relationships and network, the Chamber has access to knowledgeable content experts and established means to disseminate the content effectively and efficiently.

The Back to Innovation video series will supplement the Chamber's Back to Work Covid-19 project, previously approved for support by GoVirginia Region 7. The target audience for the videos are entrepreneurs and small business owners, particularly entrepreneurs focused on innovation and technology. Match is provided by the Fairfax County EDA on behalf of NoVA EDA.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 30,400</b>
<b>Matching Funds</b>	<b>\$ 15,200</b>
Local Match	\$ 15,200
<b>Total Project Budget</b>	<b>\$ 45,600</b>

### **Outcomes:**

- 3 part video series on topics for entrepreneurs

## **STEPS TO SAFELY REOPEN THE ECONOMY: LAUNCH OF NEW RAPID COVID-19 DIAGNOSTIC TESTING, CONTACT TRACING, AND STRESS ASSESSMENT OF NORTHERN VIRGINIA NURSES DURING THE COVID-19 PANDEMIC**

**Region:** 7

**Participating Localities:** Fairfax and Prince William County

**Type of Project:** Economic Resilience and Recovery - Fast Access

**Applicant(s):** George Mason University

**Project Goal(s):** This proposal will lead to the development and scale-up of methods to facilitate safe return to work. Our work 1) directly expands diagnostic testing, 2) evaluates the long-term impacts of COVID-19 on frontline healthcare providers, a population at risk of PTSD, and 3) employs rapid contact tracing capabilities to encourage safe return-to-work strategies, a critical step to reopen the economy.

**Project Description:** This project will monitor COVID-19 infection in nurses located in Prince William, Fairfax, and surrounding counties. George Mason University nursing graduates who are employed in healthcare systems throughout Northern Virginia will be targeted for recruitment into the study. The nurses will receive kits that will include two types of tests and PCR results will be provided to the nurse in 48 hours post sample collection. Individuals with a COVID-19 positive result will be instructed to quarantine. Results from Bode Technology for virus testing and GMU antibody testing will be compared for validation.

Contact tracing using a phone app will be initiated and automated messages will be sent to other cell phones that were in proximity to the COVID-19 positive nurse during their infectious period. Instructions will be sent to exposed individuals to quarantine and monitor their symptoms and the local health department will be notified to review the data logs. Matching funds will be provided by George Mason University through in-kind donations of faculty salaries and facilities and/or administrative fees.

### **Project Budget:**

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

### **Outcomes:**

- Enroll and test 80 local nurses
- Validate GMU antibody testing process
- Customize and launch American Red Cross mobile contact tracing application
- Submit results and coordinate plans for scaling up the program to other occupational cohorts.

**Pathway to Implementation:** The applicant indicates that the testing scheme can be scaled-up and integrated into other sectors, such as education, first responders, and grocery and food service industry. These efforts will help citizens remain in the workforce and safely return to work. GMU testing should be provisionally approved by the FDA in July.

**PROJECT REBOUND**

**Region:** 9

**Participating Localities:** Counties of Albemarle, Culpeper, Fluvanna, Greene, and Madison; and the City of Charlottesville

**Strategy:** Cluster Scale Up

**Type of Project:** Economic Resilience and Recovery – Fast Access

**Applicant(s):** Charlottesville Regional Chamber

**Project Goal(s):** To better understand and help address immediate regional business needs to re-open and/or rebuild capacity in the aftermath of the COVID-19 economic response.

**Project Description:** The Project Rebound steering committee is seeking to rapidly synthesize a large volume of innovative ideas, based on input from over 300 business and community leaders to create a living document of actionable strategies to become a shared economic recovery tool for the region, focusing on the targeted industries of biotechnology, IT, financial services, and food & beverage manufacturing. GO Virginia funds will used for consultant work and distribution of the report.

**Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 80,000</b>
<b>Matching Funds</b>	<b>\$ 100,000</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 180,000</b>

**Outcomes:**

- Economic Recovery Tool Plan

**Pathway to Implementation:** Future collaborative efforts are envisioned to continue supporting entrepreneurship and creative partnerships. This effort will continue to inform stakeholders as to “who’s doing what” in order to maximize output moving forward.

## **PROJECT RECONNECT**

**Region:** 9

**Participating Localities:** Counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock; and the City of Charlottesville

**Strategy:** Workforce Development

**Type of Project:** Economic Resilience and Recovery – Fast Access

**Applicant(s):** Virginia Career Works (VCW) – Piedmont

**Project Goal(s):** To connect dislocated workers not served by the WIOA federal program to employment opportunities with regional employers.

**Project Description:** This initiative will help connect and align dislocated workers from locally traded sectors i.e. retail, tourism, etc. to jobs offered in Region 9’s targeted sectors and other industries. VCW – Piedmont, through the work of a Workforce Transition Coordinator, will dovetail with recently approved Workforce Recovery Initiative project that will help develop regional target sector-based strategies, and will drive dislocated talent to Regional 9 funded projects in the workforce space that include GWC-PTEC, Central Virginia Cybersecurity, and Crafting Higher Paying Jobs and Adult Beverage Exports. The coordinator will also lead collaborations with one-stop centers to direct dislocated workers to the appropriate resources. GO Virginia funds will be used for promotion/web design, personnel, travel, and office space.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 99,500</b>
<b>Matching Funds</b>	<b>\$ 50,000</b>
Local Match	\$ 0
<b>Total Project Budget</b>	<b>\$ 149,500</b>

### **Outcomes:**

- Number of dislocated workers engaged?
- Number of targeted sector businesses engaged?
- Number of dislocated workers placed in employment?
- Website launch

## **CRAFTING A NEW NORMAL**

**Region:** 9

**Participating Localities:** Counties of Albemarle, Fluvanna, Greene, Louisa, Madison, and Nelson; the City of Charlottesville

**Type of Project:** Economic Resilience and Recovery – Fast Access

**Applicant(s):** Thomas Jefferson Planning District Commission

**Project Goal(s):** To provide craft beverage sector by sector outreach and education for the consumer to help re-establish confidence for their return to buying, visiting and having events at the venues devastated by the loss of sales, visitation and event revenue. Industry staff will be trained on the quickly-changing regulations and compliance guidelines for safe service.

**Project Description:** The project focuses on feasible web-based industry support solutions to improve e-commerce with focus on improved reservation systems that allows for only limited outside service and adaption to Phase 2 rules, whatever they may be.

The importance of an effective digital outreach and communication strategy with an emphasis on content, graphics, training, video content creation, email communications, etc., has been increased even more since the pandemic, as businesses are unable to interact with customers in their facilities. These businesses need these tools to survive and remain compliant. The audience is the visitor, who requires assurance that the experience will be safe and pleasant.

The program is designed to create channels of information for all craft beverage businesses in the region, not just those that are membership driven. In the region there are approximately 102 wineries, 37 craft breweries, 8 cideries, and 11 distilleries. The work will not be duplicative of the industry associations.

### **Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 44,000</b>
<b>Matching Funds</b>	<b>\$ 22,000</b>
Local Match	\$ 11,500
<b>Total Project Budget</b>	<b>\$ 66,000</b>

### **Outcomes:**

- Creation of web-based industry support solutions
- Creation of training materials for industry businesses and workers

**Pathway to Implementation:** The implementation of e-commerce in this industry is complex due to ABC and other regulations. The industry is changing on a daily basis as new regulations continue to be released by regulatory agencies. This project will expand opportunities for businesses to succeed, giving every business more resources to secure their success.

Region	Project Name	Strategy	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
1	Ignite Internships	Workforce Development	\$250,000	\$618,482	\$193,576	77%	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	SWVTC Hub Link	Workforce Development	\$27,547	\$27,637	\$20,000	73%	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	Coal-to-Graphene Study	Startup Ecosystem	\$25,000	\$25,000	\$24,996	100%	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.
1	Smart Farming	Workforce Development	\$310,372	\$380,500	\$84,864	27%	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	Solar Playbook for SWVA	Workforce Development	\$70,947	\$70,947	\$12,740	18%	To 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.
1	Lonesome Pine RIFA Coordinator	Site Development and Infrastructure	\$50,000	\$50,000	\$9,793	20%	To 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.
1	Southwest Virginia Livestock and Educational Center	Workforce Development	\$100,000	\$167,200	\$0	0%	To coordinate the creation of a hands-on educational facility for agriculture students and 4H programs to learn cattle farming and meat processing skills. 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.
1	Project Oasis	Site Development and Infrastructure	\$50,000	\$50,000	\$2,500	5%	LENOWISCO PDC will work with InvestSWVA, Coalfield Strategies LLC, Virginia's Department of Mines, Minerals and Energy (DMME), and the Virginia Economic Development Partnership (VEDP) to locate the suitable sites within the region to attract data centers. This study will result in: 1) the development of tools that prioritize power and fiber network availability and the potential of mine pool water reclamation, 2) a preliminary engineering feasibility and design, 3) a market analysis, 5) tenant research, and 6) a concept design for possible data center sites.

Region	Project Name	Strategy	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
1	Region 1 REI Coordinating Entity	Startup Ecosystem	\$80,000	\$40,000	\$0	0%	Opportunity SWVA along with UVA Wise will collaborate to develop the Launch SWVA Region 1 Strategy for Entrepreneurship and Innovation Investment. Opportunity SWVA is a coalition of twenty-six small business support and community development organizations, which is optimal for coordinating the region's entrepreneurial ecosystem. This Innovation Investment plan will build upon the TEconomy report and develop an action plan to implement recommendations for Region 1.
1	SWVA Regional Agribusiness Opportunities	Cluster Scale-Up	\$100,000	\$100,000	\$0	0%	To implement the recently completed Agricultural Action Plan, advance the core strategies in that plan and to other related plans and specifically support work that grows the beef cattle, small grain, and craft beverage industries, among others. A project manager position will be created to lead and coordinate business-development opportunities for ag sector
1	Project Innovation	Site Development and Infrastructure	\$100,000	\$150,000	\$0	0%	To establish the Southwest Virginia Energy Park to host companies interested in studying, perfecting, and commercializing energy technology ideas.
1	Project Energizer	Site Development and Infrastructure	\$50,000	\$50,000	\$0	0%	To help lay the groundwork to determine the best sites for small-scale, modular pumped-storage hydropower technology in Southwest Virginia.
2	Capital Ecosystem Development Plan	Startup Ecosystem	\$77,207	\$128,832	\$77,201	100%	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.
2	Stopping the Brain Drain Study	Workforce Development	\$65,300	\$65,800	\$59,035	90%	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.
2	Talent Collaborative	Workforce Development	\$300,000	\$630,072	\$65,723	22%	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	Wood Haven Water & Sewer	Site Development and Infrastructure	\$200,000	\$760,000	\$200,000	100%	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	CERE Industry Labs: Phase I	Workforce Development	\$300,000	\$1,586,100	\$182,435	61%	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.

Region	Project Name	Strategy	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
2	RAMP	Startup Ecosystem	\$245,000	\$245,000	\$206,341	84%	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	Unmanned Systems Training Program	Workforce Development	\$76,000	\$257,000	\$66,644	88%	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	CERE Industry Labs: AMPL Phase II	Workforce Development	\$274,980	\$630,000	\$274,980	100%	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	Ignite Internship Expansion	Workforce Development	\$99,406	\$102,886	\$31,487	32%	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	Increasing the Birth Rate of New High Growth Companies (Phase 1)	Startup Ecosystem	\$150,000	\$315,000	\$150,000	100%	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	Regional Career and Technical Education Study	Workforce Development	\$45,000	\$45,535	\$0	0%	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.
2	Lynchburg Regional Business Alliance Due Diligence Study	Site Development and Infrastructure	\$81,300	\$81,301	\$69,345	85%	To 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.
2	Blockchain Ecosystem Catalyst	Workforce Development	\$246,800	\$250,000	\$0	0%	Virginia Tech will develop and implement the Blockchain Ecosystem Catalyst (BEC) program through four areas: 1) academic programming, 2) professional development, 3) developing industry relationships, and 4) launching an online resource portal for blockchain startups and professionals. The BEC program will support talent development by creating and supporting new curricula for regional higher education and mid-career professionals that bolster and widen existing IT pipelines around blockchain/distributed ledger systems. The program is also designed to encourage entrepreneurship and commercialization of blockchain-related technologies.

Region	Project Name	Strategy	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
2	Developing a Destination for Talent	Workforce Development	\$300,000	\$473,000	\$13,605	5%	Virginia Tech will be creating regional hubs to help connect local employers, students, Virginia Tech faculty, and economic development professionals. This program will 1) create a pipeline of talent from Virginia Tech to employers in the region's identified priority clusters through an internship program, and 2) facilitate opportunities for Virginia Tech faculty to collaborate with employers and interns on specific tech transfer projects.
2	CVTC Redevelopment Plan	Site Development and Infrastructure	\$100,000	\$400,000	\$0	0%	To create a redevelopment master plan for the former 350-acre Central Virginia Training Center (CVTC) site, located in Amherst County. The master plan efforts will include data collection and analysis, public engagement, workshops, infrastructure analysis, and market assessment to submit to the Amherst Board of Supervisors to be considered for inclusion in the County's comprehensive plan and approval of an overlay-zoning district.
2	Region 2 Entrepreneurship Initiative	Startup Ecosystem	\$299,995	\$150,004	\$16,274	5%	Will coordinate and collaborate with stakeholders throughout Region 2 to develop the Region 2 Innovation and Entrepreneurial Investment Plan. VIC will map the regional ecosystem assets and develop strategies to attract entrepreneurship resources.
2	Classrooms to Careers	Workforce Development	\$180,000	\$231,700	\$0	0%	Classrooms to Careers will connect teachers and students to local Information Technology (IT) businesses, raising students' awareness of IT career opportunities in the New River Valley (NRV) and preparing them for the further education and training needed to pursue those opportunities successfully.
2	Increasing the Birth Rate of New High Growth Companies (Phase 2)	Startup Ecosystem	\$180,000	\$180,000	\$0	0%	The Mill is requesting our second year of seed funding in the amount of \$180,000 to continue to support the birth rate of new high growth companies. Innovation Mill (The Mill) offers programs and services for startup entrepreneurs in the proof of concept stage and supports the birth rate of new high growth companies in our region. The Mill is powered by The Advancement Foundation, a non-profit that strategically leverages community resources to increase business growth, resulting in quality jobs, community engagement, talent retention and economic growth within our region.
2	Workforce Training and Regional Capacity for Rapid High-Throughput COVID-19 Testing	Workforce Development	\$100,000	\$50,000	\$0	0%	To support an initial 90-day start-up phase for 2 testing sites located in Blacksburg and Roanoke to help large numbers of people timely COVID-19 test results. A task force from Virginia Tech has been assembled to work on various aspects of the project. To date, the team has developed and finalizing validation for COVID-19 testing and stood up two Fralin laboratory facilities. GO Virginia funds will be used to support the salaries of the newly hired Medical Laboratory Specialists (MLS), Medical Laboratory Technicians (MLT), and student interns at both sites to help scale-up the operation; and testing supplies needed for sample analysis.
2	Pivot and RAMP Up	Startup Ecosystem	\$97,200	\$49,000	\$0	0%	To help the region sustain the momentum of accelerating growth businesses that can generate high-wage jobs, extend the benefits of the program to more companies throughout the region by being able to offer the education, mentoring and business assistance programming virtually and by providing continuing services to accelerator graduates.
2	New River Valley Business Continuity Team	Workforce Development	\$100,000	\$50,000	\$0	\$ -	To provide local employers 24/7 technical assistance to provide certification of best practices to safely reopen during the COVID-19 pandemic.
2	Roanoke Regional Recovery	Workforce Development	\$100,000	\$50,000	\$0	\$ -	To rapidly engage regional companies in the targeted sectors to assist them with immediate and long-term recovery and build future resilience in response to COVID-19.

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3	GO-TEC (phase 1)	Workforce Development	\$648,000	\$674,437	\$612,863	95%	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	SOVA Innovation Hub Planning Grant	Startup Ecosystem	\$80,000	\$80,000	\$60,000	75%	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.
3	GO-TEC (phase 2)	Workforce Development	\$4,896,528	\$4,915,962	\$924,340	19%	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	Entrepreneurship Innovation & Investment Strategy	Startup Ecosystem	\$100,000	\$50,000	\$28,588	29%	MBC and Longwood SBDC will collaborate to develop a comprehensive strategy and framework for a robust entrepreneurial ecosystem for the region. These two partners will identify and map traded-sector businesses and entrepreneurship resources available within the region to support entrepreneurial ecosystem activities.
3	IALR Common Platform	Workforce Development	\$67,740	\$121,960	\$0	0%	To increase students' participation in work-based learning experiences and maximize participation from employers in listing work-based learning experiences such as job shadowing, internships, and apprenticeships and supports development of career pathways in strategic sectors
3	Operation Last-Mile: Critical Drone Delivery Testing	Cluster Scale-Up	\$75,000	\$75,218	\$0	0%	To help with a short-term pilot project to test the efficacy of unmanned system delivery in a small urban environment in order to: 1) develop the ability for unmanned system delivery of items (medical equipment/supplies) related to COVID-19 pandemic to locations that could be cut off due to quarantine, and 2) to demonstrate the particular site can be utilized by unmanned systems companies on a more routine basis to help attract companies to the site.
4	CCAM Pilot Program	Workforce Development	\$430,000	\$626,023	\$383,839	89%	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	MaMaC Mega-Site Competitive	Site Development and Infrastructure	\$2,217,500	\$3,262,175	\$1,549,234	70%	To advance the 1,600-acre certified mega-site to a Tier 4, by completing the engineering plans to upgrade the Greensville 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.

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4	CampusRVA	Workforce Development	\$100,000	\$105,000	\$48,933	49%	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.
4	Lighthouse U	Startup Ecosystem	\$1,000,000	\$1,298,563	\$668,625	67%	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	Virginia's Growth Region Site Readiness	Site Development and Infrastructure	\$100,000	\$119,757	\$96,098	96%	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	CCAM Business Plan	Workforce Development	\$50,000	\$50,500	\$36,452	73%	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. <b>DHCD MUST RECEIVE CONFIRMATION OF APPROVAL OF THE CCAM DETAILED OPERATING PLAN AS IS REQUIRED BY THE STATE BUDGET LANGUAGAE (HOUSE BILL 1700, ITEM 22, 3H) BEFORE EXECUTING A CONTRACT.</b>
4	Activation Capital	Startup Ecosystem	\$100,000	\$100,000	\$0	0%	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.
4	Richard Bland College Aeronautics Program	Workforce Development	\$50,000	\$50,000	\$0	0%	To create a business plan to develop key partnerships and establish an Applied Associates Degree in Aeronautics with a stackable credential in small Unmanned Aerial Systems (UAS). The certificate program will give students the necessary training and experience to sit for their Remote Pilot License and be equipped to fill high demand jobs in the region in logistics and IT clusters.
4	CampusRVA Phase 2	Workforce Development	\$500,000	\$500,000	\$18,072	4%	A follow-on implementation grant request to a previously funded GO Virginia project. This project is designed to help area employers fill high-paying jobs with talent developed locally by 1) promoting the Richmond region as a good place for young professionals, 2) providing resources to move and assimilate to the region, and 3) developing a job-matching platform. The program will be operated by Chamber RVA who runs a number of related programs including YRichmond, an internship onboarding program and HYPE (Helping Young Professionals Engage).
4	VCU Pharmaceutical and Chemical Engineering Commercialization	Cluster Scale-Up	\$100,000	\$100,000	\$0	0%	To develop a pharmaceutical engineering cluster that will drive commercialization, new business, and job growth. VCU College of Engineering proposes to develop a comprehensive strategic plan to support the commercialization of a new pharmaceutical manufacturing technology and develop a pharmaceutical engineering cluster in Region 4. The strategic plan will include a market analysis, workforce needs assessment, communications strategy, and recommendations for commercialization applications.

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4	Developing Region 4's Tech Talent Pipeline	Workforce Development	\$100,000	\$100,000	\$0	0%	To increase the capacity and output of the tech talent pipeline through the region. VCU's College of Engineering, together with numerous partners throughout the Greater Richmond area and the Virginia Gateway Region, will create a comprehensive plan to better align the region's existing tech talent educational programs and help expand the tech talent pipeline that Region 4 needs now and in the future. Activities will include: 1) cataloging and mapping the Region's existing digital economy workforce activities, 2) identifying specific opportunities to improve alignment and close gaps, 3) developing proposals for expanded partnerships between industry, the region's school systems, community colleges and universities and 4) creating strategies to facilitate innovation across the Tech Talent Pipeline.
4	Rowanty Technical Center Logistics Program	Workforce Development	\$110,213	\$110,213	\$0	0%	Various meetings have been held with interested parties to discuss the possibility of adding a logistics program to RTC, focusing on the attainment of the Certified Logistics Assistant (CLA) and Certified Logistics Technician (CLT) certification. Investing in a Global Logistics Program at RTC will result in long term and sustainable capacity to build a skilled workforce to meet the needs of the growing Logistics sector in the region, as well as other industries for which supply chain management is mission-critical.
4	Demand+Supply=Success: Virtual Connections for Businesses and Jobseekers	Workforce Development	\$80,600	\$150,000	\$0	0%	To get those who are unemployed due to COVID-19 back to work and improve the connection between those job seekers and businesses who have open jobs.
4	ForwardRVA	Cluster Scale-Up	\$100,000	\$240,000	\$0	0%	To support small businesses with reopening and recovery phases of COVID-19 with an emphasis on employee safety and building consumer confidence.
4	Idea Factory	Startup Ecosystem	\$50,000	\$25,000	\$0	\$ -	To create new businesses and jobs through the support of aspiring entrepreneurs- including those who have are currently out of work due to COVID-19.
5	Virginia Digital Shipbuilding Year 1	Workforce Development	\$647,540	\$1,877,000	\$647,540	100%	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	Workforce Development	\$642,713	\$750,100	\$642,713	100%	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	HR RIFA and Drone Park	Startup Ecosystem	\$150,000	\$150,000	\$13,191	9%	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.

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5	757 Seed Fund	Startup Ecosystem	\$140,000	\$256,000	\$46,559	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	Virginia Digital Shipbuilding: Year 2	Workforce Development	\$647,540	\$1,877,000	\$0	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 Year 2	Workforce Development	\$642,713	\$750,100	\$0	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	Workforce Development	\$99,705	\$100,000	\$93,956	94%	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	Accomack-Northampton Sewer and Sites Study	Site Development and Infrastructure	\$65,000	\$65,000	\$65,000	100%	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.
5	757 Angel Network	Startup Ecosystem	\$240,000	\$479,000	\$92,372	38%	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	The GIG	Startup Ecosystem	\$85,117	\$115,728	\$48,233	57%	The Eastern Shore Foundation will develop a pilot program to help create a model for a rural entrepreneurial ecosystem along the Eastern Shore. The project will provide a "Hot Desk" coworker startup business space and a Maker Space that will provide training/certifications in woodworking, metalworking, welding, 3D CAD modeling, and 3D printing at a facility in the Town of Exmore.
5	REI: 757	Startup Ecosystem	\$266,667	\$133,333	\$0	0%	757 Accelerate, in partnership with 757 Angels and E&M Consulting will convene key stakeholders to conduct a gap analysis, develop best practices, and incorporate existing Situational Analysis and TEconomy recommendations to develop a comprehensive plan for the Region 5 entrepreneurial ecosystem. In addition, they will create a long-term financial plan for the prioritized implementation activities for Region 5.

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5	Coastal Virginia Maritime Advancement Programs (COVA MAP)	Workforce Development	\$1,532,500	\$1,636,500	\$0	0%	To engage industry partners and prospective students, identify workforce gaps, and develop an innovative and new framework (smart mobile devices) for delivering cutting-edge curriculum to support the maritime industry. They will work with the existing network of maritime program providers and focus on gaps identified through prior research, with a focus on emergent technologies. The overall goal of the initiative is to position Hampton Roads as a global leader in the maritime industry and increase the number of skilled workers.
5	Campus757	Workforce Development	\$95,838	\$96,500	\$0	0%	To develop a Campus757 business plan and an online and offline platform to connect local job seekers with regional employers, using the previous funded CampusRVA project as a model for Region 5. This will help identify region wide gaps in the workforce and develop plans with partners to close those gaps. The Hampton Roads Workforce Council will develop a Campus757 business plan and an online and offline platform to connect local job seekers with regional employers, using the previous funded CampusRVA project as a model for Region 5. This will help identify region wide gaps in the workforce and develop plans with partners to close those gaps.
5	Eastern Shore of Virginia Hydro Drone Near Shore Shallow Water Bathymetric Survey Program	Cluster Scale-Up	\$99,300	\$100,680	\$0	0%	To lay the foundation to how coastal Virginia can generate an accurate database to inform marine based economic development opportunities and educational and training needs for the region.
6	Pamunkey Net Business Plan	Site Development and Infrastructure	\$50,000	\$83,000	\$2,605	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 Diligence	Site Development and Infrastructure	\$50,000	\$50,000	\$50,000	100%	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	Startup Ecosystem	\$49,996	\$49,996	\$41,376	83%	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.
6	Welding Training Program	Workforce Development	\$130,000	\$130,500	\$122,349	94%	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	Workforce Development	\$110,000	\$110,000	\$44,473	40%	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.

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6	Northern Neck Workforce Training Feasibility & Site Selection	Workforce Development	\$62,500	\$62,500	\$0	0%	To help identify gaps in training and deliver to employers what they need to grow and expand their businesses within the Rappahannock Community College (RCC) service area. The NNPDC with partnerships from RCC and the Bay Consortium Workforce Development Board, will develop a blueprint of what is needed by local companies and other workforce needs, prioritization of implementation, cost estimates, and actionable steps to improve the quality and quantity of workforce training in the region.
6	Fredericksburg Region Cyber & Smart Tech Entrepreneurial Development Program	Startup Ecosystem	\$75,000	\$97,500	\$0	0%	To understand what the market demand is to create a technology-based entrepreneurial development program and accelerator in the Fredericksburg region around the cyber/IT environment. Stafford County EDA in partnership with King George and Fredericksburg will implement a test program that will allow access to the market and build a business model for a sustained program using the successful RIOT framework, to help explore the potential market for hosting a technology-based accelerator focusing on tech and cyber opportunities.
6	Commercial Kitchen at Longwood Hull Springs Study	Startup Ecosystem/Workforce Development	\$50,000	\$50,000	\$0	0%	To study the feasibility of a commercial kitchen at the Longwood Hull Springs site to serve producers and culinary students in the Northern Neck of Virginia.
6	Fredericksburg Regional Industrial Sites Authority	Site Development and Infrastructure	\$14,665	\$7,335	\$0	0%	To better position localities in the Fredericksburg region to collaborate on site development.
6	Fredericksburg Regional Industry Cluster Analysis	Workforce Development	\$30,000	\$15,000	\$0	0%	To provide the Fredericksburg Region (a sub-region of Region 6) with a better understanding of the types of industries, enabling and focusing the sub-region's economic and workforce development efforts.
6	Middle Peninsula Seafood & Agriculture E-Marketplace Development	Cluster Scale-Up	\$77,000	\$38,500	\$0	0%	To place the MPPDC/MPCBPAA in the position of both becoming a temporary "market maker" to facilitate electronic commerce between those who want to purchase "local" and those who can sell "local".
7	Tech Talent Pipeline	Workforce Development	\$487,500	\$603,425	\$462,499	95%	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	Workforce Development	\$250,000	\$1,829,000	\$249,624	100%	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.

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7	Alexandria-Arlington Workforce	Workforce Development	\$201,897	\$255,049	\$83,820	42%	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.
7	Tech Talent Pipeline Apprenticeships	Workforce Development	\$1,000,000	\$1,000,000	\$183,568	18%	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	Virginia K-12 Computer Science Pipeline	Workforce Development	\$2,424,537	\$3,106,015	\$0	0%	The Loudoun Education Foundation (LEF) is proposing to create and implement an immersive and integrated computer science curriculum in grades 6-12 in Loudoun County and Chesapeake City Public Schools. The two participating school systems will offer students an opportunity to learn computer science and computational thinking as part of the 6-12 core curriculum, culminating in capstone courses and experiential learning opportunities including internships at the high school level.
7	Centurion Innovation Lab	Startup Ecosystem	\$1,680,750	\$6,465,000	\$0	0%	To serve as a catalyst to grow the Northern Virginia innovation economy. Operated by Refraction, a Virginia-based nonprofit experienced in the management of technology-oriented innovation hubs, Centurion will serve as headquarters for high-growth technology startups and will become a hub for Northern Virginia's entrepreneurial ecosystem. Leveraging 18 partners, Centurion will support entrepreneurs and startups in any sector, but particular emphasis will be placed on ventures in strategic technology sectors, such as artificial intelligence, machine learning, 5G, quantum computing, and satellite-related technologies.
7	Back to Work Website and Info Program		\$69,600	\$34,800	\$0	0%	To partner with the Northern Virginia EDA to 1- create a "one stop shop" Back to Work Covid-19 resources website that aggregates data from all organizations engaged in business continuity, business recovery, worker training and retraining and 2- to promote, disseminate and communicate content that specifically addresses business solutions, including access to government programs, via a webinar series.
7	Back to Work: Back to Innovation Video Series	Startup Ecosystem	\$30,400	\$15,200	\$0	\$ -	The Northern Virginia Chamber of Commerce, in partnership with the Fairfax County EDA, will create a three-video series for entrepreneurs under the Back to Work Covid 19: Back to Innovation brand. The videos will be available online at the Back to Work Covid-19 Resource Website and free to the public.
7	Steps to Safely Reopen the Economy: Launch of New Rapid COVID-19 Diagnostic Testing, Contact Tracing, and Stress Assessment of Northern Virginia Nurses During the COVID-19 Pandemic	Workforce Development	\$100,000	\$50,000	\$0	\$ -	To develop and scale-up methods to facilitate safe return to work. Our work 1) directly expands diagnostic testing, 2) evaluates the long-term impacts of COVID-19 on frontline healthcare providers, a population at risk of PTSD, and 3) employs rapid contact tracing capabilities to encourage safe return-to-work strategies, a critical step to reopen the economy.

Region	Project Name	Strategy	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
8	RAAMP Welding Training	Workforce Development	\$100,000	\$100,000	\$100,000	100%	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	Cyber Security Workforce Development	Workforce Development	\$200,000	\$200,000	\$140,086	70%	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	Shenandoah Valley Talent Solutions Strategy Development	Workforce Development	\$64,800	\$68,400	\$58,862	91%	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	Mobile Hub-Lab Planning Grant	Startup Ecosystem	\$23,000	\$23,000	\$19,950	87%	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.
8	Shihadeh Innovation Center	Workforce Development	\$540,000	\$540,000	\$0	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.
8	Industrial Hemp Initiative Phase 1	Cluster Scale-Up	\$53,630	\$53,630	\$0	0%	To study the impacts and opportunities of the industrial hemp industry for all of the Shenandoah Valley, including the assets and industry resources within the region in order to identify and verify business and cluster scale-up opportunities across Region 8 in agriculture, manufacturing, and biomedical/biotechnical sectors
8	Shenandoah Valley Agriculture Enterprise Center Feasibility Study	Cluster Scale-Up	\$85,000	\$85,000	\$0	0%	To provide long-term scale up food manufacturing opportunities to new and existing businesses. The CSPDC is proposing to conduct a study to determine the feasibility of developing a certified, commercial, shared-use Agricultural Enterprise Center in order to identify what components will be the most successful and beneficial to the region. Initial uses being considered include a kitchen space for testing and manufacturing food products, a resource space for training and special events, and space for packaging and distribution.
8	Scale-Up the Valley	Cluster Scale-Up	\$50,000	\$50,000	\$0	0%	To utilize the expertise and resources of the National Center for Economic Gardening (National Center). Founded by Chris Gibbons in Littleton, Colorado, the National Center has a long history of providing economic gardening services to traded-sector companies on behalf of states, regions and localities. In fact, Virginia has been a client and user of the National Center's resources through a limited program offered by the Virginia Economic Development Partnership.
9	GWC P-Tech Welding and Machining Center	Workforce Development	\$244,300	\$431,625	\$173,856	71%	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.

Region	Project Name	Strategy	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
9	Central Virginia Cybersecurity Partnership	Workforce Development	\$100,000	\$136,400	\$88,260	88%	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	Central Virginia Site Readiness	Site Development and Infrastructure	\$58,675	\$58,675	\$55,500	95%	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.
9	Adult Beverage Jobs & Exports	Workforce Development	\$249,472	\$251,800	\$20,974	8%	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	CvilleBioHub Planning Grant	Startup Ecosystem	\$83,540	\$92,540	\$81,630	98%	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	Startup Ecosystem	\$475,200	\$476,000	\$30,000	6%	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	Youth Entrepreneurship Program Resource	Startup Ecosystem	\$83,500	\$83,500	\$33,874	41%	To 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.
9	Regional Business Park - Phase 2 Site Readiness (Tier 3)	Site Development and Infrastructure	\$600,850	\$2,802,150	\$99,580	17%	To complete the 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.
9	Biotech Innovation Cluster Growth	Cluster Scale-Up	\$548,000	\$604,740	\$63,773	12%	To lead the growth and expansion of the biotechnology innovation cluster within the region. This initiative will serve the needs of existing companies through programming, the planning and design of a wet lab space, workforce training and candidate matching opportunities.

Region	Project Name	Strategy	\$ Award	Committed Match	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
9	<b>Business-Driven Workforce Recovery Initiative</b>	Workforce Development	\$99,500	\$50,000	\$0	0%	To help strengthen communication within the talent development system by proactively reaching out to businesses to determine their workforce needs and corresponding opportunities. This work also will also support development of regional sector-based strategies to implement talent solutions for each of the target industries as identified in the Region 9 Growth Plan Update released in 2019.
9	<b>Project Reconnect</b>	Workforce Development	\$99,500	\$50,000	\$0	0%	To connect dislocated workers not served by the WIOA federal program to employment opportunities with regional employers.
9	<b>Project Rebound</b>	Cluster Scale-Up	\$80,000	\$100,000	\$0	\$ -	To better understand and help address immediate regional business needs to re-open and/or rebuild capacity in the aftermath of the COVID-19 economic response.
9	<b>Crafting a New Normal</b>		\$44,000	\$22,000	\$0	\$ -	This project focuses on feasible web-based industry support solutions to improve e-commerce with focus on improved reservation systems that allows for only limited outside service and adaption to Phase 2 rules, whatever they may be.



## Memorandum

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**TO:** GO Virginia Board Members  
**FROM:** DHCD Staff  
**RE:** Withdrawn or Incomplete Projects  
**DATE:** 6/23/2020

The enclosed attachments include four projects representing GO Virginia Regions 1, 5, 7, and 9 that are being withdrawn or are determined incomplete by the perspective Regional Council due to the reasons listed below.

Region 1's ***Southwest Virginia's Livestock and Education Center*** project (\$100,000) has been withdrawn by the Region 1 Council due to significant delays and not being able to go under contract. No GO Virginia funds were expended by this project. The \$100,000 obligated to this project will be returned to Region 1's Per Capita allocation.

Region 5's ***757 Seed Fund*** project (\$140,000) was determined by the Region 5 Council of not having a sustainable path forward due to the current economic climate for investors. 757 Seed Fund Board and Managers made the decision to close the Fund and put energy and financial support behind Riverflow Capital, the new \$15 million statewide seed fund. \$46,559.19 of GO Virginia funds were expended leaving a balance of \$99,440.81 to be returned to Region 5's Per Capita allocation.

Region 7's ***Northern Virginia Tech Talent Pipeline Apprenticeship Initiative*** project (\$1,000,000) was determined by the Subgrantee, Northern Virginia Community College, the project will not be able to move forward due to 1) COVID-19 causing employers not to be able to participate in the apprenticeship program, and 2) FastForward, a short-term training program, is currently supporting the apprenticeship program in ways that reduce the demand for GO Virginia funding. To date, \$183,567.15 of the project has been expended and it is expected the remaining \$816,432.50 will be returned to Region 7's Per Capita allocation.

Region 9's ***Crafting Higher Paying Jobs and Adult Beverage Exports*** project (\$249,472) was determined by the Region 9 Council of not being able to move forward due to training issues caused by COVID-19 and the inability to successfully secure a permanent training facility. Despite these set back the project was still able to produce 433 trained students, well above what was promised. It is expected between \$190,000 and \$207,000 of the project will not be expended and returned to Region 9's Per Capita allocation.

# GO Virginia Region One



## Council

Mike Quillen, *Chair*  
Moir Beamer, *Vice Chair*  
Sam Cassell  
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Blake Edwards  
Richard Edwards  
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Beth Rhinehart  
Bill Rush  
Dr. Dean Sprinkle  
Travis Staton  
Mike Stollings  
Browning Wynn, II

Carroll County Board of Supervisors  
Attention: R. Cellett Dalton  
605-1 Pine Street  
Hillsville, VA 24343

May 4, 2020

RE: GO Virginia Region One, Carroll County IDA: Southwest Virginia Livestock & Educational Center Project

Dear Mr. Dalton,

On behalf of the GO Virginia Region One Council, I am writing to inform you of the status of the Carroll County Industrial Development Authority: Southwest Virginia Livestock and Educational Center Project.

On April 28, 2020, the Region One Council met to discuss various items, with one of those being the Southwest Virginia Livestock and Education Center project. Due to the project experiencing significant delays and being unable to execute the contract, it was unanimously decided that the Carroll County Industrial Development Authority: Southwest Virginia Livestock & Educational Center GO Virginia award of \$100,000 be returned to the GO VA Region One per capita funds. We stand ready to assist Carroll County with future projects.

If you have any questions on how to apply for future GO Virginia funds, please contact the Kalen Hunter, Program Director for additional information.

Sincerely,

## Staff

Kalen Hunter, *Program Director*  
Robyn Lee, *Program Manager*  
Martha Necessary, *Fiscal Administrator*  
Shannon Blevins, *Vice Chancellor*  
*Office of Economic Development at UVA Wise*  
Becki O'Quinn, *Director*  
*Economic Development at UVA Wise*

Mike Quillen  
GO Virginia Region One Chair

CC: Sara Dunnigan, DHCD  
Billy Gammel, DHCD  
Sara Williams, TRRC



June 9, 2020

Mr. Erik Johnston  
Director  
Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, VA 23219

Dear Mr. Johnston,

The 757 Seed Fund was formed thanks to a GO Virginia per capita grant awarded in 2018. Within the first six months, the Co-Managers of the project established the Fund structure and the required entities, set up the Fund, oversaw the drafting of the Private Placement Memo, Subscription and Partnership Agreements, established and convened its Board of Directors (including clearing all potential conflicts), and began meeting with potential Limited Partners(LPs) to raise the required capital to seed the Fund.

On June 10, 2019, the 757 Seed Fund Board met to discuss next steps for 757 Seed Fund. Based on the feedback received from prospective LPs the board decided to pause Fund activities until Fall 2019. At their meeting held in November 2019 the 757 Seed Fund Board and Managers made the decision to close the Fund and put energy and support behind Riverflow Capital, the new \$ 15 Million statewide seed fund. This was a positive decision in several ways: (1) 757 Seed Fund's Private Placement Memorandum (PPM) served as the model for Riverflow's fund documents; (2) This new direction aligns with the statewide funding syndicate highlighted in the TEconomy Partners report to VRIC in 2018; (3) The private financial supporters of 757 Seed Fund agreed to keep their capital within the region to support 757 Accelerate; and (4) The opportunity would align with the RVA-757 Connects collaborative between Regions 4 (Richmond) and 5.

The Region 5 Regional Council formally approved the request made by the subgrantee to close the Fund at our February 6, 2020 meeting. To date 757 Seed Fund has drawn \$ 46,559 of the \$ 140,000 GO Virginia grant award. We request that the remaining balance of \$ 93,441 be returned to the Region 5 per capita pool for future projects.

Thank you and your staff for working with us through this process and to the GO Virginia State Board for leading an initiative that is impacting the Commonwealth of Virginia and our respective regions in a very positive way.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Thomas R. Frantz', is written over a light blue circular background.

Thomas R. Frantz  
Chair  
Region 5, Regional Council

Date: April 27, 2020

To: Susan Baker

From: Steve Partridge, Vice President, Strategic Partnerships and Workforce Innovation

Re: GO VA 2 Tech Apprenticeship Grant Close Out

Susan Baker:

We are requesting that the GO VA 2 apprenticeship grant close early, with suspension of spending on the grant after April 30, 2020. We plan to use the month of May to gather invoices and finalize the grant administrative processes, to close out the grant by the end of June. We also anticipate that we will draw down approximately \$400,000 of the total GO VA 2 allocation (instead of the full \$1,000,000 that was originally allocated). There are several reasons for this proposal, outlined below:

First, due to Covid-19 and its economic repercussions, employers in the region are not expected to move forward with new apprenticeship programs between now and August. As a result, ending the grant period now will not have a significant effect on program performance.

Second, FastForward funding is currently supporting the apprenticeship programs in ways that reduce the demand for GO VA funding. FastForward is a short-term workforce credential program that subsidizes the cost of certain pre-approved training programs that lead to specific credentials.

Given these two factors, we propose ending the GO VA 2 grant early. Thank you!



June 15, 2020

Tom Farrell,  
Chair, GO Virginia Board  
c/o  
DHCD  
600 East Main Street, Suite 300  
Richmond, VA 23219

Dear Mr. Farrell,

The Region 9 Council was advised at our April 30 Council Meeting that the *Crafting Higher Paying Jobs and Adult Beverage Exports* project is no longer viable due to the economic crisis caused by COVID-19. Between \$190,000 and \$207,000 of the \$249,472 project budget will not be spent by the end of the contract on June 30, 2020. We understand remaining funds will roll back into Region 9 Per Capita funds.

While many project milestones were advanced and the metrics reported are impressive, the COVID-19 crisis made it difficult for any of the regional business supporters to commit to allocating training space needed with multi-year agreements. Most of the unspent funds will be in the Site Work and Equipment categories.

In spite of the challenge that arose related to COVID-19, the collaboration between PVCC, Germanna Community College, Nelson County, Madison County and many regional craft beverage manufacturers has been impressive as noted in these latest reported metrics.

- Number of students trained – 433
- Number of new jobs created – 88
- Number of new businesses created – 11
- Number of credentials awarded -13

If you have questions, please contact Shannon Holland, GO Virginia Director, Region 9, at 434.979-5610 extension 103 or [sholland@centralvirginia.org](mailto:sholland@centralvirginia.org)

Regards

  
Jim Cheng  
Chair, GO Virginia Region 9 Council