



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

AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD
Tuesday, June 14, 2022
1:00 PM – 3:00 PM
101 N. 14th Street, Richmond, VA 23219
James Monroe Building, Conference Room E

For the public, Google Meet joining info
Video call link: <https://meet.google.com/xdq-umee-iop>
Or dial: (US) +1 612-728-9166 PIN: 621 927 899#
More phone numbers: <https://meet.google.com/tel/xdq-umee-iop?pin=8991736613121&hs=1>

- I. OPENING
 - a. Call to order Chair
 - b. Roll Call Andrea Devening
 - c. Public Comment Chair

- II. CONSENT AGENDA – *Action Item* Chair
 - a. April 21, 2022 Meeting Minutes
 - b. FY23 Regional Capacity Building Allocation and Continuation of Match Waiver
 - c. FY23 Regional Capacity Building Budgets
 - d. FY23 Regional Per Capita and Statewide Competitive Fund Allocations
 - e. Technical Amendment - Board Policy #12 – Use of Tobacco Commission Funds as Match

- III. DIRECTOR’S REPORT Bryan Horn/ Sara Dunnigan
 - a. **Action Item:** Unobligated Fund Balance Recapture Method
 - b. **Action Item:** Per Capita Applications (10)
 - c. **Action Item:** Economic Resilience and Recovery Applications (4)
 - d. **Action Item:** Economic Resilience and Recovery Applications (Fast Access) (1)

- IV. PRESENTATIONS:
 - a. Panel Presentation: Regional Talent Pathway Programs Andrea Devening
 - b. GO Virginia Talent Pathways Initiative - Planning Sara Dunnigan

- V. INFORMATION ITEMS Sara Dunnigan
 - a. DHCD Approved Enhanced Capacity Building Projects
 - b. Funded Project Summary

- VI. ADJOURNMENT Chair

2022 Board Meeting Schedule
Tuesday, September 13, 2022
Tuesday, December 13, 2022



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

VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING

April 21, 2022

10:30 AM

**Delta Hotels Marriott, James River Ballroom
555 E. Canal St. Richmond, Virginia**

Members Present

Nancy Howell Agee
Delegate Terry Austin
Senator George Barker
The Honorable Steve Cummings
Ben J. Davenport, Jr.
W. Heywood Fralin
Speaker Todd Gilbert
Leah Fremouw
Eva Teig Hardy
Doug Juanarena
Delegate Terry Kilgore
Delegate Barry Knight
The Honorable Caren Merrick
Senator Frank Ruff
Todd A. Stottlemyer
Don Robin Sullenberger
Pia Trigiani
Marilyn H. West
Joe Wilson
John O. "Dubby" Wynne

Members Absent

Jim Dyke
Senator Janet D. Howell

DRRAFT

Call to Order

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

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

Ms. Agee opened the floor for public comment.

Mr. Chris Kyle, Chair of the Region 8 Regional Council, spoke in support of the board extending Policy #8, which reduces per capita match requirements from 1:1 to 2:1. Mr. Kyle noted that a project in the pipeline was delayed and would not be able to reach the Board prior to the end of Policy #8 if it were not extended.

Ms. Sondra Schneider, President and CEO of Security University and Security University Foundation, spoke in support of the Board approving the Security University Foundation ACER Project. Ms. Schneider explained that the grant would be used to build out experiential labs and could produce up to \$16M in revenue over a 6 year period.

No other speakers appeared before the Board. The public comment period closed.

Consent Agenda

Ms. Agee introduced the meeting minutes of the December 15, 2021, the meeting minutes of March 10, 2022, the Regional Growth and Diversification Plans, the Regional Council Certifications, and project modifications for Region 5 Digital Shipbuilding and Region 5 Virginia Cyber Alliance. A motion was made by Mr. Wynne and seconded by Mr. Stottlemeyer to approve the consent agenda as a bloc. The motion passed.

Chair's Report

Ms. Agee announced that a series of workgroups are being created to better help the board to engage in the intricacies of the GO Virginia Program. Ms. Agee announced that the first workgroup would be the Regional Council Leadership Engagement Workgroup. This workgroup will be chaired by Ms. Fremouw.

Director's Report

Ms. Sara Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD, presented 5 Per Capita applications regarding workforce development and start up ecosystems: GO TEC from Region 1, Regional Talent Strategy Implementation from Region 2, Security University Foundation ACER Project from Region 7, Workforce Entrepreneurship Initiatives in Regional Makerspace from Region 2, and Activation Capital REI from Region 4. A motion was made by Mr. Kilgore and seconded by Mr. Wilson to approve the applications as recommended by staff as a bloc. The motion passed.

Ms. Dunnigan presented 1 Regional Economic Resilience and Recovery application in the startup ecosystem space, Mountain Empire Community College Project WELD from Region 1. A motion was made by Mr. Wilson and seconded by Mr. Austin to approve the application as presented by staff. The motion passed.

Staff Report

Ms. Dunnigan provided the Board with an overview of Council Leadership Input Sessions that staff held to determine recommendations from Council's to the Board. The two priority recommendations from these sessions were to extend Policy #11 which modifies match for per capita requests from a 1:1 to 2:1 match and to extend Policy #13, which waives match for statewide competitive projects if the project displays extraordinary economic opportunity.

A motion was made by Mr. Ruff and seconded by Ms. Fremouw to approve the policies as recommended by Council Leadership. The motion passed.

Budget/Legislative Update

DHCD Director Bryan Horn provided the Board with a comprehensive overview of the budget and legislative process and what can be expected as the House and Senate work toward reconciling their budget bills.

Information Items

Ms. Dunnigan provided the board with letters from several Regional Councils in support of the policy extensions.

Ms. Dunnigan explained some administrative changes with what fiscal years projects are currently being funded out of. She noted that until the budget is reconciled and finalized, staff would be funding all projects out of the FY22 allocation in case the General Assembly were to choose to sweep the prior year's allocation. She also noted that FY22 funds obligated for these projects could be unobligated and replaced with previous fiscal year funding in the event that those funds are not swept.

Ms. Dunnigan provided a brief overview of enhanced capacity building projects and technical amendments approved by staff.

Ms. Dunnigan noted that three projects had been cancelled at the request of the respective regional councils: Picks TM from Region 2, Rowanty from Region 4, and 2030 Initiative from Region 7.

Adjournment

The meeting was adjourned.



Board Action: GO Virginia Capacity Building Allocation

TITLE: FY '23 Capacity Building Match Requirement

BACKGROUND: To maintain consistency with Board action from the June 15, 2021 meeting for the FY '22 capacity building funds, it is requested that the Board waive the \$1:1 match for FY '23 capacity building funds. The regions request this waiver to ensure match is focused on project implementation.

BUDGET LANGUAGE: “[N2] 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 '23 capacity building funds, contingent on the availability of resources allowed by the state budget.

FY '23 CAPACITY BUILDING ALLOCATION SCENARIOS:

Region	FY '23 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
Total	\$2,250,000

DATE APPROVED: 6.14.2022



Board Action: GO Virginia Capacity Building Approved Budgets

TITLE: FY '23 Capacity Building Approved Budgets

BACKGROUND: To maintain consistency with Board action from the June 15, 2021 meeting for the FY '22 capacity building funds, it is requested that the Board approve the perspective regional councils' approved FY '23 capacity building budgets. To allow more time to fully develop their regional capacity building budgets, some regional councils have elected to submit their budgets at the September 13, 2022 Board meeting.

RECOMMENDATION: DHCD recommends that the Board move to approve the submitted regional capacity building budgets contingent on the availability of resources allowed by the state budget.

DATE APPROVED: 6.14.2022

FY 23 GO Virginia Regional Capacity Building Budgets									
	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Admin (General)	\$18,519								\$20,800
Audit			\$1,170						\$2,500
Contract Services	\$2,800		\$120,436						\$8,000
Fiscal /Accounting Services									
Legal Expenses									
Marketing, Outreach, and Websites	\$2,000		\$31,900						\$2,600
Meetings and Workshops	\$4,000		\$9,500						\$2,530
Rent	\$3,600		\$5,415						\$8,320
Salaries (Fringe if applicable)	\$207,875		\$80,000						\$202,000
Supplies & Equipment	\$4,000		\$500						\$1,250
Taxes and Insurance									
Travel	\$6,206								\$2,000
Program Support Total	\$249,000	\$0	\$248,921	\$0	\$0	\$0	\$0	\$0	\$250,000
Contract Services	\$1,000								
Technical Assistance			\$1,079						
Growth and Diversification Plan Development									
Planning Grants									
Planning Total	\$1,000	\$0	\$1,079	\$0	\$0	\$0	\$0	\$0	\$0
Project Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL	\$250,000	\$0	\$250,000	\$0	\$0	\$0	\$0	\$0	\$250,000

Note: The regions without budgets will propose their council approved FY23 regional capacity building budgets at the 2022 September Board meeting.



Board Action: GO Virginia Per Capita Allocation

TITLE: FY '23 Per Capita Allocation and Competitive Fund Redistribution

BACKGROUND: To maintain consistency with Board action from the June 15, 2021 meeting for the FY '22 per capita allocations, it is requested to reallocate \$675,666 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: “[N2] 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) \$10,850,000 the first year and \$10,850,000 the second year from the general fund shall be awarded to regional councils on a competitive basis. [N3] The Virginia Growth and Opportunity Board may allocate monies among the distributions outlined in paragraph N.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 23 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 \$675,666 from the competitive pool to per capita. The competitive pool will be reduced from \$10,850,000 to \$10,174,334 while the per capita pool will be increased from \$16,900,000 to \$17,575,666. DHCD recommends approval of the above described FY23 per capita allocation contingent on the availability of resources allowed by the state budget.

FY '23 PER CAPITA ALLOCATION SCENARIOS:

Region	FY22 Per Capita Allocation with \$1M Floor	FY23 Per Capita Formula Allocation	Recommended FY23 Per Capita Allocation with \$1M Floor
1	\$1,000,000	\$733,821	\$1,000,000
2	\$1,542,945	\$1,527,228	\$1,527,228
3	\$1,000,000	\$710,194	\$1,000,000
4	\$2,524,026	\$2,552,285	\$2,552,285
5	\$3,423,572	\$3,413,580	\$3,413,580
6	\$1,020,503	\$1,034,304	\$1,034,304
7	\$4,984,456	\$4,969,819	\$4,969,819
8	\$1,070,552	\$1,078,449	\$1,078,449
9	\$1,000,000	\$880,318	\$1,000,000
Total	\$17,566,055	\$16,900,000	\$17,575,666

DATE APPROVED: 6.14.2022



Board Policy #12

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, 2022 and June 30, 2023.**

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.

SUPERSESION: This review includes technical amendments to Board Policy #12 approved on 9/23/2021 and on **6/14/2022.**

DHCD DIRECTOR: Bryan Horn



Board Action: FY24 Enrolled Budget Fund Recapture Method

TITLE: Enrolled Budget GO Virginia Fund Recapture

BACKGROUND: [Item 3-1.01 #3c](#) directs the State Comptroller to transfer \$27,515,896 from the Virginia Growth and Opportunity Fund to the General Fund. This figure is the approximate sum of all unobligated funds from FY19, FY20, FY21, which includes the Economic Recovery and Resilience initiative. While the budget is not descriptive of which funds will be subject to recapture, staff has prepared two recapture methods for consideration. Neither of the proposed methods would impact FY22 unobligated fund balances and would not jeopardize the funding Per Capita applications under consideration. The Board may wish to consider alternatives to these recommendations.

ENROLLED BUDGET LANGUAGE:

"OO. On or before June 30, 2022, the State Comptroller shall transfer to the general fund an amount estimated at \$27,515,896 from Special Fund balances of the Virginia Growth and Opportunity Fund (09272)."

RECOMMENDATION:

Method 1: This method would rescind \$18.6M in unobligated Per Capita funds previously allocated by the State Board for seven GO Virginia regions as well as rescind \$5.0M in FY21 Statewide Competitive funds, totaling \$23.6M.

It would allow the Board to consider the submitted applications under the provisions of the Economic Resilience and Recovery (ERR) initiative and return residual balance (estimated \$2.6M) to the general fund. These projects have been reviewed and approved by their respective Councils and this program was scheduled to expire at the end of the fiscal year.

The remaining recapture needed to support the enrolled budget (\$1.4M) would be provided by the FY22 Statewide Competitive Fund.

The table below illustrates Option 1 impact to individual regions as well as the Statewide Competitive Fund.

GO VIRGINIA FUND RECAPTURE METHOD: OPTION 1					
Region	Total Unobligated Per Capita Fund Balances (FY18-FY21)	FY20 Unobligated ERR Fund Balances	Pending FY20 ERR Application	Projected YE Unobligated FY20 ERR Fund Balances	Total Recapture Impact
1	\$ 0.00	\$ 630,479.00	\$ 369,406.00	\$ 261,073.00	\$ 261,073.00
2	\$ 372,030.32	\$ 206.55		\$ 206.55	\$ 372,236.87
3	\$ -	\$ -		\$ -	\$ -
4	\$ 1,631,924.64	\$ 17,200.00		\$ 17,200.00	\$ 1,649,124.64
5	\$ 1,110,137.53	\$ 418,641.00		\$ 418,641.00	\$ 1,528,778.53
6	\$ 2,469,292.77	\$ 839,144.67	\$ 354,112.00	\$ 485,032.67	\$ 2,954,325.44
7	\$ 11,760,266.69	\$ 28,629.20		\$ 28,629.20	\$ 11,788,895.89
8	\$ 966,925.00	\$ 707,587.00	\$ 496,000.00	\$ 211,587.00	\$ 1,178,512.00
9	\$ 278,043.00	\$ 420,091.00	\$ 189,000.00	\$ 231,091.00	\$ 509,134.00
Statewide Competitive Fund	\$ 5,028,225.16	\$ 823,442.00		\$ 823,442.00	\$ 7,257,919.63
TOTAL	\$ 23,616,845.11	\$ 3,885,420.42	\$ 1,408,518.00	\$ 2,476,902.42	\$ 27,500,000.00
Unobligated Per Capita and Statewide FY18-		\$ 23,616,845.11			
Projected YE ERR Fund Balances		\$ 2,476,902.42			
FY22 Statewide Fund Contribution		\$ 1,406,252.47			
Enrolled Budget Recapture		\$ 27,500,000.00			

Method 2: This method would rescind \$18.6M in unobligated Per Capita funds previously allocated by the State Board for seven GO Virginia regions as well as rescind \$5.0M in FY21 Statewide Competitive funds, totaling \$23.6M.

The full remaining ERR initiative balance of \$3.9M would be returned to the general fund, leaving 5 projects unfunded.

GO VIRGINIA RECAPTURE METHOD: OPTION 2			
Region	Total Unobligated Per Capita Fund Balances (FY18-FY21)	FY20 Unobligated ERR Fund Balances	Total Recapture Impact
1	\$ 0.00	\$ 630,479.00	\$ 630,479.00
2	\$ 372,030.32	\$ 206.55	\$ 372,236.87
3	\$ -	\$ -	\$ -
4	\$ 1,631,924.64	\$ 17,200.00	\$ 1,649,124.64
5	\$ 1,110,137.53	\$ 418,641.00	\$ 1,528,778.53
6	\$ 2,469,292.77	\$ 839,144.67	\$ 3,308,437.44
7	\$ 11,760,266.69	\$ 28,629.20	\$ 11,788,895.89
8	\$ 966,925.00	\$ 707,587.00	\$ 1,674,512.00
9	\$ 278,043.00	\$ 420,091.00	\$ 698,134.00
Statewide Competitive Fund	\$ 5,028,225.16	\$ 823,442.00	\$ 5,851,667.16
TOTAL	\$ 23,616,845.11	\$ 3,885,420.42	\$ 27,502,265.53
Unobligated Per Capita and Statewide FY18-		\$ 23,616,845.11	
Projected YE ERR Fund Balances		\$ 3,885,420.42	
Enrolled Budget Recapture		\$ 27,502,265.53	

DATE APPROVED: 6.14.2022



Per Capita Applications Workforce Development

Per Capita Application

Maritime Entry-to-Employment Training (MEET)

Region: 5

Participating Localities:

City of Chesapeake Public Schools (letter of support)

City of Hampton Public Schools (letter of support)

City of Newport News Public Schools (letter of support)

City of Norfolk Public Schools (letter of support)

Suffolk Public Schools (letter of support)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing and Shipbuilding and Ship Repair,
Telecommunications

Type of Project: Per Capita Implementation

Applicant(s): Old Dominion University Research Foundation

Project Goal(s): To build an online training delivery platform in three maritime trades courses in sheet metal fabrication, pipefitting, welding, and entry-level Fiber Optic Technician training through a partnership with New College Institute.

Project Description: MEET will extend and expand the workforce development begun through the previously GO Virginia-funded project, COVA MAP, which created online courses for Outside Machinists and Deck Electricians. Like COVA MAP, courses created through MEET by ODU will be designed for both online delivery and in-class participation. Through partnerships between ODU, Tidewater Community College (TCC), New College Institute, and Q.E.D Systems (QED), MEET will provide a deliberate, coordinated training pipeline from an individual's entry into the maritime training world, all the way to the achievement of trade qualifications and/or certificates and readiness for employment. Students will complete the basic course either online or in-person, then begin to develop necessary skills and understanding with interactive games and simulations. Since first submission, the project has expanded to support workforce needs in the telecommunications industry, specifically broadband.

The next phase includes hands-on training with real-world equipment and performance in controlled training environments. In addition to the simulations and education games available online, in-person participation at TCC will include hands-on practical exercises, and for some maintenance or repair actions, actual equipment deployment (e.g. welding training in welding

Maritime Entry-to-Employment Training (MEET)

booths). All training conducted at QED includes hands-on exercises and equipment use.

Students who complete the full training pipeline will finish at the QED facility in Norfolk - a two-level, six compartment ship mock-up where classes from different maritime trades will learn to coordinate maintenance and repair, complete trades' specific tasks in the same area, and learn to coordinate simultaneous tasks. GO Virginia funds will be used primarily to pay for course development, 8 ARTC welding simulators, and Oculus VR headsets.

The match comes from ODU Research Foundation, ODU/VMASC, New College Institute, QED Systems, and Tidewater Community College.

Type of Funds	Totals
GO Virginia Request	\$ 1,099,527
Matching Funds	\$ 563,565
Local Match	\$ 0
Additional Leverage	\$ 275,357
Total Project Budget	\$ 1,929,449

Outcomes:

- Create at least two online maritime courses & fiber optic technicians
- Create educational games and courses to support online courses
- Train 390 total students within 3 years
- Train 706 total students within 5 years

Workgroup Discussion:

- Online courses in telecom will provide support to rural areas deploying broadband.
- Telecommunications is a new industry sector and not included in the Region 5 G&D Plan
- DOD grant presented as match must be spent on activities related to the project.

Staff Recommendations: Based on the workgroup discussion and application review, staff recommends project for approval, contingent on qualifying the Department of Defense (DOD) match will be expended in support of the project scope.

Maritime Entry-to-Employment Training (MEET)

Requirements	
\$2:1 Match Requirement	YES
Local Match	N/A
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

Per Capita Application

Nano-IMAGINE

Region: 7

Participating Localities: Prince William County (cash match)

Northern Virginia Economic Development Alliance on behalf of its member localities (program marketing)

Investment Strategy: Workforce Development

Targeted Industries: Nano-technology

Type of Project: Per Capita

Applicant(s): George Mason University

Project Goal(s): To catalyze growth of Virginia's nanotech sector by providing hands-on workforce training and supporting the launch and growth of high-tech nanotechnology startups.

Project Description: 1) George Mason University will create and offer a nano-technology workforce readiness program including the following components:

- Creation and launch of a Nano-Cleanroom certificate class, primarily for 2-year degree graduates.
- Development and modification of 26 graduate and undergraduate classes that address nanotechnologies in life sciences and engineering. Modifications will include hands-on learning in the clean room laboratory.
- Establishment of a nano-STEM educational boot camp for high school students, to inspire the next generation of nanotechnology technicians and engineers, engaging them with hands-on active learning in a clean room environment.

2) George Mason University in collaboration with Mason's School of Business will also create an entrepreneur credential class to inspire, train, and prepare entrepreneurs to launch life science and nanotech based start-up companies in Northern Virginia and across the Commonwealth. Mason's Nanofabrication Facility (NFF) will offer access to startup companies. The capital investment required to develop nanotechnology is cost prohibitive to most early-stage companies. A cleanroom equipped with state-of-the-art tools is needed to investigate and produce novel nanostructures. Furthermore, nano-entrepreneurs need access to a facility where they can create new technologies and prototypes. Mason will make the NFF available to external users at competitive market rates.

GO Virginia funds will be used for nanofabrication equipment, installation costs, and grant administration.

Nano-IMAGINE

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 2,500,000
Matching Funds	\$ 1,250,000
Local Match	\$ 50,000
Additional Leverage	\$
Total Project Budget	\$ 3,750,000

Outcomes:

- 185 new jobs created in nano-technology in Year 3
- 233 new jobs created in nano-technology in Year 5
- 3 new nano-tech startups created
- 26 new technical graduate and undergraduate classes with hands-on clean room training
- Entrepreneurship class
- High School STEM Bootcamp
- Nanofabrication-Certificate Class for two-year college student pathway
- Nano-IMAGINE Advisory Board established

Workgroup Discussion:

- Partnerships with industry including Micron Tech, BAE Systems to support curriculum development and Alphyn Biologics, Weinberg Medical Physics, C5ISR Center for Research and Tech, and Fibertek, businesses who have attested to demand for this emerging industry
- Region 7 positioned to be a nano-tech leader; home to the 7th largest semiconductor manufacturing facility in the world
- Leverages GMU's Nanofabrication Facility, class 1000 cleanroom and class 10,000 characterization lab and proximity to NOVA Bioscience Center and NOVA Prince William Science Accelerator
- Leverages partnership with NOVA EDA and existing GO Virginia project, VA Bio-Connect

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

Accelerating Advanced Manufacturing Workforce

Region: 8

Participating Localities:

Frederick County Economic Development Authority (letter of support)

Shenandoah County Economic Development Authority (letter of support)

Winchester Economic Development Authority (letter of support)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing

Type of Project: Per Capita Implementation

Applicant(s): Laurel Ridge Community College (Formerly Lord Fairfax Community College)

Project Goal(s): To build a strong workforce pipeline for Region 8 manufacturers, meeting the needs of a diverse cluster including materials, parts, machinery, food and pharmaceutical producers, through implementation of flexible and stackable industry approved credentialing and degree opportunities, focusing on incumbent worker upskilling, and available to un- and underemployed.

Project Description: Laurel Ridge Community College will partner with the National Coalition of Certification Centers (NC3) to offer their advanced manufacturing sector focused career pathway training program. NC3 has partnered with major national advanced manufacturing employers such as 3M, Trane, Dremel, Snap-On Tools, and Lincoln Electric to create an industry driven portable and stackable certification system that spans three levels of manufacturing competency-based training which can be utilized for new job applicants and emerging employees, incumbent workers who need to advance their skills, and apprenticeships for manufacturing production positions and industrial maintenance technicians.

The match from this project comes entirely from Laurel Ridge Community College.

Accelerating Advanced Manufacturing Workforce

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 530,000.00
Matching Funds	\$ 266,687.00
Local Match	\$ -
Additional Leverage	\$ -
Total Project Budget	\$ 796,687.00

Outcomes:

- 336 students trained
- 300 credentials awarded
- 288 jobs filled

Workgroup Discussion:

- The economic development organizations supporting this effort have expressed intentions to use this program as part of their “Grow your own Workforce” strategy as well as to market the program. These organizations will also utilize this program as part of their business retention, expansion and attraction efforts.
- Local employers participated in focus groups and needs analysis assessments to provide skills gap data on both incumbent and applicant labor talent pools and skill deficits, which has informed the direction of the program at the college.

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

Talent Supply Connector

Region: 9

Participating Localities:

Culpeper County (letter of support)
Greene County Public Schools (letter of support)
Louisa County Public Schools (letter of support)
Nelson County (letter of support)
Madison County (letter of support)

Investment Strategy: Workforce Development

Targeted Industries: Light Manufacturing and Food and Beverage Manufacturing

Type of Project: Per Capita Implementation

Applicant(s): Virginia Career Works - Piedmont Region

Project Goal(s): Specifically, this project will advance Region 9 Growth & Diversification Plan Update (2021) Talent Development opportunities listed below and will target the Light Manufacturing and Food & Beverage Manufacturing sectors.

- Accomplish a regionally focused implementation grant to execute labor sector strategies identified as outlined in the Labor Sector Strategies Report (LSSR).
- Develop sector-driven credentialing, apprenticeship, and/or internship programs, that build candidate relationship matching.

Project Description: This project builds on the findings of the Business Driven Workforce Recovery ERR grant that developed a Labor Sector Strategies Report. This report and key recommendations will be implemented to develop and support business-led coalitions to solve labor market challenges. The project engages employers and education and training providers to increase the pool of qualified workers for the targeted industries.

The project will deploy a Career Pathway Guide for employers and develop a regionwide database of relevant training offerings. Program partners will conduct an annual business survey and expand work-based learning opportunities.

Funds will be used to support staff salaries (Career Pathways Leader & Mobile Resource Specialist), development of the Career Pathways Tool and Training model, and digitize regional internship experiences.

Talent Supply Connector

Type of Funds	Totals
GO Virginia Request	\$ 391,528
Matching Funds	\$ 200,851
Local Match	\$ 0
Total Project Budget	\$ 592,379

Outcomes:

- Established sustainable, regional coalitions for the Light Manufacturing and Food & Beverage Manufacturing sectors with leadership by the businesses at the end of year 1.
- 180 new internships in the Light Manufacturing and Food & Beverage Manufacturing sectors, including apprenticeships or work-based learning for HS and CC students.
- 90 jobs filled in the Light Manufacturing and Food & Beverage Manufacturing sectors.
- 20 Light Manufacturer businesses served.
- 20 Food & Beverage Manufacturer businesses served.

Workgroup Discussion:

- Effort will build on the previously funded planning grant to help solve labor market challenges.
- Great opportunity to connect regional businesses with qualified workers in the targeted industries.

Staff Recommendations:

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

Requirements	
\$2:1 Match Requirement	YES
Local Match	N/A
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

Per Capita Application

Tech Talent Retention

Region: 9

Participating Localities:

City of Charlottesville (advisory board)

Nelson County (advisory board)

Albemarle County (advisory board)

Culpeper County (advisory board)

Madison County (advisory board)

Louisa County (advisory board)

Investment Strategy: Workforce Development

Targeted Industries: IT and Communications, Business and Financial Services, Biotechnology, Light Manufacturing

Type of Project: Per Capita

Applicant(s): Central Virginia Partnership for Economic Development

Project Goal(s): to retain college graduates to launch their careers within the Central Virginia region and to provide a talent pipeline for higher paying jobs in technology fields in Region 9 aligned targeted sectors.

Project Description: The Central Virginia Partnership for Economic Development with various regional partners will lead this project to help grow a skilled, diverse talent pipeline for local businesses. Through a team of undergraduate work-study students led by an experienced talent director, Tech Talent Retention will raise awareness of local businesses through student “thought leaders” who will innovate and inspire classmates. Through collaborative partnerships with the Charlottesville Business Innovation Council (CBIC), UVA Career Center, and CvilleBioHub, this project will not only complement existing efforts in talent retention but it will expand those efforts to the Partnership’s region. Tech Talent Retention benefits from student-driven strategies to promote local businesses. Program stakeholders will learn what students are looking for in a career and what determines decisions they make about where to work and live. Central Virginia businesses want to keep this quality talent source in the area and these student ambassadors can help them understand how to make this happen. GO Virginia funds will be used for salaries for a full time Director, part-time students wages, contract services, outreach, collaboration with partners, travel, rent and administration.

Tech Talent Retention

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 307,800
Matching Funds	\$ 155,500
Local Match	\$
Additional Leverage	\$
Total Project Budget	\$ 463,300

Outcomes:

- 55 new jobs created
- 100 businesses served

Workgroup Discussion:

- Project does not involve the community colleges and is focused on UVA students
- Concern about sustainability
- Unique approach to employ student program ambassadors
- Strong regional support from localities

Staff Recommendations:

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

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	UNDETERMINED

Per Capita Application

Technology Academies for Fauquier and Rappahannock Counties

Region: 9

Participating Localities:

Fauquier County Public Schools (in-kind contribution)

Rappahannock County Public Schools (letter of support and in-kind contribution)

Fauquier County (letter of support)

Investment Strategy: Workforce Development

Targeted Industries: Information Technology, Food and Beverage Manufacturing, and Light Manufacturing.

Type of Project: Per Capita Implementation

Applicant(s): Laurel Ridge Community College Educational Foundation (Formerly Lord Fairfax Community College Educational Foundation)

Project Goal(s): To develop technology academies for students that will offer college level courses in robotics and drones to Rappahannock and Fauquier high schools and to adult learners.

Project Description: The primary drone course (UMS 107) will present aeronautical knowledge required for FAA-approved commercial operations as a Remote Pilot with sUAS rating. Course content will cover regulations applicable to sUAS operations, loading and performance, emergency procedures, crew resource management, performance assessment, and maintenance/inspection procedures. Students will be able to earn Career Studies Certificates for Small, Unmanned Aircraft Systems (sUAS) Flight Operator and sUAS Technician positions that prepare them to operate and maintain FAA-approved drones for commercial operation. These certificates will be approved for distribution by the Southern Association of Community Colleges by December 2022. Project students will also be able to prepare for and take the FAA Part 107 License Exam and meet the requirements for an industry-level credential.

Other courses will assist students in learning how to develop and operate robotics, offering them a strong background in applied computer science and the opportunity to earn industry certification as Robot Operator-1. Through examination, students demonstrate their knowledge in single axis mastering on all six axes, including how to create and execute a pick and place program for load and unload applications, and how to set up and program 2-D Integrated Vision for part offset and inspection.

Technology Academies for Fauquier and Rappahannock Counties

The technology academies will also offer UMS 290 - Coordinated Internship for on-the-job training in selected business, industrial, or service firms, and UMS 296 - On-Site Training for non-paid career orientation and training within selected businesses and industry. The college will work with six (6) local businesses to establish internship and apprenticeship opportunities, as well as provide supervision and coordination of student participation.

The match comes from Fauquier County Public Schools (in-kind), Rappahannock County Public Schools (in-kind) and from private contributions raised through the Laurel Ridge Community College Educational Foundation.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 402,075.36
Matching Funds	\$ 201,037.68
Local Match	\$ 116,146.00
Additional Leverage	\$ -
Total Project Budget	\$ 603,113.04

Outcomes:

- 69 jobs filled
- 90 students trained
- 6 internships created
- 2 new programs with 4 industry-relevant certificates/credentials implemented
- 90 credentials awarded
- 80 students enrolled in dual enrollment programs

Workgroup Discussion:

- The applicant has engaged with leadership of Mountain Empire Community College and Dabney-Lancaster Community College to add both parties as advisory resources moving forward for this project. This is due to their experience with previously funded GO Virginia projects that operate in this space.

Staff Recommendations:

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

Technology Academies for Fauquier and Rappahannock Counties

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 Applications Site Development & Infrastructure

Per Capita Application

Hampton Roads Economic Development Sites Readiness: Phase II

Region: 5

Participating Localities:

Southampton County (in kind match)

City of Chesapeake (in kind match)

Investment Strategy: Site Development

Targeted Industries: Advanced Manufacturing, Business and Shared Services, Distribution and Logistics, Food and Beverage Processing, and Information Technology

Type of Project: Per Capita Implementation

Applicant(s): Hampton Roads Planning District Commission

Project Goal(s): To leverage funds to complete due diligence work recommended by earlier studies, including the Enhanced Site Characterization project recently performed by the Virginia Economic Development Partnership (VEDP, 2019), for two sites in Region 5, helping to accelerate their development to Tier 4 and complete a new site characterization study for a third site. This effort will assist in promoting the availability of shovel-ready sites to prospective businesses, which would in turn help to create higher paying jobs in Hampton Roads.

Project Description: The request for funding from GO Virginia is \$3,751,545.00 and will be used for the next phase of due diligence, infrastructure construction, and engineer's review and certification of work completed for Tier 4 with confirmation infrastructure can be completed within 12 months for the two Tier 2 sites. In addition, a site characterization study and site analysis will be completed for a third site. The sites included in this application for funding are: Three Oaks Industrial in the City of Chesapeake (90 acres), Southampton Commerce and Logistics Center (80 acres) in Southampton County, and the Beale Farm in Southampton County (203 acres, 80+ acres developable).

The match from this project comes from the acquisition of the Three Oaks Industrial property by the City of Chesapeake, bond payments by Southampton County for Southampton Commerce and Logistics Center, and the contractual acquisition of the Beale Farm property by Southampton County.

Hampton Roads Economic Development Sites Readiness: Phase II

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 3,751,545.00
Matching Funds	\$ 10,476,310.18
Local Match	\$ 10,476,310.18
Additional Leverage	\$ -
Total Project Budget	\$ 14,227,855.18

Outcomes:

- 1 site elevated from Tier 2 to Tier 4 with an estimated 90 acres of land.
- 1 site elevated from Tier 2 to Tier 4 with an estimated 80 acres of land.
- 1 site characterized with an estimated 80 acres of developable land.
- 400 jobs created

Workgroup Discussion:

- Of the three properties being proposed by this application, the Beale Farms site is not owned by the applicant, however documentation has been provided showing that the property purchasing rights are contractually obligated to Southampton County.
- The applicant has requested to reduce the match that resulted from legal fees associated with securing the purchase agreement for Beale Farm by \$34,016.08. This project still exceeds the necessary matching requirements.

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this project for approval, contingent on the availability of resources allowed by the state budget.

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 Startup Ecosystem

Per Capita Application

Workforce and Entrepreneurship Initiatives in a Regional Makerspace

Region: 2

Participating Localities:

City of Lynchburg (in-kind match)

Bedford County (letter of support)

Campbell County (letter of support)

Investment Strategy: Workforce Development/Startup Ecosystem

Targeted Industries: Manufacturing and Information and Emerging Technologies

Type of Project: Per Capita Implementation

Applicant(s): Vector Space

Project Goal(s): To facilitate the implementation of expanded programming and equipment at the Vector Space centered around workforce development and entrepreneurship for underserved populations.

Project Description: To support workforce development needs in the Materials and Machinery cluster, Vector Space will partner with HireLynchburg and Virginia Career Works to implement a 12-week Women in Machining program. Building on two prior pilot programs, a new Skills USA curriculum will be added to the program. Vector Space will collaborate with Central Virginia Community College (CVCC) during the second year of the grant to explore and plan a Women in Welding program based on the same principles.

Entrepreneur support at Vector Space is to include access to equipment and training for startups, as well as professional support services for prototyping. Co.Starters is a 10-week program that equips aspiring entrepreneurs with insights, relationships, and tools needed to turn business ideas into action. Recruitment will focus on micro-manufacturing and technology startups, with encouragement for relevant graduates to continue their business development with Regional Accelerator & Mentoring Program (RAMP). Vector Space will work with the Lynchburg Regional Business Alliance (LRBA)'s EPIC Center for Entrepreneurs to design and offer complementary services between the Center and Vector Space. Vector Space will offer a series of workshops in partnership with University of Lynchburg, Randolph College, and Sweet Briar College to encourage entrepreneurial thinking in area college students. High school students will have the ability to participate in STEM projects, from engineering to entrepreneurship, in after school and summer programs that encourage career exploration.

Workforce and Entrepreneurship Initiatives in a Regional Makerspace

The match for this project comes from a variety of sources, including AI Stroobants Foundation, Lynchburg Office of Economic Development and Tourism, HireLynchburg, Stanley Black & Decker, and from the applicant.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 324,000.00
Matching Funds	\$ 162,100.00
Local Match	\$ 69,000.00
Additional Leverage	\$ -
Total Project Budget	\$ 486,100.00

Outcomes:

- 37 jobs filled over three years (previously 22)
- 8 businesses launched (previously 4)
- 5 businesses served

Workgroup Discussion:

- The applicant has developed a relationship with Central Virginia Community College that allows participants in the Women in Machining program to obtain credits towards CVCC’s MAC 1616: Machine Shop Practices I program.
- The applicant has developed connections with some players in the entrepreneurial ecosystems space including Virginia Innovation Partnership Corporation and Roanoke Business Accelerator (RAMP) and continues to foster further relationships with leaders of the space including Verge and Valley’s Innovation Council.
- Limited outcomes during the grant period but will add new capacity and system resource to the startup ecosystem, as recommended by the Region 2 Regional Entrepreneurship Initiative plan.

Staff Recommendations:

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

Workforce and Entrepreneurship Initiatives in a Regional Makerspace

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 Application

Accelerate 2023/2024

Region: 7

Participating Localities:

Arlington County (cash match)

Fairfax County (in kind match)

Investment Strategy: Startup Ecosystem

Targeted Industries: Cybersecurity, Emerging Technologies, Professional Services, Transportation and Autonomous Vehicles, Bio and Life Sciences

Type of Project: Per Capita

Applicant(s): George Mason University

Project Goal(s): To strengthen and advance Northern VA as a world-renowned center of excellence for innovative emerging technologies, benefitting the regional community and promoting economic growth by drawing capital from around the country to a showcase of the top tech companies in Virginia.

Project Description: ACCELERATE is a year-long process of engaging tech entrepreneurs, investors, and ecosystem partners. It culminates in an investor conference and student/high growth startup competition that showcases Virginia as a powerhouse for innovation and business opportunity. The conference convenes angel and venture investors in Region 7 and from across the US to learn, network, and connect with a rich pipeline of local, tech-focused, high-growth companies. The competition targets entrepreneurs with early through mid-seed stage businesses with the potential to have an immediate, positive, and significant impact on our local economy, as well as student concepts with longer-term business viability. The competition fuels innovation based business growth by showcasing a diverse set of the best and brightest new business concepts to potential investors. GO Virginia funds will be used for salaries, event supplies, software, contract services, indirect, and grant administration costs.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 534,083
Matching Funds	\$ 408,500
Local Match	\$ 93,500
Additional Leverage	\$ 116,000
Total Project Budget	\$ 1,058,583

Accelerate 2023/2024

Outcomes:

- 100 new jobs created
- \$50 Million total capital raised
- 100 entrepreneurs engaged

Workgroup Discussion:

- Project builds off launch of Accelerate 2022 event last year.
- The total match cannot be qualified at this time. Lacks commitment letters of private sector and locality contributors.
- Unclear how Smart City Works contract services activities aligns with the scope of work
- Uncertain alignment to REI strategy and development

Staff Recommendations:

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

Requirements	
\$2:1 Match Requirement	Not qualified
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	Undetermined

Per Capita Application

Carver Food Business Incubator

Region: 9

Participating Localities:

Culpeper Town (letter of support)

Orange County (letter of support)

Fauquier County (letter of support)

Rappahannock County (letter of support)

Investment Strategy: Startup Ecosystem

Targeted Industries: Food and Beverage Manufacturing

Type of Project: Per Capita Implementation

Applicant(s): Culpeper County

Project Goal(s): To support and help scale existing Region 9 food and beverage manufacturing companies and to support development of new manufacturing products to be sold across state lines and to revitalize the former George Washington Carver Regional High School (now referred to as the Carver Center) into a thriving and sustainable agricultural education, production, research, and training hub.

Project Description: Culpeper County aims to complete a community kitchen currently under construction by providing crucial specialized equipment, which specifically addresses the needs of businesses as they add value to local produce and prepare products for the interstate market. The effort will focus GO Virginia funds on expanding Food and Beverage Manufacturing opportunities. Supplemental educational offerings including business operation, scaling, and access to capital will ensure opportunities within this growing, traded sector. GO Virginia funds will be used for equipment and grant administration. Matching funds will be used to share costs of the equipment and staff support to provide workshops to the food businesses.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 199,726.56
Matching Funds	\$ 103,000
Local Match	\$
Additional Leverage	\$
Total Project Budget	\$ 302,726.56

Carver Food Business Incubator

Outcomes:

- 173 new jobs created
- 68 businesses served
- 67 new products released to market
- 15% increase in sales

Workgroup Discussion:

- Complement to existing Industrial Revitalization Fund grant
- Builds off a market analysis/feasibility study to develop value-added food enterprise center
- Strong effort to support the more rural counties of Region 9 including all counties outside of Charlottesville/Albemarle counties in the Region
- Outcomes need to be verified to represent traded sector activity
- Project lacks demand from committed food and beverage manufacturers

Staff Recommendations:

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

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	UNDETERMINED
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	UNDETERMINED



Regional ERR Applications

Economic Resilience and Recovery

United Way of Southwest Virginia - Employer-Sponsored Childcare Benefit, 2022

Region: 1

Participating Localities:

Tazewell County (letter of support)

Smyth County (letter of support and cash)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing

Type of Project: Economic Resilience Recovery/Per Capita

Applicant(s): United Way of Southwest Virginia

Project Goal(s): To help manufacturers in the region fill open jobs by increasing the labor force participation rate through the development of a pilot program to expand the capacity of the child care industry and address costs through the development of an employer-sponsored benefit program.

Project Description: This project will increase the pool of workers available and mitigate employer challenges brought on by the pandemic by piloting a program that will build new capacity in the child care industry and encourage area manufacturers to be active participants in the solution. Employers have committed to pilot a new employee-sponsored benefit to address cost barriers. Combined, the program coordinators expect an increase in hiring and improved retention rates. The goal of this project is to utilize GO Virginia funds to support the overall effort, launch an employer child care needs assessment and to administer the pilot program leading to a successful proof of concept which employers would then build into their standard operating budgets at the end of the two year grant period. The project seeks to increase capacity of area childcare providers through the development of a shared service model.

Type of Funds	Totals
GO Virginia Request	\$ 269,406
Matching Funds	\$ 400,000
Local Match	\$ 5,000
Additional Leverage	-
Total Project Budget	\$ 669,406

United Way of Southwest Virginia - Employer-Sponsored Childcare Benefit, 2022

Products:

- Completed Business Childcare Needs Assessment across 13 counties in Southwest Virginia.
- Development of an Employer Sponsored Childcare Benefit Program.
- Regional Shared Service Alliance formed to expand childcare system capacity.

Outcomes:

- 25 businesses participating on committee or engaged in project activities
- 4 businesses participating in the employer-sponsored childcare benefit program
- 76 jobs filled/retained
- 25 organizations served by the Regional Shared Service Alliance

Workgroup Discussion:

- Good focus and engagement from firms in advanced manufacturing, an identified targeted industry sector for Region 1.
- Virginia Early Childhood Foundation, as well as other stakeholders are partners in the effort.
- UWSWVA has relationships with more than 200 childcare providers in the region.
- Project addresses capacity and cost in the region.
- Some concerns about sustainability, but applicant has demonstrated success with fundraising and other grant/philanthropic sources.

Staff Recommendations: Based on the workgroup discussion and application review, staff recommends approval of this project, contingent on the availability of resources allowed by the state budget.

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

Economic Resilience and Recovery

Rappahannock and Germanna Community Colleges Patient Care Technician

Region: 6

Participating Localities:

Essex County (program marketing)
City of Fredericksburg (program marketing)
Spotsylvania County (program marketing)
Stafford County (program marketing)
Gloucester County (program marketing)

Investment Strategy: Workforce Development

Targeted Industries: Healthcare

Type of Project: Economic Resilience and Recovery

Applicant(s): Rappahannock Community College (RCC)

Project Goal(s): To address critical healthcare shortages exacerbated by the pandemic, RCC and Germanna Community College will partner to develop and deliver a non-credit Patient Care Technician program.

Project Description: Rappahannock Community College (RCC) and Germanna Community College (GCC) propose to refine previously developed programs in Nurse Aide and Medical Assisting into one Patient Care Technician (PCT) non-credit workforce development program that produces an advanced level of patient care provider for care provision across all clinical sites (inpatient, outpatient, and long term) where patient care is delivered. The Rappahannock Area Health Education Center (RAHEC), hosted by RCC, is the grant recipient and will oversee the project, covering both the RCC and GCC regions.

The purposes of the PCT program are to:

1. provide enhanced patient care education above the standard nurse aide requirements;
2. prepare students for enhanced task/care roles typically performed by other members of the health care team;
3. support and extend patient care delivered by Registered Nurses (RNs);
4. positively impact patient care outcomes across all clinical settings;

Rappahannock and Germanna Community Colleges - Patient Care Technician

5. partially offset the vacancies, particularly those exacerbated by the COVID pandemic, in RN staffing across all clinical areas by adding another qualified caregiver to the care team; and,
6. prepare the learner for two distinct certifications/licenses in the Commonwealth of Virginia.

The grant and matching funds (cash and in-kind contributions) will support a part-time project manager, program advertisement and recruitment of students, primary teaching faculty on both campuses, part-time lab and clinical instructors, additional supplies and equipment on both campuses, tuition, books, uniforms, student fees for screening, testing and licensure, and laptop computers in the labs for both course work and testing.

Type of Funds	Totals
GO Virginia Request	\$ 354,776
Matching Funds	\$ 177,057
Local Match	\$ 0
Additional Leverage	
Total Project Budget	\$ 531,169

Outcomes:

- Patient Care Technician program (non-credit)
- 120 Students Trained
- 110 Students completed
- 82 students credentialed
- 62 jobs filled

Workgroup Discussion:

- Good regional endorsement, but local participation is not “meaningful”
- Good employer endorsement, but no commitments to interview or hire
- Unclear if HEERF funds are properly recorded as program revenue
- Remove element of budget that includes student advising, already-covered costs by VCCS

Rappahannock and Germanna Community Colleges - Patient Care Technician

Staff Recommendations:

Based on the workgroup discussion, application review, and a more detailed budget provided by the applicant, staff recommends this project at a reduced award amount of no more than \$306,252, contingent on the availability of resources allowed by the state budget. Funding for establishment of the labs and other instructional costs will be released after Fast Forward approves the developed curriculum.

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

Economic Resilience and Recovery

NextGen Nurses

Region: 8

Participating Localities:

Page County (cash match)

Shenandoah County (cash match)

Warren County (cash match)

Investment Strategy: Workforce Development

Targeted Industries: Healthcare

Type of Project: Economic Resilience and Recovery

Applicant(s): Shenandoah University

Project Goal(s): To address critical healthcare shortages exacerbated by the pandemic, Shenandoah University and Valley Health System will partner to develop and deliver a model that will:

- Systematically increase the number of Nurse Preceptors
- Increase the number of clinical hours achieved in the University Simulation Lab
- Increase the number of newly trained nurse graduates who are retained in the region
- Increase the number of new nursing enrollments
- Increase the number of new nurses hired by Valley Health

Project Description: Next Gen Nurses will address workforce shortages and other challenges within the healthcare sector which have been exacerbated by the pandemic, and will help Region 8 to rebuild capacity and support the healthcare system as it recovers. Shenandoah University, Valley Health, Virginia Department of Health-Lord Fairfax District (VDH), and regional localities have come together to develop an innovative approach to:

- Capture the professional knowledge and wisdom of retiring nurses by enabling them to train the next generation of nurses before they leave the profession.
- Create a sustainable pipeline of trained and onboarded nursing clinical trainers, known as preceptors, for the Shenandoah Valley region.
- Increase regional opportunities to rely on simulation to meet clinical training requirements as an option to stretch limited clinical preceptorships.

The grant will support the purchase of simulation lab mannequins, provide salaries for part-time nurse preceptors, and develop a curriculum.

NextGen Nurses

Type of Funds	Totals
GO Virginia Request	\$ 496,000
Matching Funds	\$ 343,455
Local Match	\$ 7,300
Additional Leverage	179,790
Total Project Budget	\$ 1,019,245

Outcomes:

- Nurse Preceptor Curriculum
- Enhanced Simulation Lab capabilities at Shenandoah University
- 35 new preceptors trained
- 140 additional nurses trained
- 25% of clinical hours achieved by 460 Shenandoah University nursing students

Workgroup Discussion:

- Valley Health is the only industry partner. The Next Gen Nurses Project will partner with the Virginia Hospital and Healthcare Association as well as form an advisory group of other healthcare providers. VHHA has agreed to participate in a leadership role in the industry advisory group and thus can provide perspective and feedback from their 25-member healthcare systems across the Commonwealth.
- Project will aim for graduate retention through a strategy that includes adoption of a structured competency nurse residency program, outreach about Valley Health Sign on Bonus Program, and continued collaboration between Valley Health and SU on hiring events
- Virginia Department of Health and local health districts have endorsed this project.
- Fair local participation (cash) but uncertain reference to specific mitigation strategy proposed in the proposal.
- Preceptor curriculum will be shared statewide.
- Added value of the application is the curriculum development and use of a simulation lab.

Staff Recommendation: Based on the workgroup discussion and application review, staff recommends this project be approved at a reduced level of \$306,000 contingent on the availability of resources allowed by the state budget.

NextGen Nurses

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

Economic Resilience and Recovery Application

BEACON’s Kitchen

Region: 9

Participating Localities:

Albemarle County (cash match)

City of Charlottesville (cash match)

Investment Strategy: Startup Ecosystem

Targeted Industries: Food and Beverage Manufacturing

Type of Project: Economic Resilience and Recovery

Applicant(s): New Hill Development Corporation

Project Goal(s): To stabilize existing Food and Beverage businesses still recovering from the economic impact of the COVID-19 pandemic and to grow Food and Beverage manufacturing activity in the region.

Project Description: The New Hill Development Corporation seeks Phase 2 project funding for its Black Entrepreneurial Advancement and Community Opportunity Network (BEACON) Kitchen. Phase 2 includes opening a 11,500 square foot shared commercial kitchen incubator in order to provide food entrepreneurs with a cost-effective space to produce, package, store and distribute tradable manufactured products. Phase 2 will also hire a full-time operations manager to equip the new space, recruit food and beverage manufacturers and entrepreneurs and coordinate food product consultant expertise. Technical assistance services for the food and beverage manufacturers will be provided to support the growth of these companies into new and out of state markets. Phase 1 of BEACON was the creation of a Food Business Boot Camp in cooperation with Culinary Concepts AB, the Community Investment Collaborative (CIC), and Central Virginia Small Business Development Center (CVSBDC). This Boot Camp is open to African American food entrepreneurs of all types. This training phase is well underway with cohort of classes beginning in April 2022. GO Virginia funds will be used for salaries, food product manufacturing technical assistance/consultants, and equipment.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 189,000
Matching Funds	\$ 94,500
Local Match	\$ 50,000
Additional Leverage	\$ 10,000
Total Project Budget	\$ 293,500

BEACON’s Kitchen

Outcomes:

- 77 new jobs created
- 28 new businesses created
- 30 new tradeable food products produced
- 40 businesses served
- 10% increase in sales for existing businesses served

Workgroup Discussion:

- Strong regional collaboration and local participation
- Builds off previously funded Resurgence grant
- Strong partnerships with entrepreneur-serving organizations
- Kitchen memberships are below-market rate to cater those businesses hit hard by the pandemic economic impacts
- Fills demand for larger, shared-use commercial kitchen and accommodates nut and gluten free food production

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this project be approved as submitted.¹

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

¹ Region 9 Council approved this project as a Per Capita Implementation project in the event the ERR funds are not available.



Economic Resilience and Recovery - Fast Access Applications

Administrative Approvals: ERR Fast Access

Shenandoah Valley Small Business Resiliency Teams (SBRT) Round 2

Region: 8

Participating Localities: Counties of Augusta (cash and in-kind), Clarke (cash and in-kind), Frederick (cash and in-kind), Highland (cash and in-kind), Page (cash and in-kind), Rockbridge (cash and in-kind), Rockingham (cash and in-kind), Shenandoah (cash and in-kind), and Warren (cash and in-kind); Cities of Buena Vista (cash and in-kind), Harrisonburg (cash and in-kind), and Winchester (cash and in-kind)

Investment Strategy: Cluster Scale-up

Targeted Industry(s): Tourism, Professional Services, and Retail

Type of Project: ERR Fast Access

Applicant(s): Laurel Ridge Community College

Project Goal(s): To enable Business Resiliency Navigators to work with the small business community and assist in the specific areas of e-commerce, finance, and operational systems. This program will help participating businesses stay on-track and fully focused on successful growth strategies and actions by providing existing resources and skills, as well as defined focus and technical expertise.

Project Description: The Small Business Resiliency Team (SBRT), consisting of Harrisonburg Economic Development, Frederick County Economic Development, Shenandoah Valley small Business Development Center, and Lord Fairfax Small Business Development Center, will assemble a consortium of service providers to work directly with participating businesses to identify the most appropriate type of assistance to address their needs in implementing recommendations for clients. Services will include consulting, training, contracted technical assistance, and a marketing cohort to help the region's small business owners mitigate the economic impact of COVID-19 in the near term, as well as prepare them for successful longer term outcomes.

GO Virginia funds will be utilized for staff salaries and contract services.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 50,500
Local Match	\$ 43,500
Additional Leverage	\$ -
Total Project Budget	\$ 150,500

Outcomes:

- 60 businesses served

Staff Recommendation:

Staff recommends approval of this application contingent on the availability of resources allowed by the state budget.



Administratively Approved Enhanced Capacity Building Applications

Administrative Approvals: Enhanced Capacity Building

I-64 Innovation Corridor Global Internet Hub Growth Plan Initiative

Region: 4/5

Participating Localities: Virginia Beach (Region 5), Henrico County (Region 4)

Investment Strategy: Cluster Scaleup

Targeted Industry(s): Advanced Manufacturing, Health/Life Sciences, Information and Emerging Technologies, Logistics (R4) and Advanced Manufacturing, Cybersecurity/Data Analytics, Model-Sim, and Logistics (R5)

Type of Project: Enhanced Capacity Building

Applicant(s): Virginia Beach Economic Development

Project Goal(s): To position the I-64 Corridor megaregion to become one of the world's leading digital ecosystems and drive economic growth in the technology sectors in both Region 4 and Region 5 and the greater Commonwealth.

Project Description: Virginia Beach Economic Development will lead this effort with specialized consultants to develop a strategic growth plan that coordinates, directs and accelerates the digital infrastructure community and stakeholders in making the I-64 Innovation Corridor a Global Internet Hub. The initiative's approach will be to first recruit the I-64 Innovation Corridor Global Internet Hub Growth Plan steering committee to meet monthly to develop the plan and which will encompass Region 4 and 5 participating localities, RVA-757 connects, private sector energy and digital infrastructure companies (including owners of offshore cables and data integration centers), economic development organizations and chambers of commerce. The project will also include a situation review that includes gathering pre-existing reports on Global Internet Hubs across the world and a final strategic plan and report. GO Virginia funds will be used for contract services and matching funds will be used to cost share those contract services and meeting expenses.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 50,000
Local Match	\$ 20,000
Additional Leverage	\$ 10,000
Total Project Budget	\$ 160,000

Products:

- Establishment of a Steering Committee
- Strategic Plan to include:
 - Global Internet Hub Situation Review
 - Feasibility of developing a GIH in Richmond/Hampton Roads

- Rankings Action Plan: A plan to understand the precise ratings of Global Internet Hubs. Hire TeleGeography, an international research company that rates and ranks Global Internet Hubs, for their assessment and best performance suggestions to move up in their rankings.
- Tax Incentives Action Plan: A detailed plan and rationale that can be provided to the General Assembly and all jurisdictions along the Corridor.
- Cable Landings Action Plan: Promote additional cable landing sites. Hire ASN, SubCom, or Xtera to analyze and assess these sites. Their connections to the development of this Business Plan will introduce and connect the I-64 Innovation Corridor to the world.
- Energy and Water Resources: The Growth Plan will include a recommended feasibility study of potential sites in the I-64 Innovation Corridor based on existing or easily extended energy and water resources.
- This potential list of Action Plans could also include Workforce Education/Talent Pipeline Plan.

Staff Discussion:

- What is the line of sight to implementation? Site Development and Workforce Development
- VEDP is mentioned in application but is not listed as steering committee member.
- Match documentation questions: Missing letter of commitment (\$10,000) from VA Beach and Hampton Roads Alliance committing \$10,000 but \$5000 in budget

Staff Recommendation:

- Staff recommends approval of this application contingent on the receipt of proper match documentation and the inclusion of a VEDP representative on the project's steering committee.



Memorandum

TO: GO Virginia Board Members
FROM: DHCD Staff
RE: GO Virginia Funded Projects - Update
DATE: 6/14/2022

The following link to the [GO Virginia Funded Projects](#) shows all projects funded to date. This represents 215 projects with a total funded amount of \$82,274,807.