



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

GO Virginia Region 2

GO Virginia Region 2 Council Meeting Agenda

November 1, 2018, 3:00p.m. to 5:00p.m., Virginia Western Community College Natural Sciences Building

3:00 – 3:10 **Call to Order**

3:10 – 3:30 **Council Business**

Council Meeting Minutes

Bylaws

Liability Insurance

3:30 – 4:30 **Projects**

New Grantee Project Review

Pipeline Development

Speaker's Bureau Update

Current Grantees Project Update

4:30 – 4:40 **Council Membership Update**

4:40 – 4:50 **Teconomy Update**

4:50 – 5:00 **Public Comment**



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VIRGINIA INITIATIVE FOR
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GO Virginia Region 2

Go Virginia Region 2 Council Meeting Minutes

August 24, 2018

1:00pm-3:00pm

Lynchburg Regional Business Alliance

300 Lucado Place

Lynchburg, VA 24504

Members in Attendance: Dr. Nathaniel Bishop, Dr. John Capps, John Williamson, Dr. John Dooley, John Putney, Kenneth Craig, Patrick Collingnon, Dr. Ray Smoot, Ab Boxley, Dr. Victor Iannello, Mike Hamlar, Watt Foster, Fred Armstrong, and William Fralin.

Members Participating Remotely: Debbie Petrine, Marla Akridge, Beverly Dalton, Don Halliwill, Dr. Brian Hemphill, and Marty Muscatello.

Staff in Attendance: Dr. John Provo, Dr. Scott Tate, and Jennifer Morgan

Public in Attendance: Jan Hobbs, Alleghany County Schools; Traci Blido, Bedford County EDA; Kevin Bryd, NRV Regional Commission; Keith Hartman, Small Business Development Center; Virginia Senate Senator The Honorable Mark J. Peake; Virginia House of Delegates The Honorable Scott Garrett; Joyce Waugh, Roanoke Regional Chamber

Chairman Smoot convened the meeting at 1:10pm.

GO Virginia Region 2 RPF Update

Dr. Scott Tate presented the Council with a new funding request RFP for Region 2 that includes no major changes from the previous year's RFP. Dr. Tate noted minor modifications include an emphasis on local match contributions, suggested by advice from GO Virginia's state staff, noting that local match contributions were likely not to be waived by the state board. Applications would be approved on a rolling basis and staff would accept an applicant's letter of intent at any time. Dr. Tate stated that if an applicant wanted to be considered by the state board in the 2018 calendar year, letters of intent need to be received by Region 2 staff by October 15th, to be presented to the Regional council in October/November, and reach the state board in their December meeting.

Ms. Akridge asked what qualified as a threshold criteria for applicants as described in the RFP. Dr. Tate described this as projects in alignment with priority industry clusters, working with localities, serving Region 2, and meeting the goals of the state program.



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Dr. Dooley moved to approve the RFP and Dr. Capps seconded the motion. All voted in favor of the motion and none opposed.

Current Outreach and Marketing Process

Dr. Tate shared with the Council a communications plan for notifying Region 2 about the new RFP. Mr. Williamson noted the need to push the issue of a required local match immediately to prepare localities for a possible increase in spending and encourage funds to be set aside to support GO Virginia projects. Mr. Hamlar suggested presenting information regarding GO Virginia on season three of New Virginia Economy with Mike Hamlar, a television segment on WSLs 10. Dr. Smoot emphasized the importance of speaking directly with local government boards about GO Virginia and asked that Council members volunteer to do so in their local areas.

Current Per Capita Contracts

Dr. Tate explained to the Council that Project Hollyleaf withdrew their application, releasing the Council from its funding commitment. Staff stated that Region 2 Talent Collaborative has received their local match and their contract is awaiting final signatures in Richmond.

Roanoke Small Business Development Center (SBDC) New River Valley Expansion

Staff reported to Council that the Roanoke SBDC-New River Valley expansion project, approved by the Council in spring of 2018, was referred back to Council by state GO Virginia staff with the suggestion to consider as an enhanced capacity building project, rather than a per capita project. Kevin Byrd, from the New River Valley Regional Council, stated council funds matched by local commitments would be used to support a position in the SBDC serving the New River Valley. Mr. Putney asked what the sustainability beyond one year would be, with Mr. Byrd replying that in one year some local governments within Region 2 would increase their match support to take over the GO Virginia funds. Mr. Williamson moved to approve funds for SBDC at \$42,500 and Mr. Putney and Dr. Dooley seconded the motion. All were in favor and none opposed.

Bylaw Revisions

Staff presented proposed amendments of the bylaws to Council. This included the creation of three year staggered terms for Council members. Chairman Smoot noted the importance of ensuring regional representation and that language was included to formalize that practice. Dr. Dooley suggested the wording within the bylaws be changed to clarify current Council members serve a one, two, or three year term determined by the Executive Committee with an option for reappointment to one three year term totaling either four, five, or six years on the Council. Council members also agreed only members of the Council



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could be elected Chair or Vice Chair, regardless of regular council terms remaining they would serve out their two year term as Chair or Vice Chair.

Dr. Provo noted a further change in the bylaws to include an attendance requirement for Council members. The Executive Committee was also empowered to act for the council between meetings, and serve in the role of a nominating committee advising the board on filling vacancies.

Mr. Williamson motioned to direct staff to finalize language changes in the bylaws as discussed by the Council and Mr. Hamlar and Mr. Foster seconded the motion. All approved the motion and none opposed.

Support Organization Contract Renewal

Chairman Smoot supported the renewal of the Support Organization contract which was reviewed by the Executive Committee during its recent work session. Dr. Dooley moved to renew the Support Organization contract and Mr. Williamson seconded the motion. All were in favor and none opposed.

Council Business and Updates

Chairman Smoot asked the Council to approve minutes from the March and June Full Council meetings. Ms. Davis moved to approved the minutes and Mr. Putney seconded the motion. All were in favor and none opposed. Mr. Fralin motioned to approve the minutes from the August Executive Committee meeting and Mr. Williamson seconded the motion. All were in favor and none opposed.

Chairman Smoot presented, on the recommendation of Lynchburg area members, Georgeann Snead, President of EDM Inc., as a recommendation to forward to the state GO Virginia Board to fill the vacant position left by Shannon Valentine on the Council. Dr. Capps moved to approve the appointment and Dr. Bishop seconded the motion. All were in favor and none opposed.

Patrick Collignon citing growing demands of his new business venture, offered his resignation from the Council. Chairman Smoot thanked Mr. Collignon for his service and encouraged him to continue to work with the Council in the future.

Mr. Putney and Dr. Dooley noted Chairman Smoot's appointment by the Governor to the Commonwealth Transportation Board. Members of the Council congratulated Mr. Smoot on the recognition.

Public Comment

Delegate Scott Garrett of the 23rd Virginia House District thanked the members for their service. He further urged Council members to be diligent in telling their story to increase knowledge of GO Virginia throughout the region.



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Chairman Smoot adjourned the meeting at 3:06pm.



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GO Virginia Region 2 Executive Committee Work Session DRAFT Minutes (For Council Approval)

September 27, 2018 1:00pm, 108 N Jefferson St, Roanoke, VA 7th Floor
Board Room

Executive Committee Members in Attendance: Ray Smoot, John Williamson

Executive Committee Members Participating Remotely: Sandy Davis

Council Members in Attendance: Victor Iannello

Staff in Attendance: John Provo, Jennifer Morgan

Chairman Smoot convened the meeting at 1:05pm.

Bylaw Revisions

The Executive Committee discussed staff changes to the Bylaws that govern the Region 2 Council which were previously presented at the GO Virginia Region 2 Council meeting in August and recommended to present the Bylaws to the full Council for approval on November 1st.

Project Pipeline Discussion

Staff presented to the Executive Committee a summary of current RFP marketing strategies, current potential Region 2 projects, and multiregional projects for FY19 GO Virginia funding. After releasing the RFP on August 27, staff has received three letters of interest for regional projects asking for sum of about \$900,000, about eight potential projects that could produce letters of interest, and nine possible multiregional projects. Staff noted to the Executive Committee the full Council moved to accept projects on a rolling basis and therefore needs to consider large funding requests on the total budget.

Council Vacancies

In previous Bylaws revisions, Council discussed issuing an attendance policy for members to ensure active participation in the Council. The Executive Committee discussed the role they would take on in discussing with members their participation with the Council.



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Speaker's Bureau Update

Staff discussed with the Executive Committee that Council members John Williamson, John Dooley, and John Capps have created a Speakers Bureau to update towns, cities, and counties within Region 2 on what GO Virginia is, what they project does, and how the project has helped the region thus far. Furthermore, they will ask each locality to set aside a \$1 per capita during its budget cycle to potentially match GO Virginia projects in their locality. The Speakers Bureau has scheduled five localities across Region 2 to date. Executive committee members expressed the desire that all members of the Council participate in speaking to governmental and civic groups about the work of the Council. Anyone so doing should contact Jennifer Morgan in order that supporting materials can be provided and there is a record of all such efforts to make known the work of GOVA.

The meeting ended at 2:30pm.



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Virginia Growth and Opportunity Region 2 Council

BYLAWS

ARTICLE I PURPOSE

The Virginia Growth and Opportunity Regional Council (hereafter referred to as “Council”) is a public body certified by the Virginia Growth and Opportunity Board to receive grants pursuant to Code of Virginia section 2.2-2485 the Virginia Growth and Opportunity Act (hereafter referred to as “GO VA”). The Council will be supported by an ~~existing or newly~~ established organization that engages in collaborative planning or execution of economic or workforce development activities within a region to support the Council’s activities and to ensure proper administration of the Council’s funds.

ARTICLE II DUTIES AND RESPONSIBILITIES

Section 1 Duties of the Regional Council

The Council shall:

1. Work in a collaborative manner, respecting all points-of-view, while soliciting and reviewing proposed projects for recommendation to the GO VA Board.
2. Demonstrate extensive knowledge of the region’s potential for growth that lead to higher paying jobs. Identify economic/regional projects that support or encourage collaboration and yield significant new job creation.
3. Review and understand the authority, governance, and administrative role of the GO VA Board in certifying qualified regions and regional councils; including how the Board develops and implements guidelines or procedures for such certification.
4. Partner with existing or newly established economic/workforce development organizations to create focused collaborative projects or programs consistent with the Council’s economic growth and diversification plan.
5. Identify the region’s economic growth potential independently or in partnership with neighboring regions. Identify the competitive advantages for collaboration with private-sector investments to accelerate job growth/economic development.
6. Advise the Board on best practice initiatives, projects, etc. that encourage collaboration and yield measurable outcomes for job growth in the region.
7. Have the authority to enter into agreements through the support organization in order to pursue the goals and objectives of the Virginia Growth and Opportunity Act pursuant to the Code of Virginia and guidelines adopted by the Board.

8. Adhere to the Freedom of Information Act (FOIA) and the Conflict of Interest Act (COIA) except as exempted pursuant to §2.2-3711.A.48 of the Code of Virginia.
9. Provide for public participation as directed by the Code of Virginia and the Board.
10. Conform with guidelines as adopted by the Board.

ARTICLE III MEMBERSHIP

1. The Council should include representatives from (i) the education sector, which include school divisions, community colleges, public institutions of higher education, and private institutions of higher education as appropriate; (ii) the public economic and workforce development sector; (iii) local government; (iv) planning district commissions; (v) nonprofit organizations; and (vi) other entities that significantly affect regional economic or workforce development. **The distribution of the primary residence of members should approximately match the distribution of population among the areas that make up Region 2.** Membership may include one or more non-legislative citizen members of the Board from the region. A majority of the members of the Council shall be from private sector with demonstrated significant private-sector business experience. The Council shall be chaired by a citizen member from the region with significant private-sector business experience.
2. The Council will consist of up to 30 members. The Board will approve the member selection process, structure, composition, and leadership to meet the requirements of COV section 2.2-2485 of the Virginia Growth and Opportunity Act and the guidelines set forth by the Board. Council membership is subject to Board review and approval.
3. Council members shall have knowledge of workforce and economic development.
4. **Council members shall serve staggered three year terms as determined by the Council. Council members shall not serve more than (2) consecutive three year terms. A Chair and Vice Chair are elected from the council membership for terms of two years, which will count against the limit of two (2) consecutive three year council terms. If the council terms of a Chair or Vice Chair expire during their leadership service the Council may be extended their council membership will extend to the end of their terms as Chair or Vice Chair.**
5. A vacancy on the Council shall be filled ~~per guidelines established~~ by the Council as ~~provided for carried out by the Executive Committee referenced~~ in Article VIII of this document.
6. **A Council member may be removed by the Board with a majority vote. Notice must be provided to Council members 7 days in advance of a meeting where a removal action is on an agenda. The reasons for removal must be documented by the Council.**
7. **Council members are expected to participate in all meetings of the council. Absence from more than 50% of meetings in a fiscal year may constitute grounds for removal.**

ARTICLE IV

MEETINGS

1. The Council shall meet on a regular basis and at a minimum quarterly at a predetermined location and time. The meeting notice of time, location and purpose shall be given to all Council members at least 7 days prior to the date of meeting.
2. The Council will meet all of the Code of Virginia public meeting requirements (§2.2-3707). Meetings will be advertised a minimum of three business days in advance of the meeting at the following locations: the administrative offices of the support organization and administrative offices of individual meeting locations.
3. Attendance of a majority of Council members shall constitute a quorum and, unless a greater proportion is required by the Board for a particular act/vote, the majority vote of the Council present and voting at any meeting, at which there is a quorum, shall constitute the Act of the Council.

ARTICLE V

PARLIAMENTARY PROCEDURE

In all matters of procedure not specifically covered by these By-Laws, the most recent edition of Roberts Rules of Order shall be observed.

ARTICLE VI

ORGANIZATION

1. During the inaugural meeting, the Council shall elect from among its members, a Chair and a Vice-Chair. The Chair and Vice Chair shall be a Council member with significant private-sector experience.
2. The Chair shall preside over all meetings. The Vice-Chair shall preside over all meetings in the absence of the Chair.

ARTICLE VII

SUPPORT ORGANIZATION

1. The support organization can be a new or existing organization with purposes and competencies including collaborative planning, economic development, or workforce activities within the region.
2. The support organization may provide data analysis, review of best practices, review and analysis of project proposals, and other duties as determined by the Regional Council.
3. The support organization will make project recommendations to the Regional Council for submission to the Board and will be responsible for monitoring the impacts of projects in carrying out the economic growth and diversification plan.
4. The support organization will be responsible for the receiving, use of, and auditing of funds received.
5. The support organization will have a contract with the regional council that provides for its role as outlined above.

ARTICLE VIII

SUBCOUNCIL ORGANIZATION

The Council may appoint all committees as deemed necessary to meet the Council requirements of COV 2.2-2485; the Virginia Growth and Opportunity Act and to fulfill the duties of the Council. In addition, the Council shall create an Executive Committee. **The distribution of the primary residence of members of this or any the Ccommittee should approximately match the distribution of population among the areas that make up Region 2. The Executive Committee will have the authority to act judiciously on behalf of the Ceouncil when time sensitive matters occur, as determined by the chair, before a meeting of the full Ceouncil can be calledheld. The Committee's meetings are subject to the Code of Virginia public meeting requirements (§2.2-3707) except as exempted pursuant to §2.2-3711.A.48public notice and open meeting requirements. Minutes must be reported and distributed within 72 hours-10 days of a Ceommittee meeting. A report from the Executive Committee will be a standing agenda items for all full meetings of the Council. The Executive Committee will present a slate of officers, potential new members, and recommend to the council persons to fill vacancies on the Council. Council members from each area within Region 2 will-should be polled by the eommitteeCommittee with respect to vacancies occurring in their area. Following a vote by the full eCouncil nominees are forwarded to the state board for approval.**

Each committee shall appoint a Chair and set meeting dates, times and locations. The duties of each committee member shall be implied by the name and function of the committee. Each committee shall have only the powers specifically designated to them by the Council. Each committee shall report to the full Council.

ARTICLES IX

BYLAWS

The bylaws shall not be amended, modified or replaced except by a majority action of the Regional Council in an official meeting. Action on amended bylaws may not take place at the meeting in which they are introduced. Action on amended bylaws shall take place a minimum of thirty days after their introduction. The bylaws shall be amended to conform to statutory requirements as required. The Board shall review and approve amendments to the Bylaws.

SEVERABILITY

In the event that any portions of the bylaws are deemed invalid, the remaining portion shall stand.



VIRGINIA INITIATIVE FOR
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GO Virginia Region 2

GO Virginia Application Review

The Advancement Foundation

The Advancement Foundation (TAF), is a catalyst that strategically leverages community resources and alliances to expand our region's economic success with dynamic business development strategies. In order to prepare the highest impact program, TAF, partner localities and resource organizations have studied the Growth and Diversification Plan, Virginia Tech's "Same Ecosystem, Different Entrepreneurs" An assessment model for measuring diverse entrepreneurial ecosystem and consulted numerous entrepreneurs, community resources, and industry experts. In addition, TAF spoke with faculty at Virginia Tech, Hollins University, Roanoke College, Virginia Western Community College and Dabney Lancaster Community College in STEM, economic development, and business support areas to gain perspective on how best to create a network of support for our entrepreneurial ecosystem while meeting institutional goals for experiential learning, enrollments, and business success stories.

New and early stage entrepreneurs report being isolated and frustrated by the lack of an inclusive pathway for entrepreneurs to enter the ecosystem pipeline. Educators seek experiential learning opportunities that can align with academic schedules but lack access to new and early stage entrepreneurs. Industry experts desire growth for their industries and have knowledge to share but with no organized structure to share that information. Localities recognize the importance of new and early stage business growth but lack staff and resources to execute the "trench" work. Risk adverse investors desire proof of concept and assurances of a strong business support system. According to a study conducted for State Council of Higher Education for Virginia, "Strategic Directions to Advance Innovation-Led Growth and High- Quality Job Creation Across the Commonwealth", "Virginia's underlying challenges include a need to 1. Address the low levels and lagging growth of industry research and development from own-company sources that focus on developing of new products and services; 2. Bridging the disconnect between university research and Virginia-based company innovation; and 3. Shoring up Virginia's entrepreneurial development system to generate more shots on goal and high-growth companies." The study goes on to express clear concerns about Virginia's ability to generate new and early-stage, high growth companies. Perhaps one of the biggest differences in Virginia from the nation is the low share of venture investment going into early stage rounds of funding.

TAF proposes to operationalize Region 2's stakeholder goals to increase the # of investible ventures by creating a highly inclusive, yet needs focused, solution. The Innovation Mill will work at the wide/inclusive end of pipeline to provide entrepreneurs a strong and supportive entry into the ecosystem. The Mill will offer high growth clusters a comprehensive platform to refine proof of concept, resources, and strong networks by leveraging higher education, industry expertise, and experiential learning across our region.

The Innovation Mill will increase the number of early and emerging companies in high growth industries and assist them to become investible ventures. TAF will assist these clusters by aligning regional assets, expanding the region's visibility, accelerating proof of concept assistance to entrepreneurs, and offering



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comprehensive navigation through idea innovation, research, technical support, and connection to resource agencies.

The Innovation Mill offers our region a highly coordinated set of strategies that will be focused on high growth industries. The “Mill” will, 1. Actively seek new and existing high growth companies as well as the companies that support those high growth industries; 2. Provide 360 degree evaluations of value proposition; 3. Engage undergraduates/graduate students, industry experts, and mentor resources on Business Innovation & Development Teams to increase research and innovation, and provide an actionable strategic plan, and 4. Showcase Region 2’s capacity to foster high growth industry development and access to resources by engaging these companies in Virginia’s Largest Business Competition, the Gauntlet.

The Advancement Foundation has a proven track record of success in working to shore up our region’s entrepreneurial development system in order to generate more investible ventures. The Innovation Mill will improve our regions ability to generate and scale more investible ventures in high growth industries and will champion a culture of innovation, industry research and support to connect industry professionals, STEM practitioners, successful entrepreneurs, undergraduates/graduates and investors.

TAF is applying for \$300,000 (\$150,000 over 2 years) in Go Virginia funding to implement a multi-tier approach that will expand high growth businesses in the region. TAF is a trusted partner of localities across our region and is able to provide structure and connection with resource agencies, government, and higher education.

Additive Manufacturing Partnership Lab (AMPL): Connecting Industry and Academics for Innovation (Liberty University)

Liberty University (LU), in collaboration with The Center for Advanced Engineering and Research (CAER), Central Virginia Community College (CVCC), the XLR8 STEM Academy, local partners BWX Technologies, FarField NDT, and Bedford County — is seeking support to develop the Additive Manufacturing Partnership Lab (AMPL), at the Center for Engineering Research and Education (CERE) to support the collective goal of building the Additive Manufacturing (AM) base and educating the AM workforce. GO Virginia funding will purchase the AM equipment needed to establish the lab. LU will outfit the AM laboratory with: two Markforged Metal X 3D Printers, one Markforged X7 3D Printer, one Geomagic Capture Scanner, and smaller 3D printers in support of the STEM Academy. The 2,400 square-foot facility will include several AM systems capable of full consolidation of nylon, carbon fiber, polymeric, metallic, and ceramic material systems, as well as a prototyping laboratory which includes a host of characterization techniques.

LU describes that matching support from partners would provide additional AM equipment, the development of programs and certifications in AM, professional development for educators in AM, STEM outreach to secondary and post-secondary educators, and offer availability to the region’s startup community. The applicant suggests that the Additive Manufacturing Partnership Lab will serve as a regional connector between industry and academics for innovation, economic growth and workforce development. The project activities include: Finalize industry AML equipment needed to meet industry



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needs; Purchase AML equipment; Remodel lab space at CERE; Install and place all AML equipment for use; Provide train-the-trainer AML equipment workshops for secondary and post-secondary faculty and educators; LU faculty & students will use the AM lab for coursework, research and/or capstone projects; Industry and entrepreneurs will utilize the AM lab for 3D printing prototypes, replacement parts, and/or research/innovation; CVCC will use the AM lab for summer camps, XLR8 STEM Academy will use the AM lab for high school student training & certification; AMPL open house event, and LU and CVCC will reach out to area Career and Technical Educators (CTE) to provide a regional workshop on integrating AM labs into technical education curriculum such as engineering and computer science.



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Region 2 GO Virginia Council

Project Title: TAF-Expanding the Business Development & Entrepreneurial Ecosystem

Applicant: The Advancement Foundation (TAF)

Localities covered: Alleghany, Bedford, Botetourt, Giles, Pulaski, Roanoke County; Covington, Salem, Roanoke

Growth & Diversification Plan Strategy Area (s): Entrepreneurship

GOVA Funds Requested: \$300,000 Matching Funds: \$992,000 TOTAL COSTS: \$1,292,000

Project Description:

The Advancement Foundation proposes to implement a comprehensive regional program, the Innovation Mill, to define and expand the region's entrepreneurial pipeline for new and early stage companies. The Mill would offer a coordinated set of strategies: 1. actively seek new and existing high growth companies as well as the companies that support those high growth industries, 2. provide 360 evaluations of value proposition 3.engage undergraduates/graduate students, industry experts and mentor resources on Business Innovation & Development Teams to increase research and innovation and provide an actionable strategic plan, and 4.showcase Region 2's capacity to foster high growth industry development and access to resources by engaging these companies in Virginia's Largest Business Competition, the Gauntlet. The Mill would recruit and engage 50 new or emerging high growth companies in priority industry sectors, and would build a support team of 20 industry experts, 60 students, and 50 companies The applicant estimates an ROI of \$1.5 million from the job creation plus a number of other possible ROI numbers, through such areas as leveraged funds, value of volunteers, and capital deal investment totaling over \$4.3 million.

Type of Funds	Totals	
GO Virginia	\$	300,000.00
Matching Funds	\$	992,000.00
Total CAMS Budget	\$	1,292,000.00
Additional Leverage	\$	-
Total Project Budget	\$	1,292,000.00

**These answers will autofill from previous tabs.*

Type of Match	Totals	
Matching Funds	\$	992,000.00
At least \$1:1	YES	
Local Match	\$	360,000.00
At least \$50,000	YES	
At least 20% of GO VA Request	YES	
Local Match Waiver Requested?	NO	

REVIEWER SUMMARY:

Strengths:

- There is awareness across the region among entrepreneurs and partners about the existing program (The Gauntlet). The project would recruit new and early stage companies to fill and support the growth within the entrepreneurial pipeline. The Mill would provide critical training, support, research, innovations, and networking opportunities in order to grow investable ventures. This responds to 'supporting entrepreneurship.' The project also addresses issues presented by SCHEV and VT studies analyzing the challenges facing entrepreneurs and ecosystems. According to the application, 55% of the region will be served. This is good. Some strong partners are identified and the application is innovative and forward-thinking.

Weaknesses:

- Application does not specify how the project will target messaging to engage entrepreneurs from priority industries, nor whether they have any similar results from the existing program The Gauntlet. There is no evidence provided that the Gauntlet program has included companies from the priority clusters. ROI may be over-stated or is not clear how calculated. From an organizational standpoint, it seems like a lot of moving parts to manage and coordinate and much reliance on volunteers. Unclear how coordination with existing programs will occur. Administration and coordination of a project of this breadth and scope could be challenging. In addition, the project aims to recruit and engage a large number of mentors and volunteers, but less detail was provided on how mentors with the skills and experiences to work with target sector companies would be identified, trained, and matched with clients. Less evidence of industry support as partners and collaborators.

OUTLOOK and RECOMMENDATIONS (if any):

Proposed project represents a large-scale and complex set of activities in support of entrepreneurship in the participating localities. While the applicant has demonstrated experience in this arena, it may be very difficult to scale and implement this type of project. It is unclear that the applicant has the track record working with target sector companies and high-growth entrepreneurs beyond a few isolated examples. The applicant has experience working with entrepreneurs, but (presumably) less direct expertise with technology entrepreneurs and manufacturing or life sciences companies. The methods through which applicant will reach or cultivate those types of entrepreneurs is not clearly specified.

The ROI is ambitious, perhaps overstated, and unclear in some instances, particular in terms of capital deal investment, and etc. It remains unclear how this project (mentoring and entrepreneur development in high-priority sectors) would fit with other entrepreneur-related initiatives and whether the region might benefit from a more cohesive approach.

In its current form, the project may not be ready to be advanced to the state board. However, if the Council so moves, the applicant could be encouraged to re-apply with a focus on:

- Providing evidence of support from private industry and/or individual industry experts that are committed to support in recruitment, selection, advising, funding, etc
- Describing more clearly and perhaps more accurately estimating the ROI
- Describing in detail how the applicant will engage and recruit priority sector entrepreneurs
- Describing in detail how the applicant would collaborate and fit with other entrepreneur efforts, including testimonials or supports from those entities (SBDC, VIC, RAMP, etc.)

Region 2 GO Virginia Council

Project Title: Additive Manufacturing Partnership Lab (AMPL): Connecting Industry and Academics for Innovation

Applicant: Liberty University

Localities covered: Amherst, Appomattox, Bedford Campbell, and cities of Bedford and Lynchburg.

Growth & Diversification Plan Strategy Area (s): Technology, Entrepreneurship, Talent

GOVA Funds Requested: \$274,980 Matching Funds: \$563,000 TOTAL COSTS: \$837,980

Project Description:

Liberty University (LU), in collaboration with The Center for Advanced Engineering and Research (CAER), Central Virginia Community College (CVCC), the XLR8 STEM Academy, local partners BWX Technologies, FarField NDT, and Bedford County — is seeking support to develop the Additive Manufacturing Partnership Lab (**AMPL**), at the Center for Engineering Research and Education (CERE) to support the collective goal of building the Additive Manufacturing (AM) base and educating the AM workforce. GO Virginia funding will purchase the AM equipment needed to establish the lab. LU will outfit the AM laboratory with: two Markforged Metal X 3D Printers, one Markforged X7 3D Printer, one Geomagic Capture Scanner, and smaller 3D printers in support of the STEM Academy. The 2,400 square-foot facility will include several AM systems capable of full consolidation of nylon, carbon fiber, polymeric, metallic, and ceramic material systems, as well as a prototyping laboratory which includes a host of characterization techniques.

LU describes that matching support from partners would provide additional AM equipment, the development of programs and certifications in AM, professional development for educators in AM, STEM outreach to secondary and post-secondary educators, and offer availability to the region's startup community. The applicant suggests that the Additive Manufacturing Partnership Lab will serve as a regional connector between industry and academics for innovation, economic growth and workforce development. The project activities include: Finalize industry AML equipment needed to meet industry needs; Purchase AML equipment; Remodel lab space at CERE; Install and place all AML equipment for use; Provide train-the-trainer AML equipment workshops for secondary and post-secondary faculty and educators; LU faculty & students will use the AM lab for coursework, research and/or capstone projects; Industry and entrepreneurs will utilize the AM lab for 3D printing prototypes, replacement parts, and/or research/innovation; CVCC will use the AM lab for summer camps, XLR8 STEM Academy will use the AM lab for high school student training & certification; AMPL open house event, and LU and CVCC will reach out to area Career and Technical Educators (CTE) to provide a regional workshop on integrating AM labs into technical education curriculum such as engineering and computer science.

Type of Funds	Totals	
GO Virginia	\$	274,980.00
Matching Funds	\$	563,000.00
Total CAMS Budget	\$	837,980.00
Additional Leverage	\$	-
Total Project Budget	\$	837,980.00

Type of Match	Totals	
Matching Funds	\$	563,000.00
At least \$1:1	YES	
Local Match	\$	13,000.00
At least \$50,000	NO	
At least 20% of GO VA Request	NO	
Local Match Waiver Requested?	YES	

REVIEWER SUMMARY:

STRENGTHS

- Very high ROI listed. Focus is on priority sectors. Evidence of significant partner support from public and private sector. Includes a connection to K-12 and community colleges – blends focus on workforce development and industry sector growth. Additive manufacturing represents a key advanced manufacturing technology with wide applicability across industries.

WEAKNESSES

- ROI may need better support/evidence. Applicant needs to provide more details to support the employment figures and financial impact. Local participation threshold not met. Project seems to overlap with previously funded project in terms of activities and ROI, making it hard to assess. Not clear that applicant can produce results in terms of ROI, given no prior evidence of similar success. This is not a critique of the applicant’s capacity per se but simply a statement of the new nature of this activity and the uneven results in Virginia and nationally in terms of leveraging university-focused research assets for industry cluster growth and job creation.

OUTLOOK and RECOMMENDATIONS (if any):

As presently constructed, this application does not appear to be ready to advance for state consideration. First, the applicant does not meet threshold requirements for the requested local participation waiver. The applicant submitted a waiver request but does not meet the state’s guidelines for a waiver since the project does not cover at least 50% of the region’s population and the letter does not detail what attempts were made to solicit locality contribution.

Second, the project proposes to add an additional industry lab to the CERE project the Council has funded. The CERE project represented a substantial investment of Region 2 funding based upon the applicant’s proposed activities to successfully engage and support regional industry. That project is not far enough along to be able to gauge its effectiveness and ability to meet its ROI. The ROI here is uncertain and the high ROI number seems to include the impacts of the other previously funded CERE labs, so it is not possible as presented to effectively gauge the possible ROI from this submission.

The applicant could also provide more details in terms of specifically how the facility would spur the industry impacts anticipated in terms of job creation and sector growth.



Call for Concept Papers Research Center Capacity Building

Fast Facts

Overview: The Virginia Research Investment Fund was created by the Virginia General Assembly in 2016 to foster economic development and job creation through innovative and collaborative research, development and commercialization efforts and the recruitment and retention of eminent researchers. The Fund encourages cooperation and collaboration among public institutions of higher education and with the private sector. Grants from the Fund are intended to position the Commonwealth as a national leader in science-based and technology-based research, development and commercialization.

Concept Papers for Research Center Capacity Building: Concept papers will be accepted for applied research centers focused on commercialization of the product(s) or services resulting from the research (i.e., Translational Research to Commercialization (TR2C) Centers). Limitations exist regarding the areas of research focus. Two or more institutions are required to collaborate.

Concept Papers Due: December 3, 2018

Invitations for Full Proposals: January 11, 2019

Invited Full Proposals Due: February 18, 2019

Estimated Start Date: July 1, 2019

Length of Award: One to three years

Award Amount: The maximum award amount is \$1.5 million.

Match: A 1:1 match is required.

Number of Grants: The Virginia Research Investment Committee has not determined the number of awards. VRIC has discretion to make no awards.

Website: <http://schev.edu/index/institutional/grants/va-research-investment-fund/vrif-call-for-concept-papers>

Questions:

Lynn Seuffert, Associate for Research Investment
State Council of Higher Education for Virginia
lynnseuffert@schev.edu

Documents for Download

Fast Facts

Call for Concept Papers

Best Practice Examples for Translational Research Centers

Optional Partner Commitment Form



GO VIRGINIA PURPOSE STATEMENT

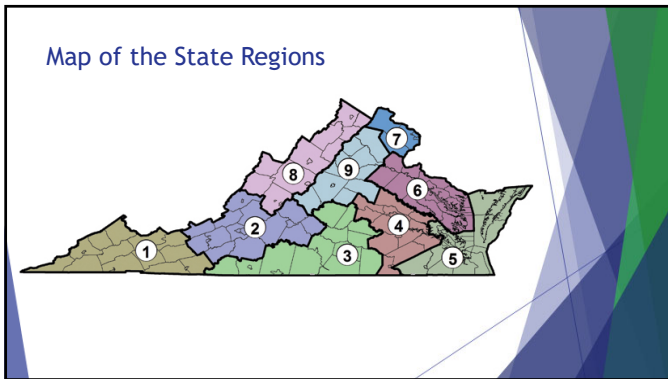
“Create more higher paying jobs through incentivized collaboration, primarily through out-of-state revenue, which diversifies and strengthens the economy in every region”

WHY IS THIS GO VIRGINIA’S PURPOSE?

- ▶ Proven track record of incentives being used to change behavior to accomplish economic goals.
- ▶ High-paying jobs have a strong economic multiplier and create economic opportunities for all Virginians.
- ▶ Focusing on economic activities that bring new income into the state - not just shifting market share - grows the economy.
- ▶ Even areas with strong economies could be doing better - adapting to the changing U.S. economy.

GOVA—ROLE OF REGIONAL COUNCILS

- ▶ Direct growth and diversification plan to identify needs and opportunities in region.
- ▶ Ensure business leadership.
- ▶ Prioritize projects for state board.
- ▶ Encourage collaboration inside and outside GO Virginia process.



- Region 2 Council Membership**
- ▶ Marla Akridge, Allegheny Highlands Economic Development Corporation
 - ▶ Fred Armstrong, Wiley Wilson
 - ▶ Nathaniel Bishop, Jefferson College
 - ▶ Ab Boxley, Boxley Materials Company
 - ▶ Dr. John Capps, Central Virginia Community College
 - ▶ Kenneth Craig, Liberty University
 - ▶ Beverly Dalton, English Construction
 - ▶ Sandy Davis, BCR Property Management
 - ▶ John Dooley, Virginia Tech Foundation
 - ▶ Michael Fleming, TORC Robotics
 - ▶ Watt Foster, Foster Fuels
 - ▶ William Fralin, Medical Facilities of America
 - ▶ Don Halliwell, Carilion Clinic
 - ▶ Mike Hamlar, Hamlar-Curtis Funeral Home, PAC director
 - ▶ Dr. Brian Hemphill, Radford University
 - ▶ Victor Iannello, Radiant Physics, Radiant Ventures (R&D)
 - ▶ Terry Jamerson, Roanoke Times
 - ▶ Pareena Lawrence, Hollins University
 - ▶ Floyd Merryman, Sonny Merryman (transportation)
 - ▶ Marty Muscatello, FoxGuard Solutions
 - ▶ Debbie Petrine, Commonwealth Care of Roanoke, VT BOV
 - ▶ John Putney, Town of Bedford IDA
 - ▶ Georgeann Sneed, EDM Inc.
 - ▶ Ray Smoot, Union Bank and Trust
 - ▶ John Williamson, RCG Resources

ECONOMIC GROWTH AND DIVERSIFICATION PLAN

- ▶ Identify economic opportunities, needs, and challenges for the region.
- ▶ Focus on talent/workforce, collaborative sites development, entrepreneurship and business development, technology development.
- ▶ Establish priorities among identified opportunities.
- ▶ Targeted Clusters and Workforce gap analysis.
- ▶ Align with existing plans and priorities- no duplication of ongoing efforts.

ECONOMIC GROWTH AND DIVERSIFICATION PLAN PERFORMANCE METRICS

- ▶ Net increase in the number of high-paying jobs in a region (including retention)
- ▶ Return on Investment
- ▶ Change in business sector/cluster mix
- ▶ Percentage of job increases attributable to out-of-state revenues

GROWTH AND OPPORTUNITY GRANTS

COULD BE USED FOR:

- ▶ Existing "cluster" scale-ups
- ▶ Business-focused training and credentialing
- ▶ Site development
- ▶ Commercialization of R&D
- ▶ Startup collaborations
- ▶ Incubators/accelerators

SHOULD NOT BE USED FOR:

- ▶ Construction of transportation projects
- ▶ Incentive grants to private companies
- ▶ Trade missions
- ▶ Quality of life projects
- ▶ Museums and entertainment venues

REGION 2 TARGET INDUSTRY SECTORS

- ▶ Life Sciences and Healthcare
- ▶ Advanced Manufacturing
- ▶ Information Technology/Emerging Technologies
- ▶ Food and Beverage Processing

TALENT

- ▶ Region 2 Talent Collaborative
 - ▶ Region 2000 and New River-Mt. Rogers Workforce Investment Boards, Blue Ridge Works, every city and county across the region
 - ▶ GO Virginia \$300,000, Other support \$500,000
- ▶ Stopping the Brain Drain: Talent Attraction and Retention Strategy Development
 - ▶ The Roanoke Regional Partnership, Onward New River Valley, and the Lynchburg Area Business Alliance
 - ▶ GO Virginia \$60,500, Other support \$70,600
- ▶ Enhancing the Region Through New Technology for Unmanned Systems
 - ▶ Dabney S. Lancaster Community College, Alleghany County and the City of Covington
 - ▶ GO Virginia \$76,000, Other support \$357,000

ENTREPRENEURSHIP

- ▶ Capital Ecosystem Development: Capital Landscape Study
 - ▶ Valleys Innovation Council, Roanoke Blacksburg Technology Council, Roanoke Regional Chamber and Small Business Development Center, Common Wealth Growth Group, VTC Innovation Fund, Region 2000 Technology Council, Bloomfield Partners, Lynchburg Business Alliance, Lynchburg Small Business Development Center
 - ▶ GO Virginia \$77,207, Other support \$246,937
- ▶ Regional Acceleration and Mentorship Program
 - ▶ Virginia Western Community College, the Roanoke-Blacksburg Technology Council, Cities of Lynchburg, Roanoke and Salem, Counties of Roanoke and Montgomery and the Town of Blacksburg
 - ▶ GO Virginia \$245,000, Other support \$245,000

SITES

- ▶ Center for Energy Research and Education Industry Labs
 - ▶ Liberty University, Framatome, Bedford County and Town, Campbell County, City of Lynchburg
 - ▶ GO Virginia \$300,000, Other support \$1,581,000
- ▶ The Wood Haven Road Site Infrastructure Enhancement Project
 - ▶ Western Virginia RIFA, Roanoke City and County, City of Salem
 - ▶ GO Virginia \$200,000, Other support \$760,000

Plan for FY 2019

- ▶ GO Virginia Region 2 is now accepting applications for their 2018-2019 funding cycle.
- ▶ Proposed projects should benefit an industry or region as a whole, rather than a single business entity.
- ▶ Projects should emphasize traded sectors and demonstrate an ongoing, region-wide demand for the project or program.
- ▶ Potentially interested applicants are required to submit a 1-2 page letter of interest.
- ▶ <https://econdev.vt.edu/GOVirginia/RFP.html>

Local Government Support

- ▶ We want good ideas from your community!
- ▶ We want active local participation!
 - ▶ Proposal of Ideas
 - ▶ Participation in Projects
 - ▶ Cash or In Kind Support
- ▶ A \$1per capita cash fund for future projects!

QUESTIONS?