



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

GO Virginia Region 2

GO Virginia Region 2, Executive Committee Meeting

July 16, 2020, 10:00a.m.- 11:30a.m.

Connect from your computer via

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Participants will be muted upon joining the session.

- Introductions (10:00-10:05)
- Financial Report (10:05-10:10)
- Proposal Updates (Tate, 10:10-10:25)
- Special Updates
 - Broadband Task Force (Amos, 10:25-10:35)
 - Regional Entrepreneurship Initiative (Feldman, 10:35-10:45)
- Staff Updates
 - Project Evaluation (Travis, 10:45-10:55)
 - Proposal Pipeline and Fund Balance (Tate, 10:55-11:05)
 - Executive Committee Minutes 5/22 (Jones, 11:05-11:10)

Please contact John Provo, jprovo@vt.edu with any questions.



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Public/Private Considerations for 5G

Go Virginia Region 2 Working Group

Jeff Crowder, Scott Midkiff, Jeff Reed, Vijay Shah, Frank Smith,
William Amos, and Brenda van Gelder

13 July 2020

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Overview

The world around us continues to evolve and transform at incredible rates. The COVID-19 Pandemic demonstrates how we rely on technology in ways few could have imagined only months ago. Consider how many businesses now rely on remote workers using teleconferencing technology. In public schools and universities, students meet using virtual classrooms, researchers collaborate on possible cures remotely, and areas are starting to embrace the use of telehealth as an alternative to traditional healthcare. The examples above represent a small number of ways that technology is mitigating the impact of this worldwide pandemic.

The common element required for each of the solutions highlighted above is a robust, highspeed and low-latency network connectivity. Broadband and wireless technologies continue to be critical infrastructure components for attracting and maintaining businesses in the region. The connectivity used to address the use cases above is evolving with the introduction of the next generation of networking technology. The introduction of this technology enables the development of new applications and solutions that benefit healthcare, manufacturing, transportation, energy, and the consumer markets.

The Next Generation of Connectivity

5G is the next generation of networking technology. The solution provides significant enhancements over current implementations by delivering faster speeds, lower latency, and an increased number of possible connections. Network speeds may approach 1 to 10 Gbps depending on the frequency used allowing high-speed broadband service. Low latency may enable increased use of sensors for controlling the machinery of an industrial plant or assist in the responsiveness of your connected vehicle in near real-time. Researchers at the Fralin

Biomedical Research Institute (FBRI) will use 5G for low-latency experiments with subjects located around the globe. The combination of speed and low latency may eventually help a doctor perform an operation remotely using precision instruments anywhere in the world or enable an autonomous vehicle to deliver a package to your home.

The technological enhancements of 5G go far beyond traditional cell phone usage to enable the next wave of applications enhancing performance and experiences in industries like healthcare, manufacturing, education, government, transportation and the consumer market. Gartner, Inc. forecasts that the enterprise and automotive Internet of Things (IoT) market will grow to 5.8 billion connected endpoints this year, a 21% increase from 2019 (Gartner Says 5.8 Billion Enterprise and Automotive IoT Endpoints, 2019). A typical home may have hundreds of connected devices sending and receiving information in near real-time, creating more efficient smart homes. An industrial plant may have thousands of devices used to optimized supply chains and the manufacturing process (IoT Solutions World, 2019). This rate of growth places extreme pressure on existing networking infrastructure and helps facilitate the emergence and widespread adoption of technologies like 5G.

Looking Beyond Traditional Delivery Channels

To address the transformational nature of 5G, Region 2 must look beyond the status quo and develop long-term economic incentives that promote the rollout and use of the technology to leapfrog other leading research and technology centers and their surrounding communities.

While the technology holds great promise, a large portion of the radio spectrum required for 5G is controlled by a limited number of Network Mobile Operators (NMOs). Merely following the lead of the telecommunications and broadband providers is unlikely to provide the region with

the technology in a timely manner. Why? The region is not large enough for many of these entities to make the area a tier-one priority.

This is not the first time the region has faced this issue. Several businesses in the area experienced a similar problem obtaining high-speed business internet access. To address the problem, local businesses and government entities worked together to create the Roanoke Valley Broadband Authority (RVBA). The RVBA developed a public/private blueprint to foster a proactive dialogue with local governments and businesses to address the needs of the community. The infrastructure created by the RVBA lowered prices and incentivized national providers to become more engaged in the region.

The Opportunity for Region 2

While there is much talk in the marketplace about 5G today, only specific large metropolitan areas have access to the technology. Unless we take proactive steps today, Region 2 will likely be a tier two priority as the NMOs focus on the larger urban areas. In the Commonwealth, Northern Virginia, Richmond and Tidewater will likely see 5G service before Region 2. While Congress and the Federal Communications Commission (FCC) are providing more focus on rural initiatives, this does not help our prospects of an earlier rollout in many areas of Region 2.

Rather than passively waiting on the NMOs to offer 5G in our region, the Region 2 Working Group proposes an alternative approach to accelerate the availability of 5G. The proposal involves partnering with the RVBA to create a Public/Private model that focuses on 5G in the region. NMOs, Broadband providers, and other businesses that have a vested interest in the availability of 5G in Region 2 are encouraged to participate in creating the wireless 5G

network infrastructure that is required. The proposal recommends leveraging the research capabilities of Virginia Tech and Carilion to create a replicable blueprint for Region 2 and other areas in the Commonwealth.

The benefits of the approach are:

- Creates a growth engine for high paying jobs in the region.
- Establishes Region 2 as a leader in 5G research and business development, with the associated PR and national ‘sizzle’ potential.
- Encourages public/private investments that focus on the needs of the region.
- Creates a replicable blueprint for other entities across Virginia.
- Results in the effective demonstration of 5G technology addressing one or more real world problems thereby enhancing the quality of life in the region.

The Region 2 Working Group also recommends the solution encompass the entire value chain required for 5G. The value chain includes activities associated with the end-to-end planning, acquisition, and deployment of the initial 5G setup in various innovation districts in Region 2. It also provides for an initial set of solutions focused on areas like healthcare, manufacturing, research, public safety, and education to facilitate the adoption and use of 5G in the region. Entrepreneurs are encouraged to leverage the innovation districts and help build these solutions through programs like RAMP or our local colleges and universities. Below are examples of possible solutions envisioned for this project.

PUBLIC HEALTH
1. 5G enabled cameras in ambulances for immersive reality in an emergency room utilizing 5G; RBVA & VT fiber. Potential partners include Carilion Clinic, FBRI, VTC SOM, Verizon, AT&T, V-COM. Deployment location could be for select routes as defined by Carilion Clinic and the City of Roanoke.
2. Eldercare incorporating Internet of Things devices; 5G; RBVA & VT fiber at a Roanoke facility for eldercare. Potential partners include Verizon, Veterans Administration, Medical Facilities of America, insurance companies, hospital, and other elder care facilities in the proximity of Carilion.
PUBLIC SAFETY
1. IoT & wearable technologies for first responders/ police utilizing 5G; sensors and other devices; police body cams. Potential partners include Roanoke City PD or Rescue squad. Deployment location could be along the Roanoke Jefferson St. corridor.
2. Reliable tracking & command center in the field utilizing drones and 5G. Potential partners include local police departments and first responders, and the Virginia Tech Mid-Atlantic Aviation Partnership. Blacksburg.
3. Connected vehicles cV2x testbed with potential partners Qualcomm, VTTI, Audi, Ford, Toyota, TORC Robotics. The City of Salem has expressed interest in this type of testbed. This is already being done on the VTTI smart road; now, apply it in a real-world context.
4. Utilize 4G and 5G to explore the interplay between humans and 5G during disasters. For example, the capability for immediate warning when cell phone traffic spikes in a given region due to an event impacting large groups of people in a particular location. Potential partners include Verizon, AT&T, T-Mobile; City of Roanoke; Roanoke police department, or emergency services. Wireless@VT has some experience with research in this area.
EDUCATION
1. Low-latency system for remote/ distance collaboration or performances utilizing 5G and Virginia Tech fiber. Potential partners include Internet2, Virginia Tech Institute for Creativity, Arts & Technology. In the context of COVID-19, this capability is increasingly important.
INDUSTRIAL & ECONOMIC DEVELOPMENT
1. Ultra-low latency internet capability for collaborative enterprises. Potential partners include companies that have operations spread out geographically that need tight collaboration working with physical objects or possibly the Carilion Sim lab and simulated ambulance for training.
2. Highly flexible and rapidly reconfigurable manufacturing spaces. Potential partners include companies that need a rapid production line, such as Eldor; TORC; VA Western potential mechatronics program.

3. Tourism -- Massive video augmentation of events (example put a small camera on each football player in the field and broadcast all views over 5G to cell phones). Potential partners include sports companies; broadcasters; Landon Howard, President Blue Ridge Tourism. Deployment locations could be Colonial Williamsburg, Gettysburg, DC metro, destination sites. Reenactment of historical events at the actual sites.

Next Steps

The Region 2 Working Group recommends the Go Virginia Executive Committee authorize the creation of a plan to create a public/private in partnership with the RVBA to foster the development and rollout of 5G capabilities in the area. The initial plan must include targeted market segments, industry partners, and funding requirements. The plan should identify three possible innovation districts to create a replicable blueprint to be used throughout Region 2. The plan should focus on complete end-to-end networking capabilities to provide students, researchers, healthcare workers, educational, and other business entities with the infrastructure required to effectively address real world problems and, in the process, build the next generation of solutions to drive the regional economy.

Conclusion

5G promises to usher in the next wave of innovative solutions in healthcare, manufacturing, transportation, research, and education in Region 2. Organizations around the globe are adopting 5G technology to help gain a competitive edge in creating the next set of solutions that will ultimately drive many segments of the economy. While it may be several years before we reach critical mass, it takes time to build and deploy infrastructure upon which wide adoption and innovation can take place. Focusing on the opportunity now provides Region 2 greater flexibility into the decision-making process of how the technology is rolled out to support economic growth in the area. The RVBA established a blueprint for what is possible in terms of public/private partnerships. The Region 2 Working Group recommends the Go Virginia Executive Committee endorse and support the proposal outlined in this paper to help facilitate the adoption and use of 5G technology as a future economic driver for the region and Commonwealth.

References

Gartner Says 5.8 Billion Enterprise and Automotive IoT Endpoints. (2019). Retrieved 15 May 2020, from <https://www.gartner.com/en/newsroom/archive>

IoT Solutions World (2019). *Advantages of 5G and how it will benefit IoT*. Retrieved 16 May 2020, from <https://www.iotsworldcongress.com/advantatges-of-5g-and-how-will-benefit-iot/>

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name:	Capital Ecosystem
Project Manager:	Meredith Hundley
Project Timeline:	April 24, 2018 – April 23, 2020
GOVA Funding	\$75,774 of \$77,207
Match Funding	\$135,641 of \$128,832
Status:	Met Q1 Milestones
Q1 Progress	Capital plans finalized. Final grant remittance requests are submitted. Access to Capital Committee held three meetings this quarter and have identified priorities for ongoing work and is continuing to meet after the completion of this project.
Project Name:	Stopping the Brain Drain
Project Manager:	Erin Burcham
Project Timeline:	April 15, 2018 – April 14, 2020
GOVA Funding	\$54,070 of \$65,300
Match Funding	\$54,070 of \$65,800
Status:	Met Q1 Milestones
Q1 Progress	Onward NRV's marketing videos for in-demand sectors have been completed. LRBA Internship Graduation Program is complete. Marketing for next internship program will be complete by this summer. The Talent Solutions Summit was rescheduled from March 25 th to September due to covid-19. Project is complete and moving into project closeout period.
Project Name:	Center for Energy Research and Education (CERE) Industry Labs
Project Manager:	Rich Diddams
Project Timeline:	May 9, 2018 – May 8, 2020
GOVA Funding	\$182,434 of \$300,000
Match Funding	\$1,448,107 of \$1,586,100
Status:	Met Q1 Milestones
Q1 Progress	Labs are in operation providing support to the community and industry. Two R&D contracts were secured this quarter with Framatome and Centra, utilizing lab equipment on site. Two additional contracts have been initiated to support prevention of covid-19 spread. CERE Industry Labs secured \$30,000 in leveraged private investment during quarter 1, as well as an additional \$30,000 procured in revenue from lab usage.
Q2 Plans	Begin full operations.

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

<i>Project Name:</i>	Wood Haven Road, Water, and Sewer Infrastructure Enhancement
<i>Project Manager:</i>	John Hull
<i>Project Timeline:</i>	May 18, 2018 – May 17, 2020
<i>GOVA Funding</i>	\$89,254 of \$200,000
<i>Match Funding</i>	\$229,170 of \$760,000
<i>Status:</i>	Met Q1 Milestones
<i>Q1 Progress</i>	Two projects have been initiated during this quarter. Meeting to be set for mid-April prior to seeding work area to ensure all is well. Crews 95% complete. Payment application in progress, remittance will follow. COVID-19 is posing barriers as site visits are on hold, work progress has slowed, and scheduling meetings have proven to be difficult. Project is still on track for completion in May.
<i>Q2 Plans</i>	Completion of construction, moving into project closeout.

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name:	Regional Acceleration and Mentorship Program (RAMP) Expansion
Project Manager:	Mary Miller
Project Timeline:	May 29, 2018 – May 28, 2020
GOVA Funding	\$161,587 of \$245,000
Match Funding	\$168,500 of \$245,000
Status:	Met Q1 Milestones
Q1 Progress	<ul style="list-style-type: none"> • Two pitch and polish clinics, reaching thirty-four entrepreneurs/start-ups. One was cancelled due to Covid-19 and RAMP will work to reschedule online. • One investment clinic. • Three information sessions were held across the region. • Twenty-nine companies applied to RAMP 2020; ten interviewed; six were offered cohort status and have accepted. Five additional companies have agreed to mentors. • Ten Alumni companies participated in an event this quarter. • Hosted visit from Director of Innovation from W.L. Gore (biomedical innovation). Held meetings with VT's Biomedical Engineering Dept, Link, Launch and other innovation leaders; met with Dr. Friedlander, other researchers and physicians from Carilion; hosted 80 members of the community for dinner (mentors, alumni, and sponsors). Event included dinner and a presentation on innovation/mentor development. • Hosted CIT's investment group and had nine companies present over the course of two days. Three of the companies have received investment offers and work is in progress to close the investments. • MicroHarmonics has been successful in raising investment offers of \$500,000 but have opted not to take the money at this time. RAMP is working to build an even larger mentor network and numerous meetings have been held with individuals who may be interested in joining the mentor network.
Q2 Plans	The formal aspect of the program has concluded, and attention has turned to helping the companies raise money. Unofficial at this time, the 'formal mentor matches' will take place in June 2020.

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name:	Enhancing the Region through New Technology for Unmanned Systems (Drone Zone)
Project Manager:	John Rainone
Project Timeline:	June 4, 2018 – June 8, 2020
GOVA Funding	\$66,644 of \$76,000
Match Funding	\$173,767 of \$257,000
Status:	Has not met Q1 milestones, due to COVID-19 (student arrival delayed). Staff is monitoring.
Q1 Progress	One additional college student enrolled through Independent Study. Eleven business engaged this quarter. COVID19 prevented possible new college student’s enrollment in March 2020 for Aeronyde Corporation’s workforce. Secured \$178,379 in leveraged public investment as In-Kind services of salaries, rent, and utilities in the AH DroneZone.
Q2 Plans	Offer second semester of college courses.

Project Name:	Region 2 Talent Collaborative
Project Manager:	Ben Bowman
Project Timeline:	August 1, 2018 – July 31, 2020
GOVA Funding	\$65,723 of \$300,000
Match Funding	\$139,593 of \$630,072
Status:	Has not met Q1 milestones, staff is monitoring. No cost extension request expected for end of May to include response to COVID-19 affected businesses.
Q1 Progress	Four new contracts for existing worker training were secured this quarter. However, training cannot be initiated until covid-19 impacts subside. The Business Engagement Coordinator position in Central Virginia has been filled. Given the Covid-19 issues, the Talent Collaborative project is proposing to repurpose funding from Existing Worker Training to Rapid Response initiatives that support businesses keeping employees active versus a lay off. Funds would support telework or sanitation/safety supplies and emergency childcare for essential employees who must report to the worksite.
Q2 Plans	Develop customized program curriculums with business needs in mind to efficiently train at least 75 existing workers in Region 2. Submitting a no-cost extension to serve businesses affected by COVID-19.

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name:	Roanoke Small Business Development Center (SBDC) Expansion
Project Manager:	Cheryl Tucker
Project Timeline:	January 31, 2019 – June 30, 2020
GOVA Funding	\$32,687 of \$42,000
Match Funding	\$35,833 of \$36,000
Status:	Has not met Q1 milestones. Q1 Smart Start class cancelled due to COVID-19 staff is monitoring.
Q1 Progress	<p>During this quarter, Roanoke SBDC Developed the business plan template (playbook) and judge scoring requirements for the Millstone SCRATCH Foodpreneur Series and Competition. SBDC also served as an advisory member of the Jumpstart Giles Competition program. The program spoke at a Floyd Chamber luncheon about SBDC services and answered questions from local small businesses. During quarter 1, SBDC developed a partnership with CoGrow to offer monthly round table chats about business ownership. They began work regionally to expand the Smart Start program to be an interactive live and online supported program. They are developing software in house that is specific to our economy. This will be a yearlong project with a deadline of Q1 2021. SBDC implemented the 2020 Smart Start Live NRV class schedule. Classes to be located at VTCRC. They worked with the CEDS Regional Partnership on identifying and responding to small business needs. The program also spent the quarter building a relationship with Downtown Blacksburg Inc. and secured ongoing funding to offer programs specific to their business's needs. SBDC began working with the Pulaski Works project to advocate for small businesses needs in the project. They also began working with Pulaski to implement an entrepreneur framework to support and develop future entrepreneurs and encourage existing entrepreneurs to grow. Q1 Smart Start class was cancelled due to COVID-19. The entire region is invited to participate in a free virtual session on April 21.</p>
Q2 Plans	<ul style="list-style-type: none"> • Tailored content as appropriate for existing monthly Business Basics and Marketing Basics courses. • Tailored one-to-one counseling and advising services to firms in the target sectors. • Three workshops with content focused on or with applicability to target sectors.

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name:	CERE Additive Manufacturing Partnership Lab (AMPL)
Project Manager:	Rich Diddams
Project Timeline:	February 1, 2019 – February 2, 2021
GOVA Funding	\$274,980 of \$274,980
Match Funding	\$475,017 of \$630,000
Status:	Met Q1 milestones
Q1 Progress	Two R&D contracts were secured with Framatome and Centra to develop prototype equipment. \$15,000 in leveraged private investment during quarter 1. Eight industry site visits and four new jobs were created this quarter. Two students are applying for patents based on innovative work they have completed utilizing the AMPL machines. An open house as well as a council meeting were held on February 12, 2020. Secured \$15,000 from Framatome in leveraged private investment.
Q2 Plans	<ul style="list-style-type: none"> • LU Faculty and students utilize the lab for Spring • Consultations with Lynchburg Regional Business Alliance • Travel to industry partners • Industry partners and entrepreneur site visits

Project Name:	Increasing the Birth Rates of New High Growth Companies
Project Manager:	Annette Patterson
Project Timeline:	March 12, 2019 – March 11, 2020
GOVA Funding	\$136,886 of \$150,000
Match Funding	\$147,516 of \$150,000
Status:	Met Q1 milestones
Q1 Progress	During this quarter the program obtained fourteen needs assessments from potential high growth companies. The organization successfully recruited five companies for IM program, with six IM companies being referred to next level accelerators. Additionally, the program completed five 360-degree evaluations. Finally, they engaged two institutions of higher education, as well as coordinated the engagement of four students.
Q2 Plans	<p>Project to receive year two of GO Virginia Region 2 funds.</p> <ul style="list-style-type: none"> • Obtain needs survey assessments for 13 potential high growth companies • Recruit 5 new/early stage high growth companies

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name:	Ignite Internship Expansion
Project Manager:	Melinda Leland
Project Timeline:	July 1, 2019 – June 30, 2021
GOVA Funding	\$9,745 of \$99,406
Match Funding	\$10,202 of \$102,886
Status:	Met Q1 milestones
Q1 Progress	Six sites for internships in Region 2 were established this quarter. After Virginia Schools closed for two weeks, students were given until April 24th to apply for the internship positions. However, now that Virginia schools are closed for the remainder of the year, staff have extended the deadline for applying once again. May 8th is the new deadline and we are requesting that employers make their choices by May 22nd.
Q2 Plans	<ul style="list-style-type: none"> • Completion of career assessment by all 7th graders • Conduct 4 regional educators in industry tours with one taking place in the New River Valley Region • Conduct 3 Reality Stores for 8th grade students • Place 12 interns • Analyze Major Clarity report for trends in students' career interest

Project Name:	Lynchburg Due Diligence Study
Project Manager:	Megan Lucas
Project Timeline:	July 1, 2019 – June 30, 2020
GOVA Funding	\$65,001 of \$81,300
Match Funding	\$65,001 of \$81,301
Status	Met Q1 milestones
Q1 Progress	<p>The due diligence reports and tier letters are completed for the program's project sites: Dearing Ford Business and Industrial Park (Altavista), L. Barnes Brockman, Sr. Business and Industrial (Amherst Co), Appomattox Center for Business and Commerce (Appomattox Co), Montvale Center for Commerce (Bedford Co) , Seneca Commerce Park (Campbell Co.), 200 Jefferson Ridge Parkway (Lynchburg).</p> <p>Phase one of Environmental Site Assessment progress: complete. Cultural Resource Review: complete. Endangered Species Review: complete. Wetlands Survey and Delineations: complete. Geotechnical Evaluation Report: complete.</p>
Q2 Plans	Final reports delivered to Lynchburg Regional Business Alliance.

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name: Regional Career and Technical Education Study
Project Manager: Morgan Romeo
Project Timeline: September 1, 2019 – August 31, 2020
GOVA Funding: \$0 of \$45,000
Match Funding: \$0 of \$45,535
Status: Met Q1 milestones.

Q1 Progress

The Western Virginia Workforce Development Board (WVWDB) successfully completed procurement to secure a consultant for the CTE study and awarded a contract in January 2020 to Shaffer Evaluation Group out of Alexandria, VA. This group is well versed in CTE programs and staff assigned to the project are former directors of CTE in the Hampton Roads area. The project immediately started and in February 2020 the region held a town hall meeting with stakeholders including Chief Local Elected Officials, Superintendents, School Board members, Economic Developers and Businesses. This meeting gave individuals that chance to note key items for the consultant to review during their assessment of current and future CTE programs and plans. The town hall had about 40 individuals attend along with staff to the WVWDB and the Roanoke Valley Alleghany Regional Commission. After this town hall, the consultants arrived back in town the week of March 9th and were able to visit all vocational schools associated with the K-12 school systems including Jackson River Technical School, Botetourt Technical Education Center, Roanoke Technical Education Center, Arnold R Burton Arts and Education Center, Franklin County Career Center and Salem High School. The consultants were also able to visit Virginia Western Community College and Dabney S. Lancaster Community College, as they play a key role in CTE programming in the region. This was the week prior to schools closing due to COVID-19. Data is still being collected electronically with the school systems regarding their enrollments, wait lists, and program credentials that are offered. Stakeholders are also being engaged via telephone and Zoom to discuss CTE programs and continue the study virtually. Biding any upsets due to COVID-19, the study is still moving ahead with a date of July 31st of having a full report to the region.

Q2 Plans

- Consultant conducts study and review of CTE program in the Roanoke Valley and Alleghany Highlands
- Monthly draw downs
- Project implementation team meetings twice during the study to review progress and communicate with consultant
- Final report delivered to project implementation team
- Final draw down

Project Name:	Blockchain Ecosystem Catalyst
Project Manager:	Kirk Cameron
Project Timeline:	September 10, 2019 – September 9, 2021
GOVA Funding	\$0 of \$246,800
Match Funding	\$0 of \$250,000
Status:	Has not met Q1 milestones due to hiring delay with COVID-19, staff is monitoring.
Q1 Progress	During this quarter, the program focused on the close out of the Blacksburg 2019 event, including bill payments, post-event debriefs, establishing best practices, consideration of press and media coverage, and determining which aspects could be improved at future events. The Blockchain Bootcamp training event was held this quarter with 111 sign-ups and 85 attendees from 7 different Virginia Tech departments and 9 Region 2 companies. Additionally, the program created and listed the job description for the GOVA Program Director. In result of the position’s requirement to work with various groups, this required coordination with stakeholders within Virginia Tech (CPE, LINK) as well as external stakeholders (Onward NRV). However, covid-19 will delay the interviewing and hiring process until at least early May. The evaluation of resource center models has also been delayed this quarter due to covid-19. Staff have been working with CPE on the outsourcing of training components. Staff have also held several Blockchain related meetings in order to conduct industry outreach and relationship building.
Q2 Plans	<ul style="list-style-type: none"> • Develop student bootcamp curriculum • Hire Program Director and other staffing • Evaluate resource center models • Develop Blockchain Knowledge Repository and Resource portal • Release on- campus blockchain commercialization and entrepreneurship support resources

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name:	Developing a Destination for Talent
Project Manager:	Catherine Amelink
Project Timeline:	December 9, 2019 – December 8, 2021
GOVA Funding	\$0 of \$300,000
Match Funding	\$0 of \$473,000
Status:	Met Q1 milestones
Q1 Progress	<p>The Developing a Destination for Talent program has held two successful and informative events for employers. The first event held on 11/21 was the Developing a Destination for Talent Event held at the Inn at Virginia Tech. The program used this event to educate regional employers on the details of quality internships, shared information on the value of advertising for internships to hire the most sought-after students and taught them more about how they can help these regional organizations achieve their goals. Destination for Talent collaborated with Career and Professional Development, the Roanoke Regional Partnership, and Onward NRV. The program also collaborated with all local governments and faculty in Virginia Tech’s Destination Area groups to advertise for the event and gain feedback on how to best connect with employers in their part of the region. The second event held on 2/3 was the Go Virginia Faculty Networking and Internship Event held at the Inn at Virginia Tech. The morning session of this event allowed Faculty to educate employers on their project-based needs and allowed employers to begin thinking about ways their organizations could deliver complex company problems that the students could work to solve. The afternoon session of this event hosted an Internship fair to allow regional employers to interact with Virginia Tech students and advertise their organizations internship/ job positions. Additionally, Destination for Talent has also expanded their GO Virginia partners and have begun working with Carilion, Roanoke City Public Schools, Luna Innovations, Draper Aiden, and Pulaski Grow. All organizations are establishing new ways to work with Virginia Tech students both in project-based work and internship programs.</p>
Q2 Plans	<ul style="list-style-type: none"> • Interns placement for summer/fall 2020 semester • Ongoing internship development

GO Virginia Region 2 Quarterly Report Quarter 1, 2020 (January – March 2020)

Project Name:	VIC Region 2 Entrepreneurship Initiative
Project Manager:	Meredith Hundley
Project Timeline:	January 1, 2020 – December 31, 2021
GOVA Funding	\$0 of \$299,995
Match Funding	\$0 of \$150,004
Status:	Has not met Q1 milestones. COVID-19 caused cancellation of coalition meeting. Staff is monitoring.
Q1 Progress	The first newsletter was released to 157 recipients in Region 2 focused on innovation + entrepreneurship and included the 2019 innovation ecosystem in review report. Roanoke-Alleghany coalition met in February to discuss regional priorities this quarter. Staff have updated data dashboards tracking ecosystem assets and activities. The program worked with RBTC/RAMP on a concept proposal submission to the USEDA Build 2 Scale Venture Challenge grant program that was submitted March 24 th . Roanoke coalition held a meeting this quarter. The NRV coalition meeting was planned for 3/30 but was canceled due to covid-19. Lynchburg coalition members are being identified. Access to Capital Committee with members from across all 3 subregions met in January. However, March meeting was cancelled. Staff began working with RAMP to retool their statewide grant during quarter 1. The program has also worked with Hollins University on a possible grant. Staff held a meeting to revise workplan/GANTT chart in light of COVID-19 delays and are working on first remittance request. The program is working on a survey to increase participation in identifying regional assets and areas of need in absence of in-person interviews and focus groups to solicit insights as well as enable better mapping of available regional resource providers' service areas.
Q2 Plans	<ul style="list-style-type: none"> • Convene cross-regional ecosystem steering group • Assist with organizing and supporting a Regional Entrepreneurship Summit • Support entrepreneur- resource matchmaking platform region wide • Update capital ecosystem study

Project Name: PHRE Mobile App – A Resource for Helping Small Organizations Confront COVID-19

Applicant Name: Matthew S. Hull, PhD, Research Scientist, Institute for Critical Technology and Applied Science.

GO Virginia Request: \$63,500

Through this GOVA Enhanced Capacity Building (ECB) project, we propose the development of a Public Health Readiness Evaluation (PHRE) tool – an easy-to-use mobile application designed to help these smaller organizations quickly assess and optimize their readiness to operate with minimal risk to workers, customers/patrons, and surrounding communities. The tool will be launched within one-month of project kick-off and refined over a period of three additional months.

Project Name: Experiential Learning in Tech Employment (ELITE) Internship Program

Applicant Name: John Phillips, Roanoke-Blacksburg Technology Council (RBTC)

GO Virginia Request: \$290,000

RBTC has partnered with NextUp Solutions to develop the Experiential Learning in Tech Employment (ELITE) internship project to strengthen the pipeline of talent to meet the Emerging Technologies and IT industry cluster's needs. The ELITE project will address the identified talent disconnect through activities in four areas: building and maintaining relationships with higher education institutions, regional employers, and professional internship organizations, managing the internship experiences and provide on-site training and support of interns by Professional Internship Organizations, direct financial support for paid internships at PIOs on projects in support of Region 2 companies and grant administration activities.

Project Name: New River Valley Business Continuity Team, COVID Response

Applicant Name: Kevin Byrd, Chris McKlarney, Dr. Noelle Bissell, New River Valley Business Continuity Team

GO Virginia Request: \$250,000

The New River Valley Business Continuity Team (BCT) is being assembled to assist businesses directly impacted by an individual testing positive for COVID-19 at their place of business. The BCT will deliver wrap around services necessary for businesses to operate in the COVID environment. The BCT will be administered by the New River Valley Regional Commission and the team will work in coordination with the New River Health District-Virginia Department of Health to provide employers with 24/7 technical assistance from a multi-disciplinary team, public and employee messaging and education, facility cleaning, certification of best practices and coordination of on-site testing, if deemed appropriate.

Project Name: Amherst LYH Region Site Readiness

Applicant Name: Megan Lucas, The Lynchburg Regional Business Alliance

GO Virginia Request: \$366,572

The Lynchburg Regional Business Alliance is applying for a Go Virginia Region 2 site readiness grant that would support advancement of 15 publicly owned sites to tier 3,4 and 5. In 2018 we hired Draper Aden to conduct the Lynchburg Regional Business Alliance Site Readiness Analysis in accordance with Virginia Business Ready Sites Characterization Program. The results of the analysis indicated that our ability to recruit industry was hindered by not having pad ready sites available. The Lynchburg Regional Business Alliance will support advancement of 15 publicly owned sites to tier 3, 4 and 5. The Alliance identified the largest sites in each partner locality. The six sites identified required the due diligence completion which included: WOTUS USACE, geotechnical borings, boundary survey, topographic survey, phase 1 environmental, endangered species review and archeological and architectural review.

Project Name: Profiles to Increase Critical Knowledge for Skills That Matter (PICKS TM)

Applicant Name: New River/Mount Rogers Workforce Development Area Consortium Board

GO Virginia Request: \$100,000

PICKS TM proposes to expand our regional capacity by building a foundational system to better understand and communicate knowledge, skills and abilities required to effectively perform specific in-demand jobs of high-growth businesses in targeted industries of GO Virginia Region Two. Using the American College Testing (ACT) Job Profiling system, we will consult with subject-matter experts at companies to analyze the skills, skill levels, and skill frequency workers need to be successful at certain jobs. Businesses will gain a sharable, detailed analysis of skills and abilities an employee needs to be productive and efficient on the job.

Project Name: Virginia SBDC Cash Match CY2020-2021

Applicant Name: George Mason University

GO Virginia Request: \$1,620,235 in GO Virginia Statewide Funds.

Since the COVID-19 outbreak the Virginia Small Business Development Center (SBDC) Network has been working around the clock to facilitate small businesses in Virginia securing federal financial assistance. Some SBDC offices are now in jeopardy if local cash match sources are diminished, which would reduce Virginia's access to recovery resources from the federal government. This GO Virginia Statewide ERR application is a request to provide up to \$1,620,235 to ensure the Virginia SBDC Network can satisfy the required 50% cash match in order to access the full amount of SBA funding and sustain SBDC services for small businesses. The funds will only be used in the absence of appropriate local host or partner funding to leverage the maximum federal funds available.



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GO Virginia Region 2 Executive Committee Meeting Minutes

May 22, 2020, 1:00p.m.- 3:00p.m, Zoom Webinar.

Executive Committee members in attendance: Ab Boxley, Beverly Dalton, Sandy Davis, Ray Smoot.

Council members in attendance: Eddie Amos, Michael Friedlander, Vince Hatcher.

Staff in attendance: John Provo, Rachel Jones.

Public in attendance: Traci Blido, Patrick Giallorenzo, Mike Burnette, Kathy Hodges, Jonathan Sweet, Bill Donohue, Shannon Blevins, Dr. Noelle Bissell, Erin Burcham, Kevin Byrd, Chris McKlarney, Beth Doughty, Jon Lanford, John Edwards, Jill Loope, Elizabeth Povar, Beth Bell.

The meeting convened at 1:05p.m. and adjourned at 2:20p.m.

New Project Review

Re-tooling Virginia Manufacturers for Strategic Industries, GenEdge

Mr. Provo began with an overview of the new project proposal, *Re-tooling Virginia Manufacturers for Strategic Industries, GenEdge*. The project is lead by GO Virginia Region 1, with endorsement from Region 8 and Region 3. GENEDGE will consist of two phases: Phase 1 will focus on the state-wide shortage of personal protective equipment (PPE) and identifying opportunities for other supply chain verticals where re-shoring opportunities emerge. Phase 2 will continue the PPE efforts as well as surround focus on service needs with targeted additional manufacturing industries. The initiative will aim to identify suppliers who express interest in providing PPE and assisting them in evaluation efforts to determine their level of readiness to provide products. GenEdge will then provide a portal that allows companies to express their capabilities and capacities and allows potential buyers or partners the ability to search the data to make connections. Project metrics include, identify suppliers who express interest in providing PPE and helping them evaluate their level of readiness to provide products, provide a portal that allows companies to express their capabilities and capacities and allows potential buyers or partners the ability to search the data to make connections, gain an understanding of the available capacity for production by categories to understand the actual capacity to produce and buy products today, the potential capacity from re-tooling companies to provide products, and additional capacity for either donation or long-term development, have dedicated efforts to provide alternatives to the existing supply. GENEDGE will continue to support these efforts, to include developing the ability to identify and



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capture the population of Virginia company prospects, help them provide products where possible, and pursue re-tooling to address future needs. GenEdge will be addressing this as part of the project's core MEP mission, assuming continuing support from the General Assembly to match their MEP Federal investment. Shannon Blevins from UVA Wise, the support organization for GO Virginia Region 1, and Bill Donohue from GenEdge, provided a detailed overview to the committee as well as an update stating the program has begun regularly meeting with partners who will take on an active role in this state-wide initiative. Ms. Blevins stated Region 1 will initiate an advisory committee, who will meet monthly to guide GenEdge on the program's progress as well as assist the program's efforts to connect with local and regional economic developers. Mr. Donohue addressed questions from the committee regarding regional manufacturer's intentions with re-tooling their deliverables, stating the intent is for the manufacturing firms involved to build an additional operating business within their current business portfolio.

GenEdge request totaled \$2,950,000 of State-wide GO Virginia funds. No Region 2 funds requested.

Chairman Smoot asked if there were any additional questions. There were none.

Ms. Davis motioned to approve the project, and Mr. Boxley seconded. All were in favor and none opposed.

New River Valley Business Continuity Team

Mr. Provo provided an overview of the new project proposal, *New River Valley Business Continuity Team* submitted by the New River Valley Regional Commission. In partnership with the New River Health District, the New River Valley Regional Commission is seeking funding to launch and operate a COVID-19 Business Continuity Team (BCT). The team will be comprised of a project manager, medical director with public health training, public relations expert, contract cleaning services, contract nurses to assist with on-site testing and epidemiologists to conduct contract tracing. The BCT will operate in close collaboration with the New River Health District (NRHD). In the event an employer learns about a positive case, the employer may contact the NRHD to discuss their options and next steps. The NRHD will contact the BCT project manager to advise the resources needed and course of action. The majority of businesses will most likely need public relations advisement, on-site cleaning services, and a certificate for public display indicating the business took all actions recommended by the Center for Disease Control and the New River Valley Public Health Task Force. The purpose of the BCT is to provide technical resources to businesses with a team of experts that can directly address the plethora of challenges that may arise from the presence of positive COVID-19 cases at a given establishment or place of employment. The ultimate goal of the BCT is to ensure a safe environment for employers, employees, customers, and the public. Chris McKlarney, Giles County Administrator, Dr. Noelle Bissell, Director, New River Health District and Kevin Byrd, New River Valley Regional Commission, provided a

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detailed overview to the committee pertaining to project expectations and deliverables. Dr. Bissell, Mr. McKlarney, and Mr. Byrd addressed questions from the committee regarding testing implementations taken by the New River Health District as well as questions pertaining to employee health in the workforce.

New River Valley Regional Commission initial request totaled \$100,000 of Region 2 funds with a 50% match from local government CARES act.

Chairman Smoot asked if there were any additional questions. There were none.

Mr. Boxley motioned to approve the project, and Ms. Davis seconded. All were in favor and none opposed.

Roanoke Regional Recovery Project

Mr. Provo provided an overview of the new project proposal, *Roanoke Regional Recovery Project* submitted by Roanoke Regional Partnership. The project outcomes would include meeting immediate needs of regional employers related to the COVID-19 crisis, gathering data from roundtables to share with local governments, economic developers and resource providers for training and business resource development, and developing a sustainable business retention and expansion strategy that is COVID-19 centric and adaptive to future disasters. Project metrics include the creation of a recovery coalition to advise and implement recovery-focused resources and programming for sectors that align with GO Virginia's guidelines, round table sessions to quickly engage regional companies in the recovery process, following the round table sessions, the recovery coalition will provide coaching sessions for regional companies, finally, an analysis from the round table and coaching sessions will provide information for the advisory coalition to create a long-term strategy that could include; but not be limited to, expanding regional capacity to coordinate and deliver business support services (that could include PPE) Identifying and connecting critical suppliers of goods and services to reduce service and production disruptions; expanding workplace health and sanitation activities to support continuity of operations; maintaining and managing a remote workforce to keep people employed and productive, developing new industry-aligned on-the-job training program that would meet critical needs, expanding existing training programs that have been identified as mission-critical. Erin Burcham and Beth Doughty from the Roanoke Regional Partnership provided a detailed slideshow presentation to the committee pertaining to project metrics, expectations, and deliverables.

Roanoke Regional Partnership request totaled \$100,000 of Region 2 funds with a local match of \$35,000.

Chairman Smoot asked if there were any additional questions. There were none.

Mr. Boxley motioned to approve the project, and Ms. Davis seconded. All were in favor and none opposed.



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Council Business

Mr. Provo provided a brief financial report. The council has a remaining balance of \$1.2 million available within both per-capita and emergency funding.

Mr. Provo notified the committee of a letter of intent from the Lynchburg Regional Business Alliance for a site project that serves as a follow-up to a sites study project previously approved by the council.

Additionally, Mr. Provo stated the Region 2 support staff has continued to engage in active discussion with several businesses who are interested in submitting a letter of intent, including a 5G broadband proposal, a transportation innovation catalyst proposal, around four-five other possible letters of intent from the Lynchburg Regional Business Alliance, as well as multiple other localities interested in discussion.

There being no further business to come before the committee, adjournment occurred at 2:20p.m.



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