



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

---

**AGENDA**  
**VIRGINIA GROWTH AND OPPORTUNITY BOARD**  
**Tuesday, December 13, 2022**  
**1:00 PM – 3:00 PM**

**For the public, Google Meet joining info**  
**Video call link (VIRTUAL ONLY): <https://meet.google.com/ahq-prmq-nbv?hs=122&authuser=0>**  
**Or dial: +1 608-571-5714 PIN: 469 596 976#**

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

- I. OPENING
  - a. Call to order Chair
  - b. Introduction of New Members Chair
  - c. Roll Call Cody Anderson
  - d. Public Comment Chair
  
- II. CONSENT AGENDA – **Action Item** Chair
  - a. September 13, 2022 Meeting Minutes
  - b. Existing Project Modification Request – Total Match Waiver for Region 5 - Virginia Digital Shipbuilding Phase 2
  - c. Board Policy #14 (New Policy) - Maximum Regional Per Capita Carryover Allowance and Establishment of Regional Performance Pool
  - d. Proclamation for Joe Wilson
  
- III. DIRECTOR’S REPORT Bryan Horn/ Sara Dunnigan
  - a. **Action Item:**
    - i. Per Capita Applications (6)
    - ii. Statewide Competitive Application (1)
    - iii. Talent Pathways Planning Initiative (1)
  
- IV. REPORTS Sara Dunnigan
  - a. Presentation: 2022 Annual Report
  
- V. INFORMATION ITEMS Sara Dunnigan
  - a. DHCD Approved Enhanced Capacity Building Projects
  - b. Funded Project Summary
  - c. Projects Status Update
    - i. Accelerate 2022
    - ii. Dearing Ford
  
- VI. ADJOURNMENT Chair



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

---

**VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING**  
**September 13, 2022**  
**1:00 PM**  
**Library of Virginia**  
**800 E Broad Street, Richmond VA. 23219**

Members Present

Nancy Howell Agee  
Delegate Terry Austin  
Senator George Barker  
The Honorable Steve Cummings  
Ben J. Davenport, Jr.  
Jim Dyke  
W. Heywood Fralin  
Speaker Todd Gilbert  
Senator Janet Howell  
Delegate Terry Kilgore  
John King  
Delegate Barry Knight  
Doug Juanarena  
The Honorable Caren Merrick  
Senator Frank Ruff  
Todd A. Stottlemyer  
Pia Trigiani  
John O. "Dubby" Wynne

Members Absent

Leah Fremouw  
Eva Teig Hardy  
Senator Janet Howell  
Marilyn H. West

DRAFT

Call to Order                      Ms. Nancy Howell Agee, Chair of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order.

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

Public Comment                      Ms. Agee opened the floor for public comment.

Mr. Anderson noted that no members of the public submitted public comments to the board via digital means.

Mr. Chris Kyle, Chair of GO Virginia Region 8 Regional Council appeared before the board. Mr. Kyle spoke in support of board reconsideration of the funding amount to be allocated to the NextGen Nurses project, which was previously approved by the Board at the June 14 meeting at a lower funding amount than was requested.

Ms. Marguerite Landenburger, representing Shenandoah University, spoke in support of Board reconsideration of the funding amount to be allocated to the NextGen Nurses project.

Mr. Mark Merrill, a member of the GO Virginia Region 8 Regional Council, spoke in support of Board reconsideration of the funding amount to be allocated to the NextGen Nurses project.

No other members of the public appeared before the Board. The public comment period was closed.

Consent Agenda

Ms. Agee introduced the meeting minutes of the June 14, 2022 Board meeting, the FY23 Regional Capacity Building Budgets and Memorandum, the 2023 Board calendar, and an updated version of the Board's Electronic Participation Policy as part of the consent agenda. A motion was made by Mr. Ruff and seconded by Mr. Fralin to approve the consent agenda as a bloc. The motion passed.

Election of Officers

Mr. Bryan Horn, Director of DHCD, opened the floor for nominations for the position of Chair. A motion was made by Mr. Dyke and seconded by Mr. Juanarena to nominate Ms. Agee for the position of Chair. No further nominations were made. The nomination period was closed. A motion was made by Ms. Trigiani and seconded by Mr. Davenport to elect Ms. Agee as Chair. The motion passed.

Ms. Agee opened the floor for nominations for the position of Vice-Chair. A motion was made by Mr. Dyke and seconded by Mr. Juanarena to nominate Mr. Todd Stottlemeyer for Vice-Chair. No further nominations were made. The nomination period was closed. A motion was made by Mr. Davenport and seconded by Ms. Agee to elect Mr. Stottlemeyer Vice-Chair. The motion passed.

## Director's Report

Ms. Sara Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD presented the Board with 4 Per Capita applications regarding workforce development and start up ecosystems: Tech Talent Retention from Region 9, CS/root from Region 2, Accelerate 2023/2024 from Region 7, and Carver Food Business Incubator from Region 9. A motion was made by Mr. Dyke and seconded by Mr. Fralin to approve the applications as recommended by staff as a bloc. The motion passed.

Ms. Dunnigan presented a request from the GO Virginia Region 8 Regional Council to reconsider the funding amount approved by the Board at the June 14, 2022 meeting for the NextGen Nurses project. Ms. Dunnigan outlined three possible options for the board to consider, including declining to increase the funding as requested, approving a higher funding request to be funded out of the Region 8 per capita allocation, or to approve the funding request to be funded out of the Statewide Competitive fund. A motion was made by Mr. Kilgore and seconded by Mr. Dyke to approve the increase in funding through the Region 8 per capita allocation pending Region 8 Regional Council consideration and approval. The motion passed.

Ms. Dunnigan provided the Board with an update on the GO Virginia Talent Pathways Initiative, including updated guidelines for the Board's consideration. A motion was made by Mr. Davenport and seconded by Mr. Dyke to approve the guidelines. The motion passed.

Ms. Dunnigan provided the Board with an update on the Bio/Life Science Cluster Initiative, which is an initiative created through the latest budget and includes GO Virginia State Board representation as part of the process.

## Presentations

Ms. Heather McKay and Mr. Todd Oldham provided the Board with information on the role and work of the recently created Virginia Office of Education and Economics, which is part of the Virginia Economic Development Partnership.

## Information Items

Ms. Dunnigan provided a brief overview of enhanced capacity building projects administratively approved by staff and a summary of all funded projects to date.

## Adjournment

The meeting was adjourned.



## Board Decision

---

**TO:** GO Virginia Board Members

**FROM:** DHCD Staff

**RE:** Existing Project Modification Request: Total Match Waiver for Region 5 Virginia Digital Shipbuilding Program Phase II

**DATE:** 12/13/2022

Old Dominion University's Research Foundation (ODURF) is requesting a waiver of the required 1:1 match for Virginia *Digital Shipbuilding Phase II* project. In an effort to close out the second phase of the Virginia Digital Shipbuilding project, ODURF has documented \$396,372 of \$647,540 (total committed match) thus are requesting a match waiver of \$251,168. ODURF is making this request due to the challenges of processing the committed match including long delays in receiving the match documentation and continual delay in receiving any remaining match commitments to date because a portion of the total match was prorated over a four-year period in the contract.

**RECOMMENDATION:** DHCD staff recommends approving the match waiver so that this project can be completed and administratively closed out. DHCD deems the project has met the minimum 2:1 match requirement (as required by State Code) due to the project's achieved outcomes representing an extraordinary economic opportunity for the region.



Old Dominion University Research Foundation

December 1, 2022

Reinvent Hampton Roads, Department of Housing & Community Development, and GO Virginia Board Members

**RE: Local Match Waiver Request – 17-GOVA05**

Old Dominion University Research Foundation respectfully requests a waiver of the required local match requirement on the above referenced grants (Virginia Digital Shipbuilding Workforce Program). The supporting documentation will be transmitted through CAMS. The reason for the request is the delay between execution of the match and the request for documentation. Additionally, the support from Newport News Shipbuilding was paid on a prorated basis over a four-year period. Thus, our waiver request is in the amount of \$251,168.

Sincerely,

Richard Brammer  
Director of Sponsored Programs  
Old Dominion University Research Foundation



## Board Policy #14

---

**TITLE:** Maximum Regional Per Capita Carryover Allowance and Establishment of Regional Performance Pool

**EFFECTIVE DATE:** 12/13/2022

**AUTHORITY:** Item 115 #5c subsection 5 of the 2022-2024 Biennium Budget

**POLICY STATEMENT:** It is the policy of the Virginia Growth and Opportunity Board that, as permitted by Item 115 #5c subsection 5 of the 2022-2024 Biennium Budget, the Board will establish a maximum carryover allowance for Per Capita Funds and establish a Regional Performance Pool which shall be part of the Statewide Competitive Fund. This fund is established to encourage resource utilization and make additional resources available to eligible regions on a competitive basis. Regions may carry forward an amount not to exceed the prior year's per capita allocation funding.

The Regional Performance Pool will be available to those regions who have fully obligated their per capita fund allotments. The Regional Performance Pool will accept applications quarterly and conform to program guidance developed by DHCD in consultation with regional stakeholders.

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on 12/13/2022.

**SUPERSESSION:** This policy is new.

**DHCD DIRECTOR:** Bryan Horn

**GROWTH AND OPPORTUNITY VIRGINIA  
COMMONWEALTH OF VIRGINIA**

At a regular meeting of the Growth and Opportunity Board held in Richmond, Virginia, on Tuesday, December 13, 2022, at the hour of 1:00 p.m., the following resolution was unanimously adopted:

**WHEREAS, Joe Wilson**, was appointed by House Speaker William J. Howell to serve on the Growth and Opportunity Board for a term of four years; and

**WHEREAS**, he served the Board with distinction since July 1, 2016; and

**WHEREAS**, his vision for the future of the Commonwealth has been pivotal in the establishment of the Virginia Growth and Opportunity Fund and to its growth; and

**WHEREAS**, his unwavering determination to strengthen the Commonwealth's economy coupled with his knowledge and experience in business collaboration with regional economic development efforts have greatly contributed to the realization of this Board's mission; and

**WHEREAS**, his voice for Virginia to grow fiscally independent of reliance on outside sources has markedly promoted the interests of this Commonwealth; and

**WHEREAS**, his talent for identifying and promoting innovative best practices for the betterment of the well-being of the economy has greatly improved the Commonwealth's future; and

**WHEREAS**, his graciousness in supporting the corresponding initiatives of third parties in the interest of promoting the greatness of the Commonwealth has been principal to the execution of this Board's directive; and

**WHEREAS**, his affinity for assembling leaders across the Commonwealth who are passionate about its wealth and prosperity has been essential to this Board's accomplishments; and

**NOW, THEREFORE, BE IT RESOLVED**, that the Board does hereby express its gratitude to **Joe Wilson**, for his many contributions to this body and to the Commonwealth of Virginia.

**BE IT FURTHER RESOLVED**, That a copy of this resolution be spread upon the Minutes of this meeting and that a framed copy thereof be presented to **Joe Wilson**, as a permanent testament of our affection, esteem, and high regard.

---

Nancy Howell Agee, Chair

---

Todd Stottlemyer, Vice Chair





# Per Capita Applications Workforce Development

## Per Capita Application

---

### BTEC – Expanding Welding Training Capacity & Jobs in the Roanoke Valley

**Region:** 2

**Applicant(s):** Botetourt County Economic Development Authority (EDA)

**Participating Localities:** Botetourt County Public Schools (letter of commitment), Craig County Public Schools (letter of commitment)

**Investment Strategy:** Workforce Development

**Targeted Industries:** Manufacturing and Advanced Manufacturing, Transportation and Autonomy

**Type of Project:** Per Capita Implementation

**Project Goal(s):** To expand the pool of qualified welders to meet the unmet needs of manufacturers in the region through the expansion of the Botetourt Technical Education Center (BTEC) welding program.

**Project Description:** In partnership with BTEC, Craig County Public Schools, Botetourt County Public Schools, and Botetourt Education Foundation, Botetourt County EDA is requesting 10 new welding booths to expand the current welding program at BTEC and train an additional 45 new welders. Currently, BTEC annually trains approximately 80-90 high school students in Craig and Botetourt counties and recently started an adult program. The additional capacity will allow the program to increase high school and adult enrollment and double the hands-on training time capacity at the welding booths. Furthermore, students who complete BTEC's welding classes can earn certification through the American Welding Society (AWS) and graduates can continue their welding education at Virginia Western Community College.

GO Virginia funds will be used to pay salaries for 10 welding booths and grant management support.

## BTEC – Expanding Welding Training Capacity & Jobs in the Roanoke Valley

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 166,667</b>
<b>Matching Funds</b>	<b>\$ 83,333</b>
Local Match	\$ -
<b>Additional Leverage</b>	<b>\$ -</b>
<b>Total Project Budget</b>	<b>\$ 250,000</b>

### Outcomes:

- 45 welders trained
- 40 AWS certificates awarded
- 12 businesses served

### Workgroup Discussion:

- Great amount of private sector support in the form of cash match and financial support from the American Welding Society (AWS).
- Already has established a Welding Advisory Committee
- BTEC hosts annual Signing Day events when graduates “sign on” with respective employers

### Staff Recommendations:

Based on the workgroup discussion and application review, 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
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

## Per Capita Application

---

### Workforce Now

**Region:** 6

**Applicant(s):** Fredericksburg Regional Chamber of Commerce

**Participating Localities:** City of Fredericksburg Public Schools (Advisory Committee), Stafford County Public Schools (Advisory Committee), Spotsylvania County Public Schools (Advisory Committee), Caroline County Public Schools (Advisory Committee)

**Investment Strategy:** Workforce Development

**Targeted Industries:** Aquaculture, Commercial Fishing and Seafood Processing; Forestry/Wood Products/Paper; IT and Data Centers; Logistics and Distribution; Manufacturing; Professional Services

**Type of Project:** Per Capita Implementation

**Project Goal(s):** To create and fill internships and other work-based learning opportunities and to serve businesses across Region 6.

**Project Description:** Following an Enhanced Capacity Building grant that awarded funds to Fredericksburg Chamber in partnership with five school divisions, Germanna Community College, Rappahannock Goodwill Career Works, and the University of Mary Washington to host an internship expo, this project will execute the following strategies:

- 1) **Strategic Partnerships:** Partner with all secondary and post-secondary schools to provide opportunities
- 2) **Expo:** Host 2 expos
- 3) **Intern/Extern/Apprentice Tracking System:** Talent recruiting platform (like Handshake) so employers can post opportunities with one management entity for the region
- 4) **Intern & Hiring Workshops:** Host six workshops throughout the year focusing on internship preparedness for both businesses and students (3 internship workshops, 3 workforce/hiring workshops)
- 5) **Workforce NOW staff:** staff hired for sole focus on Workforce NOW
- 6) **Advisory Committee support**
- 7) **Scholarship fund (provided through match):** 4 \$1,500 scholarships annually to student who attend internship expo and pursue career readiness opportunities outside of school
- 8) **Movement to non-profit status:** create nonprofit considered partner in workforce development arena throughout arena

## Workforce Now

GO Virginia funds will be used to purchase an internship tracking database, host two internship expo events, six intern and hiring workshops, and towards salary for the Workforce Now staff member.

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 250,000</b>
<b>Matching Funds</b>	<b>\$ 150,000</b>
Local Match	\$
<b>Additional Leverage</b>	<b>\$ 250,000</b>
<b>Total Project Budget</b>	<b>\$ 650,000</b>

### Outcomes:

- 100 businesses served
- 100 internships created/filled

### Products:

- Intern/job management database

### Workgroup Discussion:

- Budget includes ineligible grant expenses, such as grant writing
- Unclear private sector demand from Region 6's priority industry clusters for internship/apprenticeship/externship matching
- Management and sustainability of intern/job management database platform at the end of grant cycle unclear
- Unclear of the budget justification for this proposed scope of work compared to previously-funded project
- Additional leverage comes from SCHEV grant awarded to University of Mary Washington to establish a regional collaborative to support work-and-learn opportunities across all of Region 6 - UMW is project partner
- Budget includes funding for Workforce NOW program to establish 501c3 status for program sustainability and future funding sources

## Workforce Now

### Staff Recommendations:

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

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



# Per Capita Applications Startup Ecosystem

## Per Capita Application

---

### Center of Entrepreneurship

**Region:** 2

**Applicant(s):** Lynchburg Regional Business Alliance (LRBA)

**Participating Localities:** Amherst County (cash match), Bedford County (cash match), Campbell County (cash match), Town of Altavista (cash match), Town of Amherst (cash match), Town of Appomattox (cash match), City of Lynchburg (cash match)

**Investment Strategy:** Startup Ecosystem

**Targeted Industries:** Manufacturing, Healthcare, and Professional Services

**Type of Project:** Per Capita Implementation

**Project Goal(s):** To support an entrepreneurial center of excellence for the Greater Lynchburg region that will serve as an anchor and catalyst for the region's entrepreneurial ecosystem.

**Project Description:** The Center seeks to provide new and serial entrepreneurs with access to capital and resources to help take their products into the marketplace. This initiative will provide direct assistance to 30 entrepreneurs per year and provide dedicated physical space at LRBA and Liberty University for the targeted startups to include shared workspace, access to meeting rooms, and space to work with mentors and support services. The following services will be provided:

1. **Building Community through Space:** Develop 3,000 sq ft of entrepreneur space at the Center and partner with Liberty University to have access to another 2,000 sq ft at CERE labs.
2. **Increase access to capital:** Address the barrier to capital including providing education to entrepreneurs on existing sources of capital and how to access them and creating a network to introduce entrepreneurs to sources of capital.
3. **Business Development:** Support the development and hosting of between 4 and 6 regional business development events each year. These events will be designed to introduce entrepreneurs to their peers, to sources of capital, and to range of support services.
4. **Training and Development:** Support the development and hosting of between 4 and 6 training events each year focused on the knowledge skills and abilities required by entrepreneurs, including expanding promotion of Co.Starters.
5. **Portfolio of Support Services:** Support the development of a support services network specific to entrepreneurs to include but not limited to technical, business, marketing, financial, and legal consulting services.



## Center of Entrepreneurship

This initiative will also use ecosystem mapping to identify all stakeholders and to build a CRM database to facilitate business and professional connections.

GO Virginia funds will be used to pay salaries for the program manager, office furniture and equipment, program management support, and communications.

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 240,192</b>
<b>Matching Funds</b>	<b>\$ 187,035</b>
Local Match	\$ 52,000
<b>Additional Leverage</b>	<b>\$ 12,000</b>
<b>Total Project Budget</b>	<b>\$ 439,227</b>

### Products:

- Formation of an Advisory Board
- Online resource portal

### Outcomes:

- 42 jobs created
- A minimum of 30 businesses served
- \$400,000 in capital raised

### Workgroup Discussion:

- Unclear what type of businesses this effort would target in the healthcare industry
- Match commitments need to be qualified
- Great deal of regional collaboration within the Lynchburg region
- Great connection with two funded projects: Liberty U CERF and Vector Space

## Center for Entrepreneurship

### Staff Recommendations:

Based on the workgroup discussion and application review, staff **recommends this project be deferred.**

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



# Per Capita Applications Cluster Scale-Up

## Per Capita Application

---

### Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce

**Region:** 2

**Applicant(s):** Virginia Tech College of Engineering

**Participating Localities:** Botetourt County (letter of commitment), Montgomery County (letter of commitment), Roanoke County (letter of commitment), City of Roanoke (letter of commitment)

**Investment Strategy:** Cluster Scale-Up

**Targeted Industries:** Transportation and Autonomy

**Type of Project:** Per Capita Implementation

**Project Goal(s):** To train participants and serve businesses in order to scale up the transportation and autonomous vehicles sector through a coalition of industry and educational partners.

**Project Description:** Through the formation of an Automated-Connected-Electrified (ACE) Coalition of over 150+ public, private, and non-profit organizations, the initiative seeks to advance the region's transportation and autonomous vehicles sector with the following:

1. Providing **Direct Technical Assistance and Advising** to sector companies, fostering mutually beneficial relationships and delivering customized solutions for workers and firms, with the assistance of Virginia Tech College of Engineering (VTCOE) faculty domain experts, GENEDGE, and a Project Technical Advisory Committee (PTAC). This initiative will also use the ecosystem mapping to identify all stakeholders and to build a CRM database to facilitate business and professional connections.
2. Creating a **Network Navigator position**, to have a designated individual to serve as a point of contact to help companies navigate the network and find the resources that best fit their needs. COE, the PTAC, and the Network Navigator will work as a team to facilitate industry connections to training, testing, and technical assistance resources. The Coalition will also form a **Project Technical Advisory Committee (PTAC)** consisting of partners from public agencies, business support nonprofits, and regional community organizations such as EDA-supported Economic Development Districts (EDD). Members will have expertise in education, training, and technical assistance relevant to the cluster.

## Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce

- Enhancing and implementing the **Industry 4.0 Curriculum** that was developed through a prior Virginia Tech-led GO Virginia ECB grant. The Coalition will develop a multiscale curriculum with hands-on training for in-demand jobs and skills for designing, fabricating, testing, production, installation, and maintenance of automated transportation systems.

GO Virginia funds will be used to pay salaries, contract services, travel, and outreach.

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 500,000</b>
<b>Matching Funds</b>	<b>\$ 251,300</b>
Local Match	\$ -
<b>Additional Leverage</b>	<b>\$ -</b>
<b>Total Project Budget</b>	<b>\$ 751,300</b>

### Products:

- Formation of Project Technical Advisory Committee
- Online resource portal

### Outcomes:

- 530 participants trained
  - 200 trained on Module 1
  - 180 trained on Module 2
  - 150 trained on Module 3
- 35 businesses served
  - 5 companies participating in the technical assistance programs
  - 30 companies participating in the workshops

## Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce

### Workgroup Discussion:

- Good local and community engagement consisting of local governments, businesses and higher ed through the participation of the project technical advisory committee (PTAC)
- Great opportunity to build off the EDA’s Build Back Better Phase 1 grant awarded to the ACE Coalition and scale-up an emerging industry identified by the region

### Staff Recommendations:

Based on the workgroup discussion and application review, 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	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



# Per Capita Applications Site Development & Infrastructure

## Per Capita Application

### Airport Commerce Park

**Region:** 2

**Applicant(s):** City of Lynchburg

**Participating Localities:** Campbell County (cash match), City of Lynchburg (cash match)

**Investment Strategy:** Sites and Infrastructure

**Targeted Industries:** Advanced Manufacturing, Technology and Life Sciences

**Type of Project:** Per Capita Implementation

**Project Goal(s):** To advance an industrial site in an existing airport park from Tier 2 to Tier 3 along the Virginia Business Ready Site Program (VBRSP) scale.

**Project Description:** The City of Lynchburg and Campbell County are collaborating to advance 82 acres for future development. This park, which is located on and adjacent to the Lynchburg Regional Airport Commission footprint, is 260 acres in size with 82 developable acres. Lynchburg and Campbell commissioned a Master Plan for the airport park in 2022 with plans to develop the land into a business and industrial park.

GO Virginia funds will be used to pay for due diligence work on the site.

#### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 190,000</b>
<b>Matching Funds</b>	<b>\$ 109,074</b>
Local Match	\$ - 109,074
<b>Additional Leverage</b>	<b>\$ 49,000</b>
<b>Total Project Budget</b>	<b>\$ 348,074</b>



## Airport Commerce Park

### Products:

- Phase 1 due diligence completed

### Outcomes:

- 82 acres elevated from tier 2 to tier 3 on the Virginia Business Ready Sites Program site characterization scale

### Workgroup Discussion:

- Capitalizes on a planning process and partnership by Campbell County, the City of Lynchburg, and the Lynchburg Regional Airport Commission
- Site already served by water, sewer, and gas
- Great opportunity to deliver a large parcel of land that is adjacent to a pivotal regional airport

### Staff Recommendations:

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

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

## Per Capita Application

### SHD Technology Park

**Region:** 8

**Applicant(s):** Shenandoah Valley Regional Airport Commission (SHD)

**Participating Localities:** City of Waynesboro (cash match), City of Staunton (cash match), City of Harrisonburg (cash match), Augusta County (cash match), and Rockingham County (cash match)

**Investment Strategy:** Sites and Infrastructure

**Targeted Industries:** Transportation and Logistics, IT and Emerging Technologies

**Type of Project:** Per Capita Implementation

**Project Goal(s):** To advance an industrial site within an existing airport park from Tier 2 to Tier 4 along the Virginia Business Ready Sites Program (VBRSP) scale.

**Project Description:** The Shenandoah Valley Regional Airport Commission, which comprises five surrounding localities, is working towards making fundamental site improvements to the Aviation Technology Park. These improvements will construct a water line and gravity sewer line that will strategically redirect existing utilities at the site to the perimeter, allowing SHD to build out the Park, and construct several new hangars. When the project has been completed and the buildout is completed, the applicant expects 267 high wage jobs to be created from this effort.

GO Virginia funds will be used for construction of the water line and gravity sewer line.

#### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 993,300</b>
<b>Matching Funds</b>	<b>\$ 1,368,637</b>
Local Match	\$ 16,530
<b>Additional Leverage</b>	<b>\$ 6,477,320</b>
<b>Total Project Budget</b>	<b>\$ 8,839,257</b>

## SHD Technology Park

### Outcomes:

- Elevate 58 acres from tier 2 to tier 4 on the Virginia Business Site Readiness program scale.
- 1,920 linear feet of 8” water line constructed
- 980 linear feet of gravity sanitary sewer line constructed

### Workgroup Discussion:

- This project represents great regional collaboration between five different localities
- This project both serves the needs of the Technology Park as well as strategically positions the utilities to eventually connect to another high priority adjacent developable site commonly referred to as Blue Mountain
- While this project will ultimately attract businesses, the proximity to Blue Ridge Community College also creates a strong ecosystem for talent to transition for prospective firms

### Staff Recommendations:

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

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



# Statewide Competitive Applications

# Statewide Competitive Application

---

## GO TEC Virginia 2025

**Lead Region:** 3

**Partnering Regions:** 1, 4, 5

**Participating Localities:**

**Region 1:** Carroll County Public Schools, Grayson County Public Schools, Wythe County Public Schools (in kind match)

Buchanan County Public Schools (letter of commitment/intent to develop cc lab)

**Region 3:** Charlotte County Public Schools, Cumberland County Public Schools, Danville City Public Schools, Halifax County Public Schools, Henry County Public Schools, Lunenburg County Public Schools, Martinsville City Public Schools, Mecklenburg County Public Schools, Nottoway County Public Schools, Patrick County Public Schools, Pittsylvania County Public Schools (in kind match)

**Region 4:** Greensville County Public Schools (in kind match)

Colonial Heights City Public Schools (letter of commitment/intent to develop CC lab)

Hopewell City Public Schools (letter of commitment/intent to develop CC lab)

Surry County Public Schools (letter of commitment/intent to develop CC lab)

Virginia's Gateway Region (letter of commitment to market program)

Virginia Growth Alliance (letter of commitment to market program)

**Region 5:** Hampton City Public Schools, Newport News City Public Schools, Portsmouth City Public Schools (in kind match)

Norfolk City Public Schools (letter of support)

Hampton Roads Alliance (letter of support)

Hampton Roads Workforce Council (letter of support)

**Investment Strategy:** Workforce Development

**Targeted Industries:** R1: Advanced Manufacturing, Ag and Food and Bev Manufacturing, Energy and Minerals, and IT

R3: Advanced Manufacturing, Healthcare, Business Services and IT Data, High Value Natural Resource Products

R4: Manufacturing, Logistics, Warehousing and Distribution, IT, Biosciences and Life Science

R5: Advanced Manufacturing, Cybersecurity, Data Analytics and Mod-Sim, Logistics, Port Operations and Warehousing, Shipbuilding and Repair, Water Technologies, Unmanned Systems and Clean Energy

**Type of Project:** Statewide Competitive

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

**Project Goal(s):** To develop a strategic talent pipeline initiative designed to attract new companies and grow existing businesses in targeted traded sectors across multiple GO Virginia regions.

## GO TEC Virginia 2025

**Project Description:** GO TEC Virginia is the result of a four-year collaborative effort, seeded by GO Virginia and led by Region 3 and the Institute for Advanced Learning and Research (IALR), to validate and scale career exposure programming and talent pathways that lead students to employment with firms in priority-traded industry sectors.

GO TEC Virginia is a partnership between IALR, GO Virginia Regions 1, 3, 4, and 5, three In-Region Coordinating Entities (IRCE), employers, economic developers, K12 Divisions, and higher education institutions. GO TEC Virginia will be executed by IALR and the three IRCEs, with efforts informed and endorsed by a 16-member multi-region Board of Directors. Through the IRCEs, each region will establish a GO TEC Advisory Board, composed of 21 members.

GO TEC Virginia 2025 includes the development of three GO TEC Training Labs – one each in Region 1, Region 4 and Region 5 – to serve as a focal point for regional economic developers, working with existing and prospective businesses, to showcase the GO TEC talent pathways and hands-on technology integration that create a pipeline of skilled workers. GO Virginia funds, with matching investment from the participating K12 divisions and private contributions, will support in-region GO TEC/IALR employees who will staff the Training Labs and coordinate aligned program activities. GO TEC staff will support the expanded number of K12 Divisions’ Career Connections labs, with defined academic and skill preparation pathways, starting in middle school through postsecondary, in strategic traded sectors. Three GO TEC employees will be housed at IALR - a Technical & Training Manager, a Program Manager, and a Program Coordinator. Regions 1, 4, and 5 will each have a Training Coordinator and a Program Coordinator to support GO TEC activities in their respective regions.

IALR, on behalf of GO TEC Virginia, will contract for third-party services to develop a data and evaluation plan in consultation with the Virginia Department of Education (VDOE), the State Council for Higher Education in Virginia (SCHEV), and VEDP’s Virginia Office of Education Economics (VOEE). Funds are also requested for contractual services to develop an education and workforce services enterprise sustainability plan.

### Project Budget:

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 3,474,821</b>
<b>Matching Funds</b>	<b>\$ 2,426,079</b>
Local Match	\$ 1,783,040
<b>Additional Leverage</b>	<b>\$ 431,030</b>
<b>Total Project Budget</b>	<b>\$ 6,331,930</b>

## GO TEC Virginia 2025

### Products:

- GO TEC Enterprise Plan
- 3rd Party Program Evaluation
- 3 Training Labs (R1, R4, R5)

### Outcomes:

- 3,400 new jobs created in 3 years through successful business recruitment efforts
- 15 net new teachers trained (3 years) and 25 (5 years)

### Workgroup Discussion:

- Strong interregional collaboration
- Opportunity to scale the successful GO TEC model
- Project outcomes (job creation) are not directly related to the project scope of work
- Student outcomes are dependent on the creation of the Career Connections labs integral to the training of students, not yet in place in all regions
- Portion of the budget includes ongoing support to existing Region 3 GO TEC effort
- Match contributions need to be qualified as an actual cost-share in the project
- Statewide competitive applications require a third-party evaluation of fiscal impact. This was not provided at time of application.

### Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this project for phased approval with Phase One being a Validation Phase to include the completion and State Board approval of 1) the GO TEC Enterprise Plan, 2) an independent third-party evaluation of the program, and 3) the required third-party evaluation of fiscal impact.

\$200,000 should be released to support the Validation Phase. Future funding would be dependent on the results of this phase with final determination made by the State Board.

## GO TEC Virginia 2025

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

<sup>1</sup> Inputs for fiscal impact model have not been validated.





# Talent Pathways Initiative (TPI) Applications

# Talent Pathways Planning Initiative Application

## Region 6 Talent Pathways Initiative (TPI) Planning

**Region:** 6

**Applicant(s):** Bay Area Workforce Development Board

**Participating Localities:** Spotsylvania County (advisory committee), Stafford County (advisory committee), King George County (advisory committee), City of Fredericksburg (advisory committee)

**Investment Strategy:** Workforce Development

**Targeted Industries:** Professional, Scientific and Technical services; Manufacturing; Aquaculture, Seafood, Commercial Fishing, and Marine Industries

**Type of Project:** Talent Pathways Initiative (TPI) Planning

**Project Goal(s):** To define talent pathways for Region 6’s targeted industries.

**Project Description:** The Region 6 Council selected the Bay Area Workforce Development Board (BCWDB) to serve as the Talent Pathways Planning Initiative industry cluster talent coordinating entity as the regional workforce convening organization that has a proven track record of providing seamless services among various workforce programs and providing community leadership around workforce issues in GOVA Region 6. Using a sub-regional approach, the BCWDC and Region 6 council will develop a plan to create robust talent pipelines specific to the region’s industry clusters. GO Virginia funds will be used for contract services, outreach, workshops, an employer needs assessment and survey, and administration.

**Project Budget:**

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 250,000</b>
<b>Matching Funds</b>	<b>\$ 125,000</b>
Local Match	\$
<b>Additional Leverage</b>	<b>\$</b>
<b>Total Project Budget</b>	<b>\$ 375,000</b>

## Talent Pathways Planning Initiative (TPI) Region 6

### Products:

- Development of industry coalitions directed by industry leaders and engaging workforce system partners to guide and advise on the following:
- Completion of a quantitative and qualitative situational analysis of the workforce needs for one or more high-impact industry clusters prioritized by each region,
- Completion of a gap analysis related to the jobs needed to help such clusters grow,
- Identification of the skills and training needed for people to fill such jobs, including those provided through high school career and technical education, credentials, certifications, apprenticeships, internships, and other degree and non-degree programs, including a gap analysis of where such programs fall short in meeting identified needs,
- Development of an asset map that evaluates the region’s capacity (institutions, programs) to support the identified unmet workforce needs,
- Identify strategies and supporting highest-impact pathway projects for future implementation.

### Workgroup Discussion:

- Good private sector support from a variety of industries
- Well-developed approach to the effort based on two different sub-regions
- Good support from local school districts and other stakeholders

### Staff Recommendations:

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

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



# Administratively Approved Enhanced Capacity Building Applications

# Administrative Approvals: Enhanced Capacity Building

## Pathways to Success

**Region:** 6

**Applicant:** Stafford County Public Schools

**Participating Localities:** Stafford County Public Schools (cash match), Spotsylvania County Public Schools (Advisory Board), Middlesex County Public Schools (Advisory Board), Caroline County Public Schools (Advisory Board), Mathews County Public Schools (Advisory Board), King & Queen County Public Schools (Advisory Board), Essex County Public Schools (Advisory Board), Westmoreland County Public Schools (Advisory Board), Colonial Beach Public Schools (Advisory Board), Fredericksburg City Public Schools (Advisory Board)

**Investment Strategy:** Workforce Development

**Targeted Industry(s):** Aquaculture/Seafood/Commercial Fishing/Marine Industries, Forestry/Wood Products/Paper, Manufacturing, Distribution/Logistics, Information/Data Centers, Professional, Scientific, and Technical Services

**Type of Project:** Enhanced Capacity Building (ECB)

**Project Goal(s):** To create training modules and curriculum for grades 6, 7 and 8 to be used in public school districts across Region 6 focused on career opportunities in Region 6’s targeted industry clusters.

**Project Description:** Stafford County Public Schools will partner with non-profit JASON Learning to design and develop training modules that will introduce students to career opportunities, industry certifications, occupations, credentials, dual enrollment, international baccalaureate, and advanced placement opportunities, specifically in Region 6’s priority industry clusters identified in their Growth & Diversification Plan. All middle-schoolers are required to complete a career investigations course in Virginia selected from either a state-approved list or from a developed course content approved and provided by the school division – this program will provide teacher training modules and deliver the training for up to 50 educators from SCPS and other regional school district partners. The curriculum will include a project-based learning component through “mini-challenges” where students will demonstrate their skills. The region’s targeted industry clusters will be the focus of the mini-challenges – students will identify WBL opportunities and connect with real industry professionals.

### 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	\$ 15,000
Additional Leverage	
<b>Total Project Budget</b>	<b>\$ 150,000</b>

## Pathways to Success

### Products:

- Pathways to Success curriculum – semester (18-week) long course with place-based and project based mini-challenges, including course material and trading modules for teachers to deliver the course material
- Annual platform metrics report monitoring teacher and student account creation and platform usage over the grant period – can be shared with districts and GO Virginia
- Mixed methods implementation evaluation including staff surveys, pre-post student surveys to gauge level of interest and understanding with identified priority industry clusters, and data on students that identify priority career industry clusters in career plans by 9<sup>th</sup> grade (contributed by Stafford County in-kind match)
- In-person and virtual training workshops for up to 50 educators from SCPS and other regional partner school districts

### Staff Discussion:

- Stafford County and all districts in Region 6 would have access to the Pathways to Success curriculum in perpetuity
- Large advisory board participation from regional localities
- Program will provide soft skill and technical know-how for regional priority industry clusters
- Students will be introduced to priority industry clusters through mini-challenges, lessons, and activities and work with industry leaders
- Stafford County and JASON Learning will collaborate to develop curriculum pathways for two or three of the six defined priority clusters for Stafford Students



## Memorandum

---

**TO:** GO Virginia Board Members  
**FROM:** DHCD Staff  
**RE:** GO Virginia Funded Projects - Update  
**DATE:** 12/13/2022

The following link to the [GO Virginia Funded Projects](#) shows all projects funded to date. This represents 235 projects with a total funded amount of \$93,833,923.



## Memorandum

---

**TO:** GO Virginia Board Members  
**FROM:** DHCD Staff  
**RE:** Withdrawn or Incomplete Projects  
**DATE:** 12/13/22

The enclosed attachments include two projects representing GO Virginia Regions 2 and 7 that are being withdrawn by the respective Regional Councils due to the reasons listed below.

Region 2's ***Dearing Ford Industrial Park*** project (\$506,000) has been withdrawn by the Region 2 Council due to issues securing a natural gas company to serve the overall site. The \$506,000 obligated to this project will be returned to Region 2's Per Capita allocation.

Region 7's ***Accelerate 2022*** project (\$100,000) was withdrawn by the Region 7 Council due to lack of compliance and the inability to meet required project deadlines by the subgrantee. The \$100,000 obligated to this project will be returned to the Statewide Competitive fund since it was funded out of the Economic Resilience and Recovery (ERR) Program and that program has now ended.





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

October 24, 2022

Sara Dunnigan  
Deputy Director,  
GO Virginia and Economic Development  
Virginia Department of Housing  
and Community Development  
600 East Main Street #300,  
Richmond, VA 23219

Dear Sara,

Please accept this letter to confirm the withdrawal of the Dearing Ford Industrial Park award. Unfortunately, the applicant encountered a hurdle that is impediment to the start of the grant and are unable to proceed with the award of \$506,000 intended for a gas extension to the park. I have discussed this with Megan Lucas, CEO of the Lynchburg Regional Business Alliance, and am persuaded that the proposal for this funding was submitted in good faith. A verbal commitment from an anticipated natural gas customer needed to extend the line was not honored at the time the project was to proceed.

Regards,

A handwritten signature in black ink, appearing to read 'Ray D. Smoot, Jr.'.

Ray Smoot, Chairman  
GO Virginia Region 2 Council



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

November 14, 2022

Dear Sara, Andrea, and Billy,

The Region 7 Council has officially canceled the contract for the Accelerate 2022 Economic Resilience and Recovery (ERR) project with Refraction LLC, due to lack of compliance and the inability to meet required project deadlines by the subgrantee.

We will return \$100,000 to GO Virginia state funds based on this action.

Thank you very much and please let me know if you have additional questions.

Sincerely,

A handwritten signature in black ink that reads "Raul Vargas".

Raul "Danny" Vargas, Acting Region 7 Chairman  
President, VARCom Solutions  
[dvargas@varcom.com](mailto:dvargas@varcom.com)  
571-276-3109