



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

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

**Tuesday, March 12, 2024**

**1:00 PM – 3:00 PM**

[Virtual Link](#)

**Location:**

**Library of Virginia**

**1<sup>st</sup> Floor Conference Room**

**800 E Broad St, Richmond, VA 23219**

**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 – <b>Action Item</b>                                       | (pg. 1)  | Chair             |
|       | a. December 12, 2023 Meeting Minutes                                      |          |                   |
| III.  | ELECTION OF OFFICER – 2 <sup>nd</sup> Vice Chair – Regional Councils      |          | Chair             |
| IV.   | DEPUTY DIRECTOR’S REPORT  | (pg. 7)  | Sara Dunnigan     |
|       | a. <b>Action Item:</b> Per Capita Applications (2)                        |          |                   |
|       | b. <b>Action Item:</b> Region 6 Board Appeal – Igniting Entrepreneurship  |          |                   |
| V.    | HEALTHCARE TASK FORCE REPORT  | (pg. 18) | Todd Stottlemeyer |
|       | a. <b>Action Item:</b> Board Policy #17 - Healthcare Industry Investments |          |                   |
| VI.   | PROGRAM PERFORMANCE AND EVALUATION COMMITTEE REPORT                       |          | Todd Stottlemeyer |
| VII.  | POLICY AND GOVERNANCE COMMITTEE REPORT                                    |          | Emily O’Quinn     |
| VIII. | INFORMATION ITEMS   | (pg. 21) | Sara Dunnigan     |
|       | a. Regional Council Letters on JLARC Recommendations                      |          |                   |
|       | i. Joint Regional Council Letter  |          |                   |
|       | ii. Region 6 Council Letter   |          |                   |
|       | b. DHCD Administratively Approved Projects                                |          |                   |
|       | c. FY24 Q2 Financial Report and Project Pipeline                          |          |                   |
| IX.   | ADJOURNMENT   |          | Chair             |



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## **2024 Meeting Schedule**

**June 13, 2024– Virtual**  
**September 12, 2024– In Person**  
**December 12, 2024- Virtual**



VIRGINIA INITIATIVE FOR  
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## II. CONSENT AGENDA - *Action Items*

- a. December 12, 2023 Meeting Minutes



VIRGINIA INITIATIVE FOR  
**GROWTH &  
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IN EACH REGION

**VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING**  
**December 12, 2023**  
**3:00 PM**  
**Library of Virginia**  
**800 E. Broad St., Richmond VA. 23219**

Members Present

Delegate Terry Austin  
Senator George Barker  
The Honorable Steve Cummings  
Ben J. Davenport, Jr.  
Jim Dyke  
Cliff Fleet  
W. Heywood Fralin  
Leah Fremouw  
Kenneth Johnson  
John King  
Emily O'Quinn  
Jon Peterson  
Senator Frank Ruff  
Todd A. Stottlemyer  
Pia Trigiani

Members Absent

Nancy Howell Agee  
Speaker Todd Gilbert  
William Holtzman  
Senator Janet Howell  
Delegate Terry Kilgore  
Delegate Barry Knight  
The Honorable Caren Merrick

Call to Order

Mr. Todd Stottlemyer, Vice 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

Mr. Stottlemyer opened the floor for public comment.

No members of the public appeared before the Board for the public comment period.

Mr. Anderson noted that staff had not received written public comment ahead of the Board meeting.

The public comment period was closed.

Board Proclamation  
Honoring John O.  
“Dubby” Wynne

Mr. Stottlemeyer noted that the resolution included in the Board packet slightly differed from the one that the Board would be voting on.

Mr. Stottlemeyer read the amended resolution honoring Mr. John O. “Dubby” Wynne, noting that as part of the resolution, it would be spread across the minutes of the meeting.

A motion was made by Mr. Fralin and seconded by Mr. Davenport to adopt the resolution honoring Mr. Wynne, as presented by Vice Chair Stottlemeyer. The motion passed.

Consent Agenda

Mr. Stottlemeyer introduced the meeting minutes of the September 12, 2023, meeting of the Board, the Region 3 SVRA Sites Scope Change, the Region 5 FY24 Capacity Building Budget, and the 2023 Regional Growth & Diversification Plan Updates as part of the Consent Agenda. Mr. Stottlemeyer noted that the September 12, 2023 minutes as presented in the packet had a technical error relating to the attendance of a member, and that the version to be voted on would have that technical error rectified. A motion was made by Mr. Dyke and seconded by Mr. Barker to approve the consent agenda as a bloc. The motion passed.

Deputy Director’s Report

Ms. Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD, presented the Board with 2 Per Capita applications regarding workforce development: ACA Classical & CTE Academy Welding Program from Region 2, and Rappahannock Community College New Career Training Center from Region 6. Ms. Dunnigan then presented the Board with 2 Talent Pathways Planning Initiative application: ACI TPI from Region 1 and Region 4 Talent Pathways Initiative Planning from Region 4. Ms. Dunnigan also presented the Board with 1 Competitive Fund application: Promoting Careers in Aquaculture 2.0 from Regions 5 & 6.

It was requested by Mr. Johnson that the Region 4 Talent Pathways Initiative Planning application be pulled from the bloc vote so that he may abstain due to a conflict of interest.

After discussion, a motion was made by Mr. Dyke to approve the remaining applications as recommended by staff as a bloc. The motion was seconded by Mr. Fleet. The motion passed.

A motion was made by Mr. Fleet to approve the Region 4 Talent Pathways Initiative Planning application. The motion was seconded by Ms. Fremouw. The motion passed with one abstention (Mr. Johnson).

JLARC Report:  
Recommendations and  
Summary

Mr. Stottlemeyer recognized Mr. Bryan Horn, Director of the Virginia Department of Housing and Community Development, to provide an update and overview of the Joint Legislative and Audit Review Commission (JLARC) report.

Mr. Horn noted that all Board members had received a copy of the report via email prior to the meeting, which had been posted public to the JLARC website after Commission review on December 11, 2023.

Mr. Horn provided a brief overview of the report and noted that staff was committed to work alongside the Board to address the recommendations provided in the report.

JLARC Study Discussion  
and Next Steps

Mr. Stottlemeyer noted that the Board had taken steps in previous months to amend the governing Bylaws to create multiple committees that would be key in reviewing the JLARC report and creating a plan of action for addressing the report's concerns and recommendations.

Mr. Stottlemeyer detailed that the Chairs of the Program Evaluation Committee and the Chair of the Regional Councils Committee would serve as co-Vice Chairs of the Board and that both positions are elected positions. In his existing capacity as an elected Vice Chair, Mr. Stottlemeyer shared his designation as the Chair of the Program Evaluation Committee.

Mr. Stottlemeyer also noted that the third committee, the Governance and Policy Committee, is chaired by a member to be appointed by the Chair. Mr. Stottlemeyer noted that Ms. O'Quinn has been asked and has accepted the position of Chair of the Governance and Policy Committee.

Healthcare Investment Taskforce Update

Mr. Stottlemyer announced that Mr. Austin, Ms. O’Quinn, and himself had been designated as members of the Healthcare Investment Taskforce. The Taskforce will hold a virtual public meeting in January with further details to be determined, as well as an in-person public meeting to be held directly preceding the March 12, 2024 meeting of the Board, with plans to present findings and recommendations to the full Board at that meeting.

Information Items

Ms. Dunnigan noted that three DHCD administratively approved projects as well as the Q1 FY24 Fiscal Report could be found in the Board packet.

Adjournment

The meeting was adjourned.

DRAFT

**GROWTH AND OPPORTUNITY VIRGINIA  
COMMONWEALTH OF VIRGINIA**

At a regular meeting of the Growth and Opportunity Board held at the Library of Virginia on Tuesday, December 12, 2023, at the hour of 3:00 p.m., the following resolution was unanimously adopted:

**WHEREAS, John O. “Dubby” Wynne**, was appointed by Governor Terence R. McAuliffe and confirmed by the 2016 Virginia General Assembly to serve on the Growth and Opportunity Board for a term of four years and subsequently reappointed by Governor Ralph S. Northam in 2020 to serve a term of four years; and

**WHEREAS**, he served the Board with distinction beginning on August 9, 2016; and

**WHEREAS**, he was unanimously elected Chairman of the Board, on October 12, 2016, serving in that capacity until June 24, 2020; and

**WHEREAS**, his vision for the future of the Commonwealth has been pivotal in the establishment and development of the Virginia Growth and Opportunity Fund; 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 greatly contributed to the realization of this Board’s mission; and

**WHEREAS**, his dedicated vision for Virginia to grow fiscally independent of reliance on outside sources 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 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 critical to the execution of this Board’s directive; and


**WHEREAS**, his affinity for assembling leaders across the Commonwealth who are passionate about making Virginia the top state for talent and the best place to live and work was essential to this Board’s accomplishments; and

**NOW, THEREFORE, BE IT RESOLVED**, That the Growth and Opportunity Virginia Board does hereby posthumously express its gratitude to **John O. “Dubby” Wynne**, and his family for his many contributions to this body and for his enhancement of the professional and personal lives of all who have been associated with him; and

**BE IT FURTHER RESOLVED**, That a copy of this resolution be spread upon the Minutes of this meeting and that the resolution be presented to his wife, Susan Stribling Snodgrass Wynne, as a permanent testament of our affection, esteem, and high regard.



  
\_\_\_\_\_  
Nancy Howell Agee, Chair

  
\_\_\_\_\_  
Todd Stottlemyer, Vice Chair



**VIRGINIA DEPARTMENT OF HOUSING  
AND COMMUNITY DEVELOPMENT**  
*Partners for Better Communities*





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#### IV. DEPUTY DIRECTOR'S REPORT

- a. **Action Item:** Per Capita Applications (2)
- b. **Action Items:** Region 6 Board Appeal -Igniting Entrepreneurship



# Per Capita Applications Workforce Development

## Per Capita Application

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### Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP)

**Region:** 2

**Applicant(s):** Radford University

**Participating Localities:** Montgomery County (in-kind, Advisory Board), Pulaski County (in-kind, Advisory Board), City of Radford (in-kind, Advisory Board)

**Investment Strategy:** Workforce Development

**Targeted Industries:** IT and Emerging Technologies

**Type of Project:** Per Capita Implementation

**Project Goal(s):** To increase the pool of qualified candidates in the Information Technology and Emerging Technologies cluster.

**Project Description:** This project seeks to increase the number of certifications earned in the information technology field through a partnership between Radford University and the Commonwealth Cybersecurity Initiative – Southwest Virginia. The project team will convene meetings between representatives from IT and cybersecurity programs at Virginia Tech, Radford University, and New River Community College and businesses in the Region to enhance communication within the cluster.

This initiative will establish a Pearson VUE testing lab in the City of Radford and market the need for certifications to college students and regional employers. This initiative will also seek to connect certified students and regional businesses through internships and career fairs in the form of a “Talent Connector Program”.

GO Virginia funds will be used for salaries related to grant administration, renovations and equipment for the Pearson VUE testing center, program outreach, and indirect costs. Match for this project includes salaries for Pearson VUE testing center staff and in-kind contributions via locality participation in an advisory role.

## Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP)

### Project Budget:

| Type of Funds               | Totals            |
|-----------------------------|-------------------|
| <b>GO Virginia Request</b>  | <b>\$ 202,872</b> |
| <b>Matching Funds</b>       | <b>\$ 116,863</b> |
| Local Match                 | \$15,363          |
| <b>Additional Leverage</b>  | <b>\$0</b>        |
| <b>Total Project Budget</b> | <b>\$ 319,735</b> |

### Products:

- Talent Connector Program Launched
- Pearson Vue Testing Center Launched

### Outcomes:

- 104 credentials awarded
- 15 businesses served

### Workgroup Discussion:

- This project application included several strong letters of support from local private industry partners demonstrating an appetite for certifications targeted by this effort.
- This project proposes a great opportunity for collaboration among higher education institutions focused on meeting industry demand.

### Staff Recommendation:

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

| Application Review Checklist     |     |
|----------------------------------|-----|
| Alignment with G&D Plan          | YES |
| High-wage Job Creation Potential | YES |
| 3 Year ROI/5 Year ROI            | YES |
| \$1:1 Match Requirement          | NO  |
| Total Match Waiver Requested     | YES |
| 20% Local Match Requirement      | NO  |
| Local Match Waiver Requested     | YES |
| Grant Management Capacity        | YES |
| Sustainable After GOVA Funds     | YES |

## Per Capita Application

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### GO TEC Region 3 Expansion

**Region:** 3

**Applicant(s):** The Institute for Advanced Learning and Research

**Participating Localities:** Brunswick County (Cash and In-Kind) and Henry County (Cash and In-Kind)

**Investment Strategy:** Workforce Development

**Targeted Industries:** Advanced Manufacturing, Business Services and IT Data

**Type of Project:** Per Capita Implementation

**Project Goal(s):** To increase the pool of qualified candidates in targeted industries for GO Virginia Region 3

#### **Project Description:**

The project will add two new Career Connections labs, one in Henry County and one in Brunswick County. These new Career Connections labs will focus on advanced manufacturing and IT modules. This portion of the project comprises \$276,808 of the GO Virginia request for equipment, with \$240,278 of the matching funds proposed to go towards teacher salaries, classroom space, computer, and additional equipment and supplies.

The project will also add a 9th and 10th grade bridge pilot program in Henry County. This would attempt to bridge the gap between the current middle school GO TEC® programming and CTE education which occurs in 11th and 12th grade. This portion of the project is proposed to make up \$225,850 of the matching funds, with costs going towards equipment and supplies.

The project also proposes adding equipment used for currently taught modules in 16 middle schools with existing GO TEC career exploration labs. This would involve adding augmented reality welding equipment to the current curriculum and adding Arduino Uno units for the IT programming and coding curriculum to scaffold learning to the current Raspberry Pi units. This portion of the project comprises \$121,008 of the GO Virginia request.

In addition, the project proposes adding welding tools and supplies for up students at Patrick and Henry Community College. This work would build upon the College's recent expansion of their Manufacturing Engineering and Technology Complex, establishing P&HCC as

## GO TEC Region 3 Expansion

the region’s welding hub. This portion of the project requests \$49,720 of GO Virginia funding to pay for welding packs consisting of PPE and welding supplies for 88 individual welding students. This portion of the project also proposes \$51,109 in matching funds (\$39,609 for equipment, \$11,500 for welding scholarships for tuition).

On the whole, GO Virginia funds will be used for grant administration, indirect costs, equipment, supplies, and outreach. Matching funds will be used for teacher salaries, supplies and equipment for the career connections labs, in-kind value of GO TEC classroom spaces, supplies and equipment for a 9<sup>th</sup> and 10<sup>th</sup> grade GO TEC pilot program in Henry County, and for welding equipment and scholarships for the Community College.

### Project Budget:

| Type of Funds               | Totals              |
|-----------------------------|---------------------|
| <b>GO Virginia Request</b>  | <b>\$ 489,381</b>   |
| <b>Matching Funds</b>       | <b>\$ 517,237</b>   |
| Local Match                 | \$ 204,524          |
| <b>Additional Leverage</b>  | <b>\$ 42,270</b>    |
| <b>Total Project Budget</b> | <b>\$ 1,048,888</b> |

### Outcomes:

- 488 students trained (300 in middle school Career Connections labs, 100 trained in 9<sup>th</sup> and 10<sup>th</sup> grade pilots, 88 as part of the community college welding component)
- 56 credentials award as part of the community college welding component
- 2 new GOTECH middle school labs

### Workgroup Discussion:

- Opportunity to expand program to two new middle schools
- The 9<sup>th</sup> and 10<sup>th</sup> grade pilot is an exciting opportunity to bridge the gap between current GO TEC offerings and CTE opportunities in 11<sup>th</sup> and 12<sup>th</sup> grades
- Additional equipment for existing modules in existing GO TEC Career Connections labs has not been supported before with GO Virginia funds
  - GO Virginia funds are intended as catalytic investments which are then sustained by the project team; investment for new equipment for existing modules in existing labs raises concerns about sustainability
  - There is no cost-share proposed for the additional equipment
- The welding packs included in the request do not create enduring new or expanded training capacity after the 88 students progress through the program, and are not directly related to the primary project activity of the new Career Connection Labs

## GO TEC Region 3 Expansion

### Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project for approval for \$302,689.55; this would be inclusive of the new career connections labs, the scope of work with establishing the 9<sup>th</sup> and 10<sup>th</sup> grade pilot programs, and indirect/administrative rates for the grantee and subgrantee.**

| Application Review Checklist     |                 |
|----------------------------------|-----------------|
| Alignment with G&D Plan          | YES             |
| High-wage Job Creation Potential | YES             |
| 3 Year ROI/5 Year ROI            | NO <sup>1</sup> |
| 1:1 Match Requirement            | YES             |
| Total Match Waiver Requested     | N/A             |
| 20% Local Match Requirement      | YES             |
| Local Match Waiver Requested     | N/A             |
| Grant Management Capacity        | YES             |
| Sustainable After GOVA Funds     | YES             |

<sup>1</sup> The numbers used in the ROI calculations are generated by the welding program component at Patrick and Henry Community College, which is not recommended for funding.



## Memorandum

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**TO:** GO Virginia Board Members

**FROM:** DHCD Staff

**RE:** Appeal of the Igniting Entrepreneurship planning application

**DATE:** 3/12/2024

**BACKGROUND:** The enclosed letter by the Region 6 Council appeals DHCD's decision to deny the *Igniting Entrepreneurship* application submitted by Stafford County and requests the GO Virginia State Board reconsider approving it. The decision on why staff did not administratively approve this request is detailed in the accompanying project summary, under staff discussion.

**RECOMMENDATION:** Staff recommends upholding the decision taken administratively.





**Mary Ball Washington Regional Council**

**GO Virginia Region 6**

406 Princess Anne Street

Fredericksburg, VA 22401

[www.govirginia6.org](http://www.govirginia6.org)

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February 11, 2024

Ms. Nancy Howell Agee, Chair  
Virginia Growth and Opportunity Fund  
c/o Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, VA 23219

Dear Chair Agee:

The Region 6 Council is writing to appeal DHCD staff's decision to deny the Stafford County and JASON Learning *Igniting Entrepreneurship* Enhanced Capacity Building project.

JASON Learning is currently a partner with several school districts in Region 6 and has worked closely with localities across the region in the development and adoption of curriculum as part of its *Pathways to Success* Enhanced Capacity Building project. Our Council views the relationship between JASON and our K-12 partners as a testament to the organization's exemplary work in curriculum development and highlights the important role the organization fills in our school systems.

The *Igniting Entrepreneurship* project builds upon this collaboration by seeking to interweave principles of entrepreneurship with CTE curriculum relevant to the Professional, Scientific, and Technical Services industry. By doing this, our school systems will be preparing students that are ready for the workforce but are also capable of starting their own businesses in this industry. Our region often lags in business creation in comparison to the rest of the state - and like regions in other states - and needs younger folks to embrace the ideals of entrepreneurship. This project proposal does that in a systematic way by tying principles of entrepreneurship to a particular industry. Finally, there is strong regional collaboration from multiple planning districts in the proposal, which further speaks to the project's potential impact and need in schools.

We ask that the State Board reconsider the initial decision made on this application and approve it. Thank you for your consideration.

Sincerely,

**John Anzivino**

John Anzivino (Feb 12, 2024 13:23 EST)

John Anzivino

Mary Ball Washington Regional Council Chair

Sincerely,

A handwritten signature in black ink, appearing to read 'Jeff Szyperski', is written over a blue horizontal line.

Jeff Szyperski (Feb 14, 2024 07:35 CST)

Jeff Szyperski

Mary Ball Washington Regional  
Council Vice-Chair

## Administrative Approvals: Enhanced Capacity Building Igniting Entrepreneurship

**Region:** 6

**Participating Localities:** Stafford County Public Schools (In-Kind Match), Lancaster County Public Schools (In-Kind Match + Advisory Board), Westmoreland County Public Schools (In-Kind Match + Advisory Board)

**Investment Strategy:** Startup Ecosystem

**Targeted Industry(s):** Professional, Scientific, and Technical Services

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Stafford County Public Schools in partnership with JASON Learning

**Project Goal(s):** To prepare high school students in Region 6 for higher-paying jobs in the Professional, Scientific, and Technical Services industry cluster and help them develop the skills to become entrepreneurs by creating a unique localized curriculum to teach entrepreneurship across high schools.

**Project Description:** Similar to the Pathways to Success ECB project (22-GOVA-06C), the project is a partnership between Stafford County Public Schools and JASON Learning, a non-profit curriculum developer, to create curriculum localized to the region focused on entrepreneurship.

GO Virginia funds will be used to pay for contract services for JASON Learning to develop entrepreneurship curriculum to be delivered for grades 9-12. The curriculum will include teacher training modules and deliver the training to up to 50 educators from Stafford County Public Schools and other regional school district partners.

### Project Budget:

| Type of Funds               | Totals            |
|-----------------------------|-------------------|
| <b>GO Virginia Request</b>  | <b>\$ 100,000</b> |
| <b>Matching Funds</b>       | <b>\$ 100,000</b> |
| Local Match                 | \$ 17,102         |
| Additional Leverage         |                   |
| <b>Total Project Budget</b> | <b>\$ 200,000</b> |

### Product:

- Development of entrepreneurship curriculum

### Staff Discussion:

- Three school divisions of Stafford, Lancaster, and Westmoreland Counties committed to help cost share in the effort.

- The council already funded a similar planning project, *Young Entrepreneurs*, that was a partnership with a different consultant and Middlesex County.
- Previously funded Regional Entrepreneurship Initiative (REI) to map the Region 6 ecosystem is currently underway. Plan is not yet available to inform the Council.
- Line of sight to business creation is far away.



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## V. HEALTHCARE TASK FORCE REPORT

- a. ***Action Item:*** Board Policy #17 - Healthcare Industry Investments



## Memorandum

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**TO:** GO Virginia Healthcare Task Force Members  
**FROM:** DHCD Staff  
**RE:** Board Policy 17 – Healthcare Sector Investments  
**DATE:** 3/12/2024

**BACKGROUND:** In Sept 2023, the Board directed a task force to be formed to review Board Policy #4 Scholarships and Non-Traded Sectors, and to evaluate future GO Virginia investments to support the healthcare sector.

The Board approved an application at that meeting for a Talent Pathways Initiative Planning grant that stated that Southern Virginia (Region 3) had a competitive disadvantage when attracting and retaining traded sector industry investment because of their low healthcare outcomes, diminishing access to healthcare providers, and the availability of healthcare workers.

Further, a JLARC report issued in December 2023 recommended that the Board revise its policies to allow grants for healthcare projects under certain conditions.

The task force met on January 31<sup>st</sup> to deliberate on the matter and identified four criteria for eligibility. Staff consulted with the Virginia Department of Health as well as the Virginia Office for Education Economics (VOEE) to identify aligned objective evaluation criteria. They agreed that the primary objective of any future application focusing on healthcare should be to expand the pool of qualified workers, consistent with the goals, guidelines, and core performance measures for GO Virginia’s talent development strategy.

**RECOMMENDATION:** Advance the enclosed Policy 17 to the GO Virginia State Board for approval.



## Board Policy #17

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**TITLE:** Use of GO Virginia Funds for the Healthcare Sector

**EFFECTIVE DATE:** April 12, 2024

**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 Per Capita funds may be used to support the healthcare industry if a region can provide evidence that a lack of adequate healthcare services is negatively impacting its ability to grow one or more traded sector industry clusters defined in their Growth and Diversification Plan. The Board supports investments in workforce development as a means of addressing the service deficiency.

Regions requesting to use their Per Capita funds for this purpose must meet the following criteria:

- 1) The region must provide evidence that the lack of healthcare services is affecting its ability to grow one or more of the industry clusters defined in its plan.
- 2) The majority of the participating localities (by population) have been designated as a Geographic Healthcare Professional Shortage Area<sup>1</sup> by the Health Resources and Services Administration.
- 3) The effort is focused on expanding the pool of qualified workers in one or more of the occupations identified on the Virginia High Demand Occupation List (VOEE Career Clusters – Health Science) as defined by the Virginia Office of Education Economics.<sup>2</sup>
- 4) The region can demonstrate that there is not sufficient capacity to train workers for those occupations.

Approved projects must align with the GO Virginia program grant evaluation criteria – regional collaboration, economic impact, project readiness, and sustainability - and deliver one or more of the core performance outcomes for workforce development projects as defined by the Board.

This policy directs DHCD to develop final administrative guidance no later than April 12, 2024.

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on March 12, 2024.

**SUPERSESION:** This Board policy is new.

**DHCD DIRECTOR:** Bryan Horn

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<sup>1</sup> Source: <https://data.hrsa.gov/tools/shortage-area/hpsa-find>

<sup>2</sup> Source: <https://voee.org/virginia-2024-high-demand-occupations-dashboard/>



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## VIII. INFORMATION ITEMS

- a. Regional Council Letters on JLARC Recommendations
  - i. Joint Letter Council Letter
  - ii. Region 6 Council Letter
- b. DHCD Administratively Approved Projects
- c. FY24 Q2 Financial Report and Project Pipeline



## Memorandum

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**TO:** GO Virginia Board Members  
**FROM:** DHCD Staff  
**RE:** Regional Council JLARC Letters  
**DATE:** 3/12/2024

**BACKGROUND:** DHCD Staff has received two letters regarding the Joint Legislative Audit and Review Commission's (JLARC) report on the program since the December State Board meeting. One of these came from Regional Council leadership across every region and one came from the GO Virginia Region 6 Council specifically.

### **LETTER FROM THE REGIONAL COUNCIL CHAIRS**

DHCD staff received a letter addressed to Chair Agee dated December 21, 2023. The letter, signed by leadership from each Regional Council, addressed recommendations in the JLARC report on the program. In particular, it expressed support for the expansion of eligible applications for the Statewide Competitive Fund and encouraged engagement with regional leadership with the new State Board Committee structure. It also encouraged consideration of returning to the match requirements used during the COVID period.

### **LETTER FROM GO VIRGINIA REGION 6 COUNCIL**

DHCD staff also received a letter addressed to Chair Agee dated February 12, 2024, from the GO Virginia Region 6 Council. This letter expanded on the aforementioned letter from every region by noting additional recommendations that they thought were important to adopt. These included emphasizing other metrics such as an overall increase in workforce, relying less upon the ROI calculation in assessing project, and including representation from each GO Virginia region.





December 21, 2023

Nancy Howell Agee, Chair  
GO Virginia State Board  
c/o Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, VA 23219

Dear Chair Agee,

We join you in celebrating the release of the recent Joint Legislative Audit and Review Commission (JLARC) report on the GO Virginia program. The report's headline conclusions, that GO Virginia is improving regional collaboration and that projects have positive regional economic impacts, validate the choices we have made to volunteer our time to participate in the program at the regional level.

We also want to thank you and state staff for taking proactive steps to address issues covered in the report. The creation of new paths for access to the State Competitiveness Fund will be of great value in addressing one of JLARC's concerns with the full utilization of program funds. We also appreciate the creation of several state board committees to engage on issues of evaluation and process. We hope regional leadership will be purposely engaged in discussions with these committees and active contributors, moving the program forward together.

We also believe serious consideration is warranted for JLARC's recommendation to amend the Code of Virginia to return match requirements for GO Virginia projects to those utilized during the FY21–FY23 timeframe. The JLARC report provides very persuasive evidence that the 2:1 match requirement for all types of grants and waiver of local match enhanced the utilization of funds, increased the commitment of other matching funds, and still provided meaningful paths for local commitments.

Yours in partnership,

December 21, 2023

DocuSigned by:  
*Mark Eschle*  
F3C300CCDD744FF...

Mark Eschle  
Chair, GO Virginia Region 1 Council

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*William Amos*  
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William Amos  
Chair, GO Virginia Region 2 Council

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*Timothy Clark*  
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Timothy Clark  
Chair, GO Virginia Region 3 Council

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*Mark Hourigan*  
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Mark Hourigan  
Chair, GO Virginia Region 4 Council

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*Thomas Frantz*  
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Thomas Frantz  
Chair, GO Virginia Region 5 Council

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*John Anzivino*  
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John Anzivino  
Chair, GO Virginia Region 6 Council

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*Raul "Danny" Vargas*  
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Daniel Vargas  
Chair, GO Virginia Region 7 Council

DocuSigned by:  
*Joanie Eiland*  
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Joanie Eiland  
Vice-Chair, GO Virginia Region 8 Council

DocuSigned by:  
*Ethan Dunstan*  
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Ethan Dunstan  
Chair, GO Virginia Region 9 Council

cc: Sara Dunnigan, DHCD Deputy Director



**Mary Ball Washington Regional Council**  
**GO Virginia Region 6**  
406 Princess Anne  
Street Fredericksburg,  
VA 22401  
[www.govirginia6.org](http://www.govirginia6.org)

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February 12, 2024

Ms. Nancy Howell Agee, Chair  
Virginia Growth and Opportunity Fund  
c/o Virginia Department of Housing & Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219

Dear Chair Agee:

We would first like to thank DHCD and the GO Virginia State Board for their dedication in endeavoring to continuously improve the program. With that in mind, we are writing to follow up on the letter submitted on behalf of all regions regarding the recent JLARC report.

We strongly agree with the points made in the letter but want to highlight additional recommendations in the JLARC report that our region would like to see adopted. They are as follows:

- Emphasizing other metrics such as an overall increase in workforce and economic activities as much as job creation.
- Relying less upon the 3-year and 5-year ROI of a project to assess its potential impact.
- Representation from each GO Virginia region. Our Council strongly feels that including at least one member from each of the 9 regions is imperative. We feel that, among other things, it would assist current State Board members in understanding the unique economic opportunities in each region.

Thank you for your consideration and thank you again for your work in helping this worthwhile program reach its potential.

Sincerely,

**John Anzivino**

John Anzivino (Feb 15, 2024 14:59 EST)

John Anzivino

Mary Ball Washington Regional Council Chair

Sincerely,

A handwritten signature in black ink that reads "Jeff Szyperski".

Jeff Szyperski (Feb 15, 2024 09:58 CST)

Jeff Szyperski

Mary Ball Washington Regional  
Council Vice-Chair



# Administratively Approved Enhanced Capacity Building Applications

## Administrative Approvals: Enhanced Capacity Building

### ASD Agricultural Campus Site Planning

**Region:** 1

**Participating Localities:** City of Bristol (advisory committee), Carroll County (advisory committee), Lee County (advisory committee), Tazewell County (advisory committee), Washington County (advisory committee)

**Investment Strategy:** Startup Ecosystem

**Targeted Industries:** Agriculture/Food & Beverage Manufacturing

**Type of Project:** Planning Grant

**Applicant(s):** Appalachian Sustainable Development (ASD)

**Project Goal(s):** To develop a physical location that fosters innovation, collaboration, and curriculum for early-stage and small-scale agricultural businesses in Region 1.

**Project Description:** The applicant will hire contract consultants to develop a business and marketing plan, an economic impact analysis, and basic architectural and engineering planning for the ASD Agricultural Campus, which will increase the capacity of the organization to provide workforce training, agricultural expertise and resources for small farmers aspiring to grow their market access, and access to capital for businesses looking to expand.

GO Virginia funding will be used for contract services for architectural/engineering planning, business and marketing planning, and an economic impact study.

Match for the project will be used for architectural and engineering studies, environmental assessments, and other planning activities.

#### **Project Budget:**

| Type of Funds               | Totals           |
|-----------------------------|------------------|
| <b>GO Virginia Request</b>  | <b>\$ 25,000</b> |
| <b>Matching Funds</b>       | <b>\$ 25,000</b> |
| Local Match                 | \$ 0             |
| <b>Additional Leverage</b>  | <b>\$ 18,500</b> |
| <b>Total Project Budget</b> | <b>\$ 68,500</b> |

#### **Products:**

- Architectural and Engineering Plan
- Business and Marketing Plan
- Economic Impact Study

## ASD Agricultural Campus Site Planning

### **Staff Discussion:**

- While this is an early-stage endeavor to better focus the needs of the Agricultural Campus, ASD has a track record of developing relationships with small agricultural businesses and providing needed expertise, capital access, and market access to early-stage and smaller-scale agricultural businesses.
- The applicant is well connected, within the Region and also across Appalachia and the nation. The applicant provides an opportunity for local agricultural producers to scale and access markets in a way that would not otherwise be attainable.

## Administrative Approvals: Enhanced Capacity Building

### MRRP Site Selection Identification and Evaluation, 2024

**Region:** 1

**Participating Localities:** Bland County (cash match), Carroll County (cash match), Grayson County (cash match), Smyth County (cash match), Wythe County (cash match), City of Galax (cash match)

**Investment Strategy:** Site Development & Infrastructure

**Targeted Industries:** Advanced Manufacturing, Food and Beverage Manufacturing, Agriculture, Information and Emerging Technologies, Warehousing & Logistics, and Energy & Minerals

**Type of Project:** Planning Grant

**Applicant(s):** Mount Rogers Regional Partnership (MRRP)

**Project Goal(s):** To increase the inventory of shovel-ready sites in GO Virginia Region 1.

**Project Description:** The applicant and partnering localities will work with a consultant team to collect site data, conduct GIS analysis, and conduct fieldwork to identify 20-30 sites of at least 50-100 acres that may be ripe for future development. The sites will then be further studied to determine the 10 sites best suited for future development. After the 10 sites are identified, they will be presented to localities for prioritization and MRRP will assist the localities in applying for future site development funding opportunities, as well as strategic planning potentially including the formation of Regional Industrial Facilities Authorities.

GO Virginia funding will be used for contract services for consultant fees and data source tools. Match for the project will be used for contract services and in-kind time from the applicant for project administration.

#### **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                 | \$ 25,000         |
| <b>Additional Leverage</b>  | <b>\$ 179,250</b> |
| <b>Total Project Budget</b> | <b>\$ 302,880</b> |

#### **Products:**

- Site Identification and Evaluation study completed

## MRRP Site Selection Identification and Evaluation, 2024

### **Workgroup Discussion:**

- The applicant has detailed the current sites available and demonstrated the need for identification of future sites not currently on the radar of the localities.
- VEDP has indicated support for the project, noting that sites of the size targeted by this project are in demand and the existing inventory of those sites is dwindling.
- The applicant has already held communication with key stakeholders, including VEDP, and is positioned to both manage this project as well as provide technical assistance to member localities as sites are selected and an eye toward implementation via the GO Virginia program comes into focus



## Administrative Approvals: Enhanced Capacity Building

### Future Kings Life Sciences Workforce Development Pilot Program

**Region:** 7

**Applicant(s):** Future Kings

**Participating Localities:** Loudoun County (recruitment and referrals), Prince William County (recruitment and referrals), and City of Manassas (recruitment and referrals).

**Investment Strategy:** Workforce Development

**Targeted Industries:** Life Sciences

**Type of Project:** Planning Grant

**Project Goal(s):** To accelerate entry level job readiness for emerging biomedical job opportunities in life sciences for underserved black and Latino populations by increasing the pool of interested students in the K-12 system and providing two internship opportunities for graduate students and college credit opportunities for secondary students.

**Project Description:** This program will accomplish its project goal through a two-part process: 1) increasing the number of graduate school candidates who meet the qualifications of the most in-demand jobs of area life science employers, and 2) creating a pipeline of area secondary school students who are prepared and motivated to pursue a career in the life science industry and have the opportunity to earn college credits through American Council on Education (ACE).

GO Virginia funds will be used to pay for project management and curriculum delivery. Matching funds will be used for graduate student stipends, instruction expenses, training consultant services, and administration of the program.

#### Project Budget:

| Type of Funds               | Totals            |
|-----------------------------|-------------------|
| <b>GO Virginia Request</b>  | <b>\$ 100,000</b> |
| <b>Matching Funds</b>       | <b>\$ 100,000</b> |
| Local Match                 | \$ 0              |
| <b>Additional Leverage</b>  | <b>\$ 19,750</b>  |
| <b>Total Project Budget</b> | <b>\$ 219,750</b> |

## Future Kings Life Sciences Workforce Development Pilot Program

### Products:

- Approval of the Future King Biomedical Sciences workforce development program by American Council on Education (ACE) credits to be able to offer college credit to students in the program
- Study of alignment between employer needs and the Future Kings Biomedical Sciences program

### Outcomes:

- 30 students trained in grades 6-12
- 3 graduate student internships completed (graduate student instructors)

### Staff Discussion:

- Great opportunity to target an under-represented population for future employment in the Life Sciences.
- Partnerships in place with Virginia Bio Connect to have graduate students referred to the program as instructors and with GMU's Institute for Biohealth Innovation to help refer Future Kings instructors for entry level job opportunities.
- MOUs are in place with two school divisions (Manassas and Prince William) to refer secondary students to the program.

## **Administrative Approvals: Enhanced Capacity Building**

### **Career Investigations: Pathways to Your Future**

**Region:** 7

**Participating Localities:** Arlington County Public Schools (advisory committee), Fairfax County Public Schools (advisory committee), Loudoun County Public Schools (advisory committee), Alexandria City Public Schools (advisory committee), Manassas Park City Public Schools (advisory committee), Manassas City Public Schools (advisory committee)

**Investment Strategy:** Workforce Development

**Targeted Industry(s):** Computer Software, Cybersecurity, Financial Services, Life Sciences, Emerging Technologies, and Health Sciences

**Type of Project:** Planning Grant

**Applicant(s):** Alexandria City Public Schools (ACPS)

**Project Goal(s):** To increase awareness of middle schools students of in-demand STEM-H careers within the Region and develop a pathway to careers.

**Project Description:** This effort will work with middle school students in Northern Virginia focused on Computer Science, Life Science, Emerging Technologies, Financial Services, and the Health Science industries, with the development of a comprehensive 9-week readiness and exploration curriculum. A consultant will be identified to design and develop the curriculum in collaboration with ACPS and an advisory committee comprised of CTE leadership representatives from the other participating school divisions listed and representation from the Northern Virginia Community College. The curriculum content will include real word examples, hands-on activities, interactive lessons, and a dedicated module that will help students develop their personalized academic and career plans. The content will introduce students to local career opportunities, industry certifications, and a wide range of occupations within the targeted industries. Additionally, through training sessions and workshops, there will be an opportunity to enhance educators' proficiency in delivering the curriculum.

GO Virginia funds will be used to pay for contracts services, project management and oversight, and indirect costs. Matching funds will be used for school division staff time and waived training workshops.

## Career Investigations: Pathways to Your Future

### Project Budget:

| Type of Funds               | Totals            |
|-----------------------------|-------------------|
| <b>GO Virginia Request</b>  | <b>\$ 100,000</b> |
| <b>Matching Funds</b>       | <b>\$ 100,035</b> |
| Local Match                 | \$ 73,535         |
| Additional Leverage         | \$ 0              |
| <b>Total Project Budget</b> | <b>\$ 200,035</b> |

### Products:

- Playbook to include:
  - New curriculum/modules developed
  - Addresses how model can be scaled in Region 7
  - What the pathways would look like for high school students related to dual enrollment, credentialing, internships, etc.

### Outcomes:

- 5,050 individual students trained (5,000 middle schools student and 50 teachers)

### Staff Discussion:

- Opportunity to for middle schools students to complete the career investigations required coursework from the Department of Education (DOE) in the Region 7 targeted industries by exposing them these types of career opportunities.
- Excellent opportunity for a playbook to help develop a pipeline towards industry certifications and other credentialing, particularly dual enrollment.

## Administrative Approvals: Enhanced Capacity Building

### Blue Mountain RIFA Feasibility Study

**Region:** 8

**Participating Localities:** Rockbridge County (cash match), City of Buena Vista (cash match), City of Lexington (cash match), Bath County (cash match), Highland County (cash match), City of Waynesboro (cash match), City of Staunton (cash match), Augusta County (cash match), Rockingham County (cash match), City of Harrisonburg (cash match), Page County (cash match), Shenandoah County (cash match)

**Investment Strategy:** Site Development & Infrastructure

**Targeted Industries:** Advanced Manufacturing

**Type of Project:** Planning Grant

**Applicant(s):** Shenandoah Valley Partnership (SVP)

**Project Goal(s):** To increase the inventory of shovel-ready sites in GO Virginia Region 8.

**Project Description:** The project team will perform a feasibility analysis of the Blue Mountain site for a proposed Regional Industrial Facilities Authority to include a comprehensive economic analysis of the property and the creation of a RIFA.

GO Virginia funding will be used for a feasibility analysis of the site, including a market assessment, site analysis, marketing and implementation strategy, and an economic impact analysis, as well as for project administration. Match for the project will be used to hire legal counsel to create the RIFA and include in-kind support from SVP staff administering the project.

#### **Project Budget:**

| Type of Funds               | Totals            |
|-----------------------------|-------------------|
| <b>GO Virginia Request</b>  | <b>\$ 78,630</b>  |
| <b>Matching Funds</b>       | <b>\$ 45,000</b>  |
| Local Match                 | \$ 45,000         |
| <b>Additional Leverage</b>  | <b>\$ 0</b>       |
| <b>Total Project Budget</b> | <b>\$ 123,630</b> |

#### **Products:**

- Blue Mountain Site Feasibility Analysis
- Formation of Blue Mountain RIFA

## Blue Mountain RIFA Feasibility Study

### **Staff Discussion:**

- The Blue Mountain Site is the most promising site in the Region and the development of a RIFA will allow localities to mutually invest and benefit from the property.
- This site has long been a priority of the localities of the Region, and its proximity to an airport, a major interstate, and several institutions of higher education make the site a strong candidate for future development.
- This project represents a strong demonstration of local participation, both from an initial funding standpoint and from RIFA creation. The Shenandoah Valley Regional Airport Authority has agreed, in principle, to host the RIFA.



## Memorandum

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**TO:** GO Virginia Board Members  
**FROM:** DHCD Staff  
**RE:** FY24 Q2 Report and Project Pipeline  
**DATE:** 3/12/2024

The following link to the [GO Virginia Q2 FY24 Report](#) shows all expenditures, awarded projects, and unobligated balances by regions through December 31, 2023.

Currently, the regional support organization staff have developed a pipeline of project development totaling 30 project with an estimated request of \$23.7 million.