Virginia Growth and Opportunity Board

Business Meeting
March 14, 2023
Library of Virginia, Richmond, VA

A student in the Women in Machining class at Vector Space in Lynchburg *(Photo courtesy of Cardinal News, GO Virginia Region 2 Annual Report)*

VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
Partners for Better Communities

Agenda

I. Opening
II. Consent Agenda
III. Special Presentation
IV. Director's Report
V. Chair's Report
VI. Information Items
VII. Adjournment

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

I. Opening

- Call to Order

- Roll Call

- Public Comment

II. Consent Agenda – Action Item

- December 13, 2022 Meeting Minutes

- 2023 Growth and Diversification Plan Review Guidelines

- Board Policy #15: Contract Terms and Performance Period

III. Special Presentation:

Joseph Benevento

Deputy Secretary of Commerce and Trade

IV.A. Director's Report

- Action Item:
  - i. Per Capita Applications (9)
  - ii. Talent Pathways Initiative Planning Application (1)

IV.a.i. Per Capita Applications

- 9 Proposals to Take Action On

- 6 out of 9 Regions Participated

- 5 Workforce Development Projects, 2 Startup Ecosystem Projects, and 2 Cluster Scale Up Projects

Total Request: $7,264,370

Total Match: $4,581,909

Local Match: $629,790

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Application Process

- Applications are submitted to Regional Councils

- Approved applications are advanced to DHCD

- Technical review by DHCD staff

- Workgroup review and project pitch calls

- Staff prepares recommendations for Board

- Presented for Board consideration

  - Approve

  - Defer

  - Deny

- Approved projects go to contract
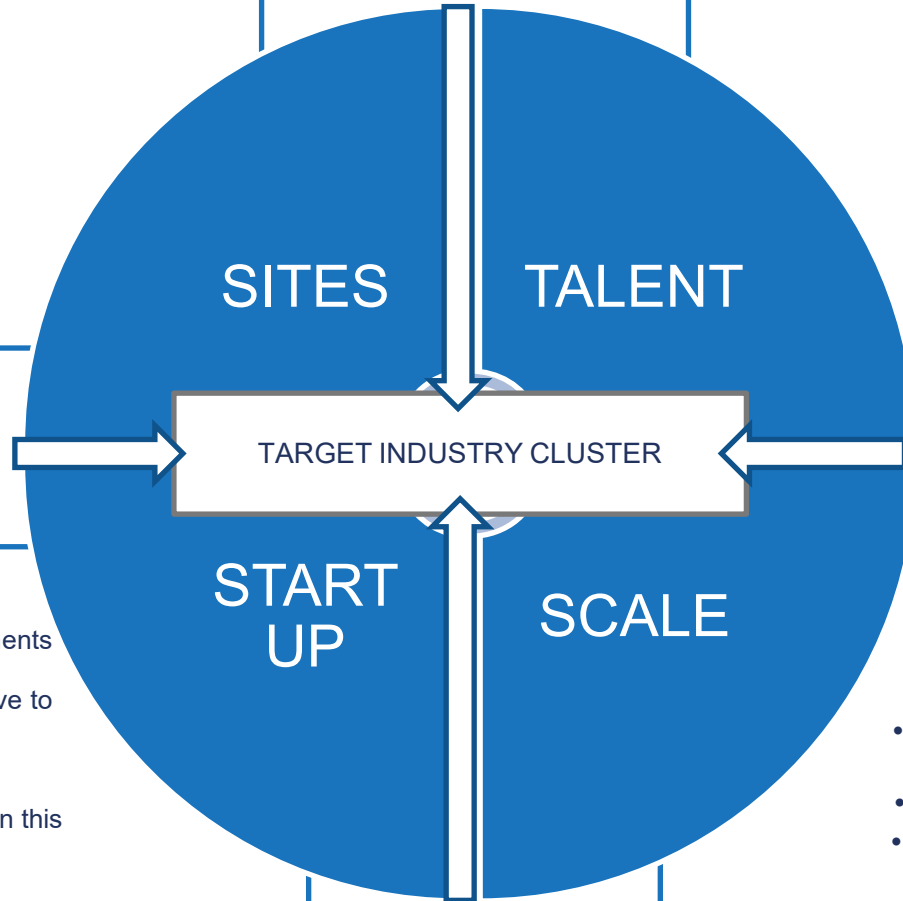
Evaluation Criteria

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

SITES
- What are the site/infrastructure needs of this industry?
- Do we have it? What's the regional inventory?
- If not, can we use a regional approach to create it?
- What would success look like?
- How?
- Who are our partners?

TALENT
- What are the workforce needs of this industry?
- What are our system assets?
- Where are the gaps?
- Can we fill it/strengthen it?
- What would success look like?
- How (Train, Retrain, Retain, Attract)?
- Who are our partners?

TARGET INDUSTRY CLUSTER

START UP
- What are the ecosystem requirements for this sector?
- What are our regional asset relative to the sector requirements?
- What's missing?
- How can we optimize and build a system to support entrepreneurs in this space?
- What would success look like?
- Who are our partners?

SCALE
- Who are the growth-oriented firms?
- What are the emerging market opportunities?
- What are our assets to assist?
- What would success look like?
- What should we do and how?
- Who are our partners?

Region 2: Lynchburg Career Acceleration Program

Participating Localities:

Campbell County, Altavista Town, and Lynchburg City

Investment Strategy: Workforce Development

Goal: To serve as a regional catalyst to create and fill a well-trained, well-supported pipeline of career-seekers who will fill the needs of high-demand traded sector industries in and around the Lynchburg region.

Outcomes:

- 112 internships completed
- 44 certificates awarded
- 24 businesses served

Total Request: $540,000
Total Match: $352,200
Local Match: $214,200
Additional Leverage: $848,500
Total Budget: $1,740,700

GO VIRGINIA

VIRGINIA INITIATIVE FOR
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OPPORTUNITY**
IN EACH REGION

Region 3: Patrick and Henry Community College – Expanding GO TEC Pathways
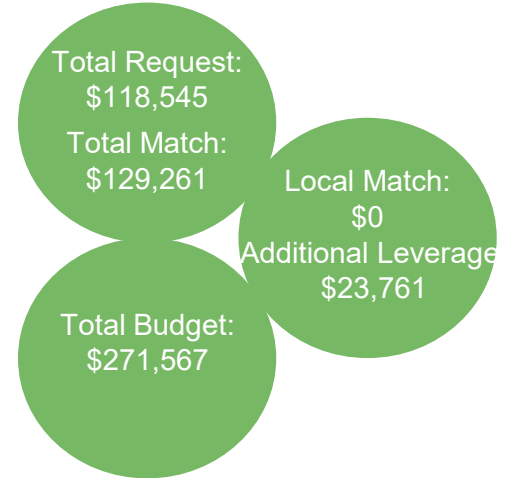
Participating Localities:

Henry County and Martinsville City

Investment Strategy: Workforce Development

Goal: To increase dual enrollment opportunities in welding and expand the pool of qualified workers.

Outcomes:

- 48 credentials awarded
- 27 students trained

Total Request: $118,545
Total Match: $129,261

Local Match: $0
Additional Leverage $23,761

Total Budget: $271,567

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Region 3: SVCC Expanding GO TEC Pathways

Participating Localities:

Buckingham County, Cumberland County, and Prince Edward County

Investment Strategy: Workforce Development

Goal: To increase dual enrollment opportunities for high school students and expand the pool of qualified workers in the mechatronics industry.

Outcomes:

- 135 credentials awared in 2 years, 165 credentials awarded in 3 years
- 30 students trained in 2 years, 45 students trained in 3 years
- 18 jobs created in 2 years, 36 jobs created in 3 years

Total Request: $139,732
Total Match: $223,208
Local Match: $90,770
Additional Leverage: $0
Total Budget: $362,940

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Region 6: Innovation Pathways

Participating Localities:

Stafford County, Caroline County, King George County

Investment Strategy: Workforce Development

Goal: To create a supply of qualified individuals entering the information technology, computer science, and cyber related professions.

Outcomes:

- 300 students trained
- 36 teachers trained
- 525 credentials awarded
    - 460 student credentials earned
    - 65 teacher credentials earned

Total Request: $978,449
Total Match: $563,962

Local Match: $224,000
Additional Leverage: $228,000

Total Budget: $1,770,411

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IN EACH REGION

Region 6: Workforce Now

Participating Localities:

Fredericksburg City, Stafford County, Spotsylvania County, and Caroline County

Investment Strategy: Workforce Development

Goal: To create and fill work-based learning opportunities and connect talent with jobs across Region 6.

Outcomes:

- 200 businesses served
- 200 internships created/filled

Total Request: $250,000
Total Match: $150,000

Local Match: $0
Additional Leverage: $56,000

Total Budget: $456,000

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Region 2: Center of Entrepreneurship

Participating Localities:

Amherst County, Bedford County, Campbell County, and Lynchburg City

Investment Strategy: Startup Ecosystem

Goal: To increase the number of growth-oriented startups by creating an entrepreneurial center of excellence for the Greater Lynchburg region that will serve as an anchor and catalyst for the region's entrepreneurial ecosystem.

Outcomes:

- 42 jobs created
- 20 businesses served
- $400,000 in capital raised

Total Request:
$240,192

Total Match:
$187,035

Local Match:
$52,000

Additional Leverage
$12,000

Total Budget:
$439,227

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Region 9: Rural Entrepreneur Ecosystem Building

Participating Localities:

Orange County, Culpeper Town, Culpeper County, and Greene County

Investment Strategy: Startup Ecosystem

Goal: To build enrepreneurial networks in rural counties across GO Virginia Region 9 – this support will create jobs, serve and help expand existing businesses, create new businesses, and engage entrepreneurs.

Outcomes:

- 30 jobs created/filled
- 60 existing businesses expanded
- 15 new businesses created
- 200 businesses served
- 250 entrepreneurs engaged

Total Request: $200,000
Total Match: $100,820

Local Match: $48,820
Additional Leverage: $0

Total Budget: $300,820

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Region 5: Demonstration Site for Clean Energy Transition to Green Hydrogen (HRH2)

Participating Localities:

Newport News City, Norfolk City, Portsmouth City, and Virginia Beach City

Investment Strategy: Cluster Scale-Up

Goal: To scale-up the clean energy industry in Hampton Roads through the use of green hydrogen production while addressing critical energy challenges in the region and reducing cost.

Outcomes:

- $100M in capital raised
- 230 jobs created/filled
- 10 businesses attracted
- 64 participants trained
- 50-75 certificates earned
- 25 businesses served

Total Request: $1,497,452

Total Match: $1,200,423

Local Match: $0
Additional Leverage $3,852,364

Total Budget: $6,550,239

Region 7: Virginia Nanotechnology Networked Infrastructure
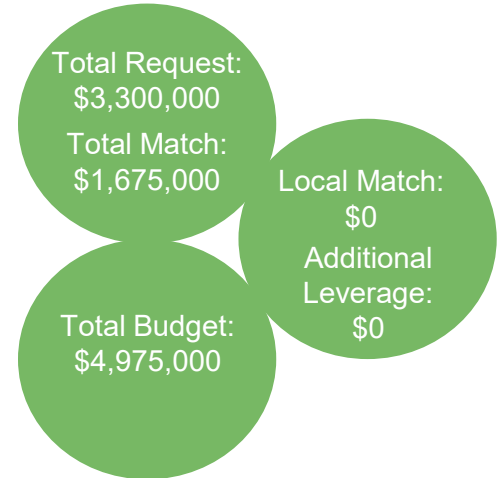
Participating Localities:

Arlington County, Loudoun County, Prince William County, and Fairfax County

Investment Strategy: Cluster Scale-Up

Goal: To connect, market, and create a talent pipeline for the emerging nanotechnology/semiconductor industry in Virginia.

Outcomes:

- 600 students trained in 3 years
- 550 certificates awarded in 3 years
- 80 internships created in 3 years
- 3 businesses served

Total Request: $3,300,000
Total Match: $1,675,000
Local Match: $0
Additional Leverage: $0
Total Budget: $4,975,000

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IV.a.ii. Talent Pathways Initiative Application Region 5 Talent Pathways Initiative (TPI)
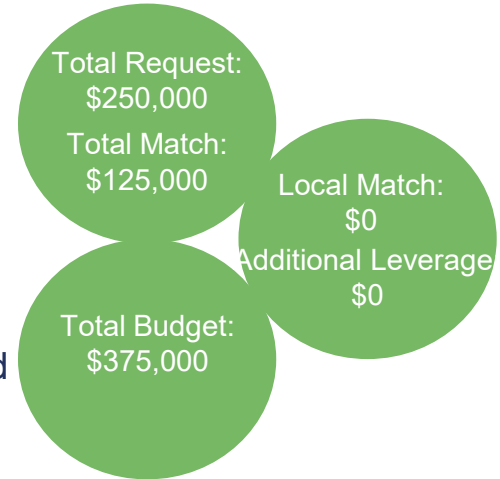
Participating Localities:

Chesapeake City, City of Franklin, Gloucester County, Hampton City, Isle of Wight County, James City County, Newport News City, Norfolk City, Poquoson City, Portsmouth City, Southampton County, Williamsburg City, Virginia Beach City, and York County

Investment Strategy: Workforce Development

Goal: To define the talent pathway for Region 5's high growth potential targeted industries.

Products:

- Plan and Strategies for (1) Cybersecurity/Data Analytics/Modeling & Simulation; and (2) Unmanned Systems and Aerospace

Total Request: $250,000
Total Match: $125,000
Local Match: $0
Additional Leverage $0
Total Budget: $375,000

IV. b. Director's Report

- Expiration of Board Policy #11: GO Virginia Program Match Requirements – Per Capita Funds

IV. b. Director's Report

§ 2.2-2489. Award of grants to regional councils.

K. (Effective until July 1, 2023) **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 <u>fiscal distress</u> or <u>an exceptional economic opportunity</u> in a region.** *Such matching funds may be from local, regional, federal, or private funds. Matching funds may also be from grants awarded to a locality by the Tobacco Region Revitalization Commission but shall not include any other state general or nongeneral funds, from whatever source.*

GO VIRGINIA Per Capita Fund Match Requirements by Project Type

Project Type	Original		Modified (EXP 6.30.23)	
	Total Match	Local Match	Total Match	Local Match
Enhanced Capacity Building (planning, pilots and feasibility studies)	1-1	No Local Match Required	2-1	No Local Match Required
Regional Entrepreneurship Initiative	2-1	No Local Match Required	2-1	No Local Match Required
Sites (planning)	1-1	No Local Match Required	2-1	No Local Match Required
Sites (implementation)	1-1	20% or $50,000, whichever is greater.	2-1	No Local Match Required
Broadband (planning)	2-1	No Local Match Required	2-1	No Local Match Required
Broadband (implementation)	1-1	20% or $50,000, whichever is greater.	2-1	No Local Match Required
Project Implementation	1-1	20% or $50,000, whichever is greater.	2-1	No Local Match Required

IV. b. Director's Report

- History
  - April 2020, Board eased match requirements due to the fiscal/economic distress caused by the pandemic.
  - Extended in Sept 2020 and again in April 2021
- Chair and Vice Chair have directed staff to collect written comment regarding the match policy from regional leaders and program stakeholders.
- What other information and/or data points does the board need to make an informed decision on future match requirements at the June 13th 2023 meeting?

V. Chair's Report

a. Discussion – Board Policy #4 Use of GO Virginia Funds for Scholarships and Non-Traded Sectors

b. Bylaws Review

c. Board Roster Terms

d. GO Virginia Leadership Summit – Discussion

VI. Information Items

a. DHCD Approved Enhanced Capacity Building Projects

- ○ Region 1 – SMR Site Feasibility
- ○ Region 1 – SMR Supply Chain Analysis
- ○ Region 2 – Metal Workforce Training Center
- ○ Region 6 – Young Entrepreneurs Program
- ○ Region 7 – Cyber Guild
- ○ Region 7 – Project Collective Impact: Life Science Workforce Preparedness
- ○ Region 9 – CvilleBioLab

b. Funded Project Summary

Adjournment

Future Meeting Schedule

- June 13, 2023 – VIRTUAL

- Sept 12, 2023 – In Person

- December 12, 2023 - VIRTUAL