Board Policy #10

TITLE: GO Virginia Economic Resilience and Recovery Program

EFFECTIVE DATE: 04/17/2020 – 04/17/2021

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 $14.66M in FY20 statewide competitive funds will be used to create the Economic Resilience and Recovery Program.

Each Regional Council may apply for up to $1.0 million to support strategic initiatives in response to the economic crisis caused by the COVID-19 pandemic. To accelerate the deployment of resources, DHCD will administratively approve applications of $100,000 or less that meet the program guidelines through a Fast Access process. Regions may access up to $300,000 using the Fast Access process. Any funds accessed using the Fast Access process will count toward their $1.0M regional cap.

The remaining $5.66M will be held in an opportunity fund to support responsive proposals that have a significant statewide economic impact. A single region or multiple regions may apply for these funds.

Funds not obligated when this program sunsets will be returned to the regular statewide competitive pool.

Local match requirements will be waived for this program and total match requirements will be reduced by half due to a finding by the Board of fiscal distress across the entire Commonwealth because of the COVID-19 pandemic.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on 04/17/2020.

SUPERSESSION: This Board policy is new and will expire on 4/17/21 unless otherwise extended by the Board.

DHCD DIRECTOR: Erik Johnston

GO Virginia Economic Resilience and Recovery Grant Program

Background:

The GO Virginia program was designed to help grow and diversify regional economies and increase wages in every region of the Commonwealth. Nine regional councils have organized and developed Growth and Diversification plans and strategies organized around their own unique resources and assets. These plans include focused and supported strategies in four key areas:

- Promoting the growth and competitiveness of firms in existing clusters that show high potential for growth (Cluster Scale Up);
- Talent pipeline development (Workforce Development);
- Creating a supportive ecosystem that encourages and supports startups and early stage firm (Start Up Ecosystem); and
- Increasing the number of business ready sites and related infrastructure (Sites and Infrastructure).

GO Virginia is prepared to pivot $14.66M in statewide competitive funds (PY20) to respond to the unprecedented economic conditions facing Virginia due to the near and long-term effects of the coronavirus on regional economies. This initiative will focus resources on economic resiliency and recovery while staying true to the GO Virginia mission.

There is an opportunity to further strengthen the alignment of federal and state resources as part of this response around high-value activities that focus resources on targeted industry sectors and the supply chains that support them, as well as highly-impacted impacted locally traded sectors as identified by the Regional Councils. We propose realigning the GO Virginia PY20 statewide competitive pool and creating a responsive grant program. This program would be time limited, with an initial 12-month application window, which could be extended by the State Board.

Funding:

GO Virginia would dedicate up to $14.66M from the PY20 statewide competitive pool to create the GO Virginia Economic Resilience and Recovery Grant Program. This program would help regions build capacity to support and serve existing businesses, with a priority on priority sectors and essential businesses, including the healthcare system and its supply chain during this crisis.

Modified Match Requirements:

This program would encourage regional participation, but request that the State Board eliminate the local match requirements for local governments, providing much needed relief during a time of fiscal distress. It would also reduce the one to one grant match requirement by half, as permitted by state law, due to the extraordinary economic events facing Virginia. These funds would leverage and compliment other state and federal resources that may become available.

Regional Activities:

Regional Councils would be eligible to apply for up to $1.0M with $5.66M in reserve for all regions for extraordinary need or extraordinary positive economic impact. Key activities as part of this proposal would include:

1. Reevaluate priorities in Growth and Diversification plans;
2. Prioritize identified industry targets based on immediate impact and influence on the regional economy;
3. Assess community and business needs; and
4. **Focus resources on actionable strategies that expand or build needed capacity and that support sustaining and expanding firms in targeted industry clusters and/or highly-impacted locally traded sectors as identified by the regional councils;**

Examples of these strategies could include:

- Expanding regional capacity to coordinate and deliver business support services such as access to financing, including crowd-sourcing platforms
- Accessing and utilizing the internet for e-commerce to increase sales
- Identifying and connecting critical suppliers of goods and services to reduce service and production disruptions
- Expanded workplace health and sanitation to ensure continuity of operations and worker safety
- 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 need
- Expanding existing training programs that have been identified as mission-critical
- Facilitating job/training program placement in partnership with existing employer or workforce intermediary needs
- Providing assistance to retain and/or support impacted employees

We envision a number of strategic partners, many of whom are already at the GO Virginia table. These include local governments, regional and local economic developers, planning district commissions, two- and four-year colleges and universities, workforce development boards, business service providers such as the Virginia Small Business Development Center network and Genedge, as well as private sector partners such as trade associations, lenders, and utility providers. Projects should not duplicate existing efforts but may expand capacity or support unmet needs in the region.

Application and Approval Process:

In order to move resources quickly, DHCD would create a Fast Access process and use its administrative approval authority for grant applications of $100,000 or less. Applications would be received on a rolling basis and approved after staff review. These Fast Access requests may be for planning/needs or risk assessment activities or smaller-scale implementation projects. Applicants are encouraged to think holistically about the needs in their region.

Grant applications requesting more than $100,000 would be received under the regular grant application deadlines and review process.

Board Policy #11

TITLE: Modified GO Virginia Program Match Requirements – Per Capita Funds

EFFECTIVE DATE: 4/17/2020

AUTHORITY: § 2.2-2489 of the Code of Virginia

POLICY STATEMENT: State law requires that any grant awarded from the Fund to a regional council shall require matching funds at least equal to the grant, provided, however, that the Board shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Board of fiscal distress or an exceptional economic opportunity in a region.

To provide temporary relief to localities and accelerate the deployment of funds during a time of economic contractions caused by the COVID-19 pandemic, the state board will use this authority to modify match requirements. The following table represents the modified match requirements for project using a region's allocated Per Capita funds. These match requirements will apply to new project applications received between April 18, 2020 and October 18, 2020. The Board may elect to extend these modified match requirements.

PER CAPITA FUNDS		
	Total Match	**Local Match**
Enhanced Capacity Building	2-1	No Local Match Required
Regional Entrepreneurship Initiative	2-1	No Local Match Required
Sites (planning)	2-1	No Local Match Required
Sites (implementation)	2-1	No Local Match Required
Broadband (planning)	2-1	No Local Match Required
Broadband (implementation)	2-1	No Local Match Required
Project Implementation	2-1	No Local Match Required

APPROVAL AND REVIEW: This Board policy was reviewed and approved on 4/17/2020.

SUPERSESSION: N/A

DHCD DIRECTOR: Erik Johnston

Region 2 GO Virginia Council

Project Title: Workforce Training and Regional Capacity for Rapid High-Throughput COVID-19 Testing

Applicant: Virginia Tech (Office of Vice President for Health Sciences and Technology)

Localities covered: New River Valley Health District (Giles, Montgomery, Pulaski, Radford), Alleghany Health District (Alleghany, Botetourt, Covington, Craig Roanoke County, Salem) and Roanoke City Health District.

Growth & Diversification Plan Strategy Area (s): Talent Development

TYPE: ECB (Capacity Building) for Proof of Concept/Start-up funds towards full Implementation

GOVA Funds Requested: $100,000   Matching Funds: $50,000   TOTAL COSTS: $150,000

Additional Leverage: $88,215   Total Project Budget :$238,215

Project Description:

In light of the recent COVID-19 pandemic that is expected to peak in Virginia in May, there is an urgent need for obtaining timely COVID-19 test results from large numbers of people. In order to address these needs, a task force from Virginia Tech has been assembled that includes high-level scientific expertise, facilities design and management teams, IT, and legal/regulatory experts to work on these various aspects. The team has developed assays for COVID-19; stood up laboratory facilities in two of the Commonwealth's premiere laboratory sites - the Fralin Life Sciences Institute (FLSI) in Blacksburg and the Fralin Biomedical Research Institute (FBRI) in Roanoke; developed and are finalizing validation of the assays for approval; working with the appropriate local, state and federal regulatory agencies; deployed multiple sets of instrumentation at the two sites that has been fully dedicated to this purpose; and engaged a small army of volunteer Ph.D. level molecular biologists (VT faculty and VT postdoctoral fellows) to work on the project. The next phase will be to hire local qualified recent graduates and student interns to fully staff these sites and continue scale up of this critical operation.

The need is twofold: 1) to be able to test patients who are symptomatic now, including those who may either currently be hospitalized or may soon need to be hospitalized and to provide appropriate medical care and quarantine recommendations for them; and 2) to begin more wide scale surveillance testing to address the needs of businesses so that in cooperation with state government agencies, they can best determine which employees can safely be re-introduced to the workforce. The current status of testing availability either from private industry or from state agencies is not able to meet demands on the ground such that turn around times for tests and throughput ability are severely limited, even though such an upsurge in testing capacity has been promised by various agencies and companies repeatedly. Thus, there is a considerable health impact and economic need for such enhanced testing availability.

The project budget will support an initial 90 day start-up phase for 2 testing sites located in Blacksburg and Roanoke.   Funds will be used support salaries for newly hired Medical Laboratory Specialists (MLS), Medical Laboratory Technicians (MLT) and student interns at both sites ($77,997). Funds will also be required to cover the reagents and testing supplies needed for sample analysis ($14,596). Matching funds totaling $50,000 will be provided by in-kind salary support for the Fralin Biomedical Research Institute staff to train these new hires, oversee initial runs and sample analysis and supervising operations ($7,728). Funds to cover additional reagent, assay and supply costs will also be provided by the FBRI ($42,272).

This proposal not only addresses a critical emergency health need of several localities in SW Virginia region 2 by providing must needed testing during a pandemic that threatens the regions, the

Commonwealth's and the nation's health but also their economic viability, it also provides a new platform for training the workforce of the area in a high demand sector - medical technology, comporting with two of the GOVA's key focus areas - healthcare and job creation. The training program will add skilled workers to the region who can compete for high paying jobs in the health care technical laboratory testing space which are likely to become even more important to our region.

Staff Comments/Review:

This project was discussed on a Region 2 executive committee session Zoom call on Friday, April 2.   At that time, Council members encouraged Dr. Friedlander to submit a proposal for consideration.   After consulting with state GO Virginia personnel and the applicant, staff advised that Virginia Tech submit a capacity building application to help support start-up needs for the workforce training and testing sites, while simultaneously continuing pursuit of additional funding and/or a GO Virginia per capita application in support of full implementation costs.

The project is somewhat unique in that it responds directly to the COVID-19 crisis by building regional capacity for rapid, high-throughput testing. The project does respond to the April 8, 2020 Guidance Memo from the GO Virginia state board to regional council members. Namely, this project responds to that several of that memo's specific areas of encouraged activities such as:

- "Immediate efforts that bring real products to address critical shortages of goods and services to meet healthcare needs"
- "Establishing strategic partnerships with research institutions";
- "Developing or expanding transitional training programs to move those out of work into available employment opportunities"

The available projections suggest that testing will remain a short-term need, and will also be a need in future waves of infection.   The proposed project responds to the immediate need and positions the region to better respond to projected future waves of the virus (see for instance, this guidance projection from a Morgan Stanley research group.)

The project is supported (letters included) by both major regional hospitals (Carilion Clinic, Lewis Gale) as well as the health department districts, Virginia Western Community College, and the regional workforce investment boards (WIB letters pending).

The project does help support the creation of higher-wage jobs in the region by creating paid work experience and hands-on training for medical technicians in partnership with Virginia Western Community College's Medical Licensed Technologist (MLT) associate's degree program. Graduates and soon to be graduating students from that program would be among the personnel who could be trained at the VT labs and subsequently take on positions to continue the testing. In addition, Radford University Carilion's 4 year medical laboratory science bachelor's degree (MLS) program has students who could be trained to serve in supervisory roles. The training and experience can help students secure jobs in the two proposed labs or other sites doing similar testing going forward. The project's initial needs are for 32 staff to be trained, with an average wag above the regional media – at $20/hour and $30/hour, respectively for the MLT and MLS certified personnel. MLT interns will also receive $15 per hour with each site having 4 MLTs, 2 MLS and 2 student interns on site per shift (details in budget). At steady state, each site should be capable of analyzing a minimum of 500 samples per day (1,000 total per day).

NOTE: This is a Virginia Tech proposal and support organization staff, as VT employees, recognize the possible perceptions of conflict and so do not offer a recommendation at this time, but simply provide this information for Executive Committee/Regional Council consideration.

Memorandum

TO: GO Virginia Regional Council Members

FROM: Tom Farrell, Go Virginia Chairman & Ben Davenport, GO Virginia Vice Chairman

DATE: 4/8/2020

SUBJECT: GO Virginia **–** COVID-19 Response

CC: GO Virginia State Board Members

On April 17, 2020, we intend to recommend a proposal to the GO Virginia State Board that would redirect statewide competitive GO Virginia funds for a statewide, region-led response to the economic crisis brought on by the COVID-19 pandemic. The proposed guidelines will include a recommendation to reduce our normal 1:1 match by half and to waive local match requirements given the economic distress and budget challenges facing all localities and regions. The full proposal will be sent with the board packet on April 13.

We ask that you assess business needs and opportunities in your communities as soon as possible and take a leadership role in developing high-impact grant proposals that will support economic resiliency and recovery across the Commonwealth.

Specifically, we ask that you review your Growth and Diversification Plans with a new focus on this crisis and prioritize your activities. You are encouraged to evaluate risk and near- and long-term potential impact to each of your priority industry clusters and focus your energy and resources on actionable strategies that will expand or build new capacity to support firms in targeted industry clusters and/or highly affected locally traded sectors as identified by your regional councils.

We ask that you explore sector-based strategies such as:

- Providing enhanced business assistance programs to connect firms with your network of resources;
- Optimizing and strengthening supply-chains;
- Sustaining business operations through telework and other technology;
- Exploring opportunities to retool production facilities or process to ensure the supply of mission-critical goods and services today and beyond this crisis;
- Immediate efforts that bring real products to address critical shortages of goods and services to meet healthcare needs;
- Ensuring that the resource network for entrepreneurs and innovators is strong and ready;
- Establishing strategic partnerships with research institutions; and
- Developing or expanding transitional training programs to move those out of work into available employment opportunities.

It will require collaboration with local governments, industry leaders, education and community partners to respond quickly. The GO Virginia program has established a new framework for regional collaboration and your work thus far has prepared you to participate and lead these important discussions.

This is an important pivot for the GO Virginia program at this time. Our mission of creating jobs and strengthening regional economies is more relevant than ever. We look forward to partnering with you in these important endeavors.
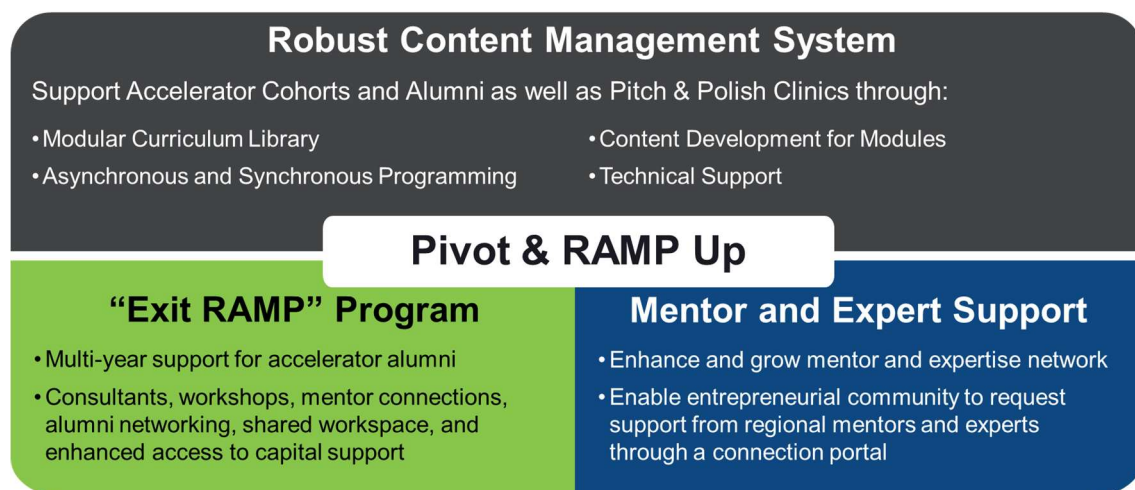
Momentum

Since 2017, the Regional Accelerator and Mentoring Program (RAMP) has been delivering on its mission to identify and support the growth of the region's technology-based startup community through coordinated mentoring, educational programming, and increased access to capital to foster a more vibrant and diverse regional economy. By many metrics, RAMP has been and continues to be a positive economic force in the region that is gaining in momentum. The program has completed three cohorts with 18 alumni startups actively operating in Region 2. Prior to the recent COVID-19 challenges, these eighteen companies had added sixteen technology jobs and are serving customers in 41 states and five countries. In-residence cohort members, as well as other startups and entrepreneurs in the region identified through pitch clinics, have benefited from working with 53 lead and "subject matter expert" mentors.

RAMP staff have identified six companies out of 29 applicants for its 2020 in-residence cohort, slated to begin June 2020. The 29 applicants represented an increase of 61% and 38% over 2018 and 2019 applicants. However, as the COVID-19 pandemic's effects continue to grow, the program will need to pivot in order to maintain its momentum to support the entrepreneurial community that we know is so critical to the economic success of our communities.

Pivots

The Roanoke-Blacksburg Technology Council intends to pivot the delivery, focus, and content of existing RAMP programming to meet the changing needs of startups and entrepreneurs given social distancing requirements and the economic fallout from the COVID-19 pandemic. This pivot consists of three key components: a robust content management system, a new "Exit RAMP" program, and mentor and expert support providing business assistance and connections to resources. These enhancements will enable RAMP to expand capacity at a critical time to meet surging demand for business assistance. In addition, RAMP will be better positioned to flexibly serve the region's entrepreneurs for years to come through these expanded delivery mechanisms.

Robust Content Management System

Support Accelerator Cohorts and Alumni as well as Pitch & Polish Clinics through:

- Modular Curriculum Library
- Content Development for Modules
- Asynchronous and Synchronous Programming
- Technical Support

Pivot & RAMP Up

"Exit RAMP" Program

- Multi-year support for accelerator alumni
- Consultants, workshops, mentor connections, alumni networking, shared workspace, and enhanced access to capital support

Mentor and Expert Support

- Enhance and grow mentor and expertise network
- Enable entrepreneurial community to request support from regional mentors and experts through a connection portal

1. **Build a robust content management system to support hybrid delivery of programming**

   Working with RAMP's instructors, RAMP will expand and move its educational content to a robust content management system in the form of modules that can be used in place of in-person instruction in times of quarantine and to enhance in-person instruction once permitted. In addition to supporting the current in-residence cohort members, this modular content also could be used to support startups not in the RAMP-in-Residence program seeking assistance through Pitch and Polish clinics. The online curriculum would remain available to accelerator alumni and support them as their growth brings new focus on topics presented in the past. RAMP anticipates that the resources to support this work will cost approximately **$57,000** for the Content Management System, hardware, specialized technical support, as well as consultants' and staff time to develop content and support activities.

2. **Improve the regional entrepreneurial resource network of mentors and other experts**

   We intend to develop a mentor portal with online curriculum to enhance and support a strong mentor community. The network of lead mentors and those with specific subject matter expertise will benefit from learning best practices and strategies for working with founders of technology-based companies. Our region's entrepreneurial community will benefit from having one central location to find trusted regional expertise. The resources to support this work will consist of portal development, curriculum and resource content development and delivery, and marketing, estimated at **$25,000**.

3. **Design "Exit RAMP" program to provide enhanced business assistance for RAMP alumni**

   The eighteen companies that have already completed the RAMP cohort experience have a continued need for support. While RAMP provides a great start, graduating companies are still very early-stage and require ongoing business/technical assistance, mentoring and nurturing to improve the odds of long-term survival and rapid growth. The in-residence experience creates bonds of trust between peer founders, their instructors, and mentors. To ensure the success of these companies, we propose providing a strong "Exit RAMP" experience that keeps them in touch with the resources and business support they need. Resources for this component of the pivot include subject matter consultants, staff time, and available office/meeting space with an estimated combined valuation of **$57,000.**

Budget

RAMP has **$49,000** in resources ready to commit to support this pivot through the use of the Gill Memorial Building donated by the City of Roanoke, funds committed by the Roanoke Economic Development Authority and Virginia Western Community College Educational Foundation, and staff time committed by the Roanoke-Blacksburg Technology Council supported by existing corporate sponsors. The RBTC is seeking **$97,200** in GO Virginia grant funding to support this three-part pivot running through June 2021. This funding includes $90,000 in direct program cost and $7,200 in administrative costs. With this funding, RAMP will be positioned to deliver hybrid and/or virtual programming to 10-12 companies in its next two cohorts, provide ongoing support to its 18 accelerator alumni companies, grow its mentor and expert network to 75 members, and deliver 6-8 Pitch & Polish clinics in a virtual setting throughout Region 2.

Virginia Growth and Opportunity Fund (GO Virginia)

Regional Broadband Infrastructure Project Guidance

Section I: GO Virginia Program Intent

GO Virginia's goal is to facilitate regional collaboration to grow and diversify the economy through supporting projects leading to the creation of more, higher paying jobs through revenue derived from out-of-state sources. Programs and projects recommended by the Regional Councils and approved by the GO Virginia state board shall be consistent with the strategies and targeted industry clusters outlined in the regional growth and diversification plans.

Section II: REGIONAL BROADBAND INFRASTRUCTURE PROJECTS

The 2018-2020 State Budget (Item 106.M4 and Item 106.M5) directed the Broadband Taskforce to develop a framework that provides guidance to the types of broadband initiatives the GO Virginia Board may approve. The group prioritized the use of broadband to effectively link economic clusters and help Virginia companies and residents enjoy a competitive edge while growing the economy in each region.

GO Virginia funds may be used to support regional planning efforts that inform and encourage private sector broadband infrastructure build out. GO Virginia funds may be used to fund middle-mile broadband infrastructure projects, including, but not limited to, fiber and conduit, that extend telecommunications networks in partnership with the private sector and focus on meeting the business needs of a community.

GO Virginia funds may not be used to support broadband projects focused on providing residential broadband service to customers (also known as "last mile"). Applicants interested in support for last-mile broadband grants should refer to the Virginia Telecommunication Initiative (VATI).

The Virginia Growth and Opportunity Board authorizes DHCD to accept per capita and competitive grant applications consistent with GO Virginia Board Policy #8 – Use of GO Virginia Funds for Investments in Broadband.

Regions may request funds for two types of activities:
1. PLANNING
    a) Regional Planning and Broadband Strategic Design Support

2. IMPLEMENTATION
    a) Middle-mile broadband infrastructure projects, including but not limited to fiber and conduit, which extend telecommunications networks, in partnership with the private sector and focus on meeting the business needs of a community, and/or
    b) Related digital literacy and internet relevance programming connected to business growth and expansion opportunities.

Section III: Application Process

BROADBAND INFRASTRUCTURE PLANNING GRANTS

Match Requirement: $2:1 (no Local Match required)

These regional broadband plans should present middle-mile broadband infrastructure opportunities that fill identified gaps, identify potential sources of matching funds for future implementation projects, and include a proposed timeline for implementation. The plans should include an inventory of assets (infrastructure such as cell/electric towers, employment centers, etc.), engineering designs, and cost estimates for implementation. Funds may also be used to integrate existing local plans and/or update regional plans.

Applicants must demonstrate a commitment to a planning process that engages a variety of stakeholders. Applicants should describe the outreach and engagement strategy for relevant stakeholders such as business and industry, current middle mile providers, private and public Internet Service Providers (ISPs) and/or Wireless Internet Service Providers (WISPs), private utility companies, public utility cooperatives, localities, regional planning organizations, and regional economic development organizations.

Applicants are encouraged to use Commonwealth Connect's Broadband Toolkit as a resource to guide their planning activities. The toolkit and other resources guides and technical assistance can be found here.

Regional councils will submit an enhanced capacity building (ECB) application electronically to DHCD by the established quarterly deadlines. Planning grant requests of less than $100,000 will count toward a region's $250,000 annual fund allotment for ECB activities.

Applications will be reviewed by DHCD's GO Virginia staff and reported to the Virginia Growth and Opportunity Board for consideration at the next board meeting.

BROADBAND INFRASTRUCTURE IMPLEMENTATION GRANTS

Match Requirement: $1:1 (20% or $50,000 (whichever is greater) local match required)

Regional Councils pursuing grants for construction of middle-mile broadband infrastructure are encouraged to have a recently completed regional broadband plan and be applying for funds to implement one or more elements of that plan. (This does not have to be a GO Virginia-funded plan.)

Projects must have the participation of two or more localities and be developed in partnership with one or more private sector providers. Middle mile projects must develop open-access networks, allow access to the middle mile network at a competitive rate, and be available for any interested internet service provider (ISP). Applications that involve not-for-profit or cooperative model providers as well as applications that represent an exceptional economic opportunity are encouraged.

Projects must respond to the Region's need for middle mile infrastructure, especially as it relates to enhanced service levels for businesses in the Region's targeted sectors, and the demand for the increased middle mile capacity among the region's ISPs. Applicants are strongly encouraged to engage early and often with potential ISP customers of the middle mile project. Priority will be given to projects with committed ISP customers.

Applicants may include a project element to educate affected businesses about the impact online tools can have on their business. Applicants are encouraged to work in conjunction with local community institutions already engaging in digital literacy education, such as library systems or cooperative extension offices.

Regional councils will submit a per capita or statewide competitive grant application and submit through the Centralized Application and Management System (CAMS). Applications shall be submitted in CAMS by the established quarterly deadlines for per capita and competitive funds.

Applications will be reviewed by DHCD's GO Virginia staff and reported to the Virginia Growth and Opportunity Board for consideration at the next board meeting.

ISSUE DATE: January 27, 2020

REFERENCES:
GO Virginia Board Policy #8 – Use of GO Virginia Funds for Investments in Broadband
Memo: Areas of Opportunity for Future Broadband Investments. Recommendations of Go Virginia Broadband Taskforce (9-10-19)

CONTACTS:
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Virginia Department for Housing and Community Development
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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 25th 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.
Project Name:	Wood Haven Road, Water, and Sewer Infrastructure Enhancement
Project Manager:	John Hull
Project Timeline:	May 18, 2018 – May 17, 2020
GOVA Funding	$89,254 of $200,000

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OFFICE OF ECONOMIC DEVELOPMENT

Match Funding Status:	$229,170 of $760,000 Met Q1 Milestones
Q1 Progress	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.
Q2 Plans	Completion of construction, moving into project closeout.

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 Status:	$168,500 of $245,000 Met Q1 Milestones
Q1 Progress	- 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 the 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.

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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.

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.

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	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.
Q2 Plans	- 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.

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	• 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	Project to receive year two of GO Virginia Region 2 funds. • Obtain needs survey assessments for 13 potential high growth companies • Recruit 5 new/early stage high growth companies

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,

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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	- 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	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). 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.
Q2 Plans	Final reports delivered to Lynchburg Regional Business Alliance.

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

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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 WVWBD 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 Blocksburg 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

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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	• 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

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	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

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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.

Q2 Plans	• Interns placement for summer/fall 2020 semester • Ongoing internship development

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	• 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

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