GO Virginia Region 2 Council

October 30, 2024, 1:00 p.m.-3:00 p.m.
Fralin Biomedical Research Institute, Room G101 A&B, 4 Riverside Circle, Roanoke, VA, 24016.

- Introductions (1:00-1:05)

- Financial Report (1:05-1:10)

- Project Updates (1:10-1:30)
    - Proposal updates (Project VITAL) (GMP Clean)
    - Project pipeline

- Special Updates (1:30-2:10)
    - Project spotlight: CVCC CTE Academy
    - TPI update

- Administrative Updates (2:10-2:55)
    - Quarterly project reporting
    - Tableau Review
    - Celebrate success 2024
    - G&D plan 2025 process

- Council Business (2:55-3:00)
    - Minutes

- Packet Information Item
    - Region 2 2025 Calendar

The meeting will adjourn at 3:00p.m.

Public comment is welcome in writing. Please submit to Region 2 staff, Jemma Sabokrouh, jemma@vt.edu or Rachel Jones, rachelcj@vt.edu by 10/29 at 1:00p.m.

FY24 Per Capita Projects

FY24 Allocation	**$1,520,102.00**
FY23 Transfer	**$275,389.88**
Project Returns	**$322,141.58**
NRV Materials and Machinery Cluster Scale-up	-$98,859.00
ACA Classical & CTE Academy Welding	-$565,000.00
Manufacturing Workforce Strategy Development for the Lynchburg Region	-$40,500.00
Developing IT & Cybersecurity Certification Pipeline (ITCCP)	-$202,872.00
Randolph College Engineering	-$367,000.00
Project VITAL *See Notes	-$843,402.46
FY24 Remaining Balance	**$0.00**

FY25 Per Capita Projects

FY25 Allocation	**$1,515,210.00**
GMP CLEAN	-$100,000.00
FY25 Remaining Balance	**$1,415,210.00**

FY 23/24 Capacity Building (Support)

Remaining Contingency funds from FY23/FY24	**$166,021.77**
FY25 Allocation	**$250,000.00**
FY25 Drawdown	$0.00
Current Balance	**$416,021.77**

Applications Under Consideration (Per Capita)

Total:	**$0.00**
Balance if All Per Capita Applications Approved:	**$1,415,210.00**

FY25 Planning Cap

FY25 Planning Cap	$250,000.00
Planning applications	$100,000.00
Percentage of planning cap	40%
Planning funds remaining	$150,000.00

*Note, total grant funding for Project VITAL is $4,987,029. $843,402.46 of Region 2's FY24 Per Capita funding will be utilized and the remaining balance will be funded from the Statewide Competitive funds.

Project Type & FY	GOVA Funding Approved	GOVA Drawn Down to date	GOVA Funds Remaining	Match Funding	Match Drawn Down	Match Funds Remaining	Admin Fee	Admin Fee Draw Down	Admin Fee Remaining
Per Capita FY18 Projects:	$1,115,382.03	$1,086,718.14	$0.00	$3,252,380.71	$2,901,110.76	$353,216.13			
Per Capita FY19 Projects:	$1,197,486.00	$1,058,036.14	$0.00	$1,732,722.00	$1,597,744.44	$148,098.04			
Per Capita FY20 Projects:	$1,782,567.00	$1,622,794.44	$159,772.56	$1,272,290.00	$1,171,367.18	$141,145.26	$27,162.00	$27,162.00	$0.00
ERR FY20 Projects:	$1,110,700.00	$1,109,141.94	$0.00	$566,610.00	$570,743.57	$0.00	$23,598.00	$23,598.00	$0.00
Per Capita FY21 Projects:	$844,157.00	$794,295.95	$18,469.36	$695,042.00	$669,979.51	$25,062.49	$62,530.00	$58,836.99	$3,693.01
Per Capita FY22 Projects:	$1,442,743.00	$982,197.35	$460,545.65	$1,080,813.00	$584,524.76	$497,167.91	$105,369.00	$71,255.27	$34,113.73
Per Capita FY23 Projects:	$2,108,467.00	$463,388.48	$1,645,078.52	$5,574,066.77	$542,442.55	$5,031,624.22	$156,182.00	$34,324.54	$121,857.46
Per Capita FY24 Projects:	$1,274,231.00	$0.00	$1,274,231.00	$1,175,010.85	$0.00	$1,175,010.85	$92,535.58	$0.00	$92,535.58
TPI FY24 Projects:	$250,000.00	$54,069.21	$195,930.79	$125,029.00	$34,600.33	$90,428.67	$20,000.00	$4,005.13	$15,994.87
Statewide Competitive Projects FY24:	$4,987,029.00	$0.00	$4,987,029.00	$2,517,443.16	$0.00	$2,517,443.16	$159,791.57	$0.00	$159,791.57
Per Capita FY25 Projects:	$100,000.00	$0.00	$100,000.00	$50,000.00	$0.00	$50,000.00	$7,407.00	$0.00	$7,407.00
TOTAL:	$16,212,762.03	$7,170,641.65	$8,741,056.88	$17,991,407.49	$8,072,513.10	$9,979,196.73	$647,168.15	$219,181.93	$427,986.22

Project Name	Funding Type & FY	Start Date	End Date	GOVA Funding Approved	GOVA Drawn Down to date	GOVA Funds Remaining	Match Funding	Match Reported to Date	Match Funds Remaining	Notes
Regional Talent Strategy Implementation	Per Capita (FY22)	6/1/2022	12/31/2024	$315,911.00	$250,712.28	$65,198.72	$189,354.00	$135,359.90	$53,994.10	
Workforce & Entrepreneurship in a Reg. Makerspace (Vector Space)	Per Capita (FY22)	6/14/2022	12/31/2024	$324,000.00	$304,083.02	$19,916.98	$162,100.00	$118,428.58	$43,671.42	
CS/ Root	Per Capital (FY22)	10/1/2022	3/30/2025	$175,000.00	$109,317.26	$65,682.74	$175,000.00	$109,495.12	$65,504.88	Contract extension executed extending the project end date to 3/30/2025
Airport Commerce Park Regional Development	Per Capita (FY22)	5/1/2023	7/30/2024	$190,000.00	$190,000.00	$0.00	$109,074.00	$97,274.00	$11,800.00	Project fiscal closeout in process
Center for Entrepreneurship	Per Capita (FY22)	3/14/2023	3/14/2025	$240,192.00	$30,344.80	$209,847.20	$120,096.00	$22,166.07	$97,929.93	
Bedford Metal Workforce Training Center	Per Capita (FY22)	8/1/2023	6/30/2025	$99,900.00	$0.00	$99,900.00	$201,000.00	$0.00	$201,000.00	
Expanding Welding BTEC	Per Capita (FY23)	12/13/2022	12/12/2024	$166,667.00	$128,479.21	$38,187.79	$99,666.77	$69,867.02	$29,799.75	
Industry 4.0 for the ACE Workforce	Per Capita (FY23)	3/1/2023	2/28/2025	$500,000.00	$105,812.70	$394,187.30	$251,300.00	$107,680.04	$143,619.96	
Lynchburg Beacon of Hope Career Acceleration Program	Per Capita (FY23)	8/1/2023	8/1/2025	$540,000.00	$118,321.00	$421,679.00	$352,200.00	$275,580.50	$76,619.50	
Falling Branch Corporate Park Regional Site Development	Per Capita (FY23)	7/1/2023	7/1/2025	$324,000.00	$0.00	$324,000.00	$4,585,000.00	$0.00	$4,585,000.00	
Strengthening Entrepreneurs' Impact	Per Capita (FY23)	12/1/2023	12/1/2025	$577,800.00	$110,775.57	$467,024.43	$288,900.00	$89,314.99	$ 199,585.01	
Region 2 Talent Pathways Planning Initiative	TPI (FY24)	11/20/2023	11/20/2024	$250,000.00	$54,069.21	$195,930.79	$125,029.00	$34,628.56	$ 90,400.44	
NRV Materials and Machinery Cluster Scale-up	Per Capita (FY24)	10/19/2023	10/19/2024	$98,859.00	$0.00	$98,859.00	$102,528.00	$0.00	$ 102,528.00	
ACA Classical & CTE Academy Welding	Per Capita (FY24)	7/1/2024	7/1/2026	$565,000.00	$0.00	$565,000.00	$538,335.85	$0.00	$ 538,335.85	Contract executed 9/16/2024
Manufacturing Workforce Strategy Development for the Lynchburg Region	Per Capita (FY24)	3/1/2024	3/1/2025	$40,500.00	$0.00	$40,500.00	$37,500.00	$0.00	$37,500.00	Contract executed 7/9/2024
Developing IT & Cybersecurity Certification Pipeline (ITCCP)	Per Capita (FY24)	7/1/2024	7/1/2026	$202,872.00	$0.00	$202,872.00	$116,863.00	$0.00	$116,863.00	Contract executed 7/1/2024
Randolph College Engineering	Per Capita (FY24)	7/1/2024	7/1/2026	$367,000.00	$0.00	$367,000.00	$379,784.00	$0.00	$379,784.00	Contract executed 8/5/2024
Project VITAL	Per Capita (FY24) & Statewide Competitive			$4,987,029.00	$0.00	$4,987,029.00	$2,517,443.16	$0.00	$2,517,443.16	Contracting in process
GMP CLEAN	Per Capita (FY25)	10/1/2024	10/1/2025	$100,000.00	$0.00	$100,000.00	$50,000.00	$0.00	$50,000.00	Contracting in process

Project Pipeline

- **CEA Talent/Workforce Development-** Institute for Advanced Learning and Research

- **Franklin County Child Care-** Franklin County Economic Development

- **Youth Work-Based Learning Program in ROA** -Greater Roanoke Workforce Development Board

- **Botetourt/Craig County CTE Programming-** Botetourt County Economic Development

- **Horticulture Programming in Alleghany Highlands Public Schools-** Alleghany Highlands Chamber of Commerce

- **Child Care Incentive Program-** United Way of Central Virginia

- **Career Exploration Experience for Youth-** New River/Mount Rogers Workforce Development Board

- **NRV Regional Site Development Planning Project-** NRV Regional Commission

- **GOTEC in the New River Valley-** Pulaski County Public Schools

- **Expanding Welding Program-** Virginia Western Community College

- **Nursing Program Expansion-** Ferrum College

- **Build Smart Trade Skills-** Build Smart Institute

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Total Projects Funded	Total Funds Allocated	Jobs Created to Date	Matching Funds Allocated
53 (35 Projects Completed)	$16,212,762	831	$17,991,407

Area One: Talent development, attraction, and retention

Status	Talent: Aggregated Metrics (from beginning of project – present)								
	Project Title (grey indicates closed project)	**Metrics**							
		Internships completed	Businesses served	New jobs created	Jobs retained	Students trained	Upskilled employees	Credentials awarded	Dual enrollment	Contract end date
	Regional Talent Strategy Implementation	N/A	38	99	-	120	317	-	N/A	12/31/2024
	Workforce & Entrepreneurship Initiatives in a Regional Makerspace – also see entrepreneurship metrics	N/A	75	18	-	485	-	N/A	N/A	12/31/2024
	Expanding Welding Training Capacity & Jobs in the Roanoke Valley	N/A	5	-	-	-	-	46	N/A	12/12/2024

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Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce	N/A	9	-	-	18	N/A	N/A	N/A	02/29/2025
Lynchburg Career Accelerator	192	40	15	-	-	-	37	N/A	08/01/2025
Educating Engineers for the Region 2 Workforce	-	-	-	-	-	-	-	N/A	07/01/2026
Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth	-	-	-	-	-	-	-	N/A	07/01/2026
Project Eagle + - also see entrepreneurship metrics	N/A	6	5	-	N/A	-	N/A	N/A	
ELITE Internship Program	62	17	17	-	-	-	-	-	
CVCC-CTE Academy	-	123	-	-	2,655	-	466	587	
Classrooms to Careers	10	4	-	-	168	-	129	130	

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Blockchain Ecosystem Catalyst	-	85	4	-	365	-	46	-	
AMPL (also in sites)	-	34	75	-	500	-	-	-	
Developing a Destination for Talent	217	52	150	-	217	-	-	-	
Ignite Internship Expansion (ECB)	12	6	-	-	12	-	-	-	
Drone Zone	7	4	2.5	0	7	0	0	17	
Talent Collaborative	-	45	-	-	-	141	-	-	
CERE	N/A	78	98	-	-	-	-	-	
Current Project Totals	**411**	**621**	**483.5**		**4,547**	**458**	**647**	**734**	_

ECB Progress Notes:

- **Bedford Metal Workforce Retention Center:** Town closed on property at 1 Abrasive Avenue on August 1st. A request for proposals was sent out and a consultant was selected. A kickoff meeting with the consultant and the Town occurred on September 25th. The team is led by an economic development consultant with sub-consultants for architecture and an engineering firm. Work is underway. The environmental cleanup contract was also procured and awarded. This work will begin January 6, 2025 and should take six weeks to complete the cleanup for the VBAF Brownfield grant project. **Project received no-cost extension through June 30, 2025.**

- **Region 2 Talent Pathways Initiative:** Held 5 meetings with local economic development partners to update them on the TPI project and facilitate their help connecting with employers. Continued to conduct employer outreach. Concluded employer interviews and outreach. Held 3 meetings with REDO partners as a final resource to collect employer's talent needs. Attended Tech Hubs All Hands Meeting in August to connect with coalition members. Attended the pilot Educator Workforce Academy in Lynchburg (August). Method to connect with

manufacturing companies in the LYH area, tour CVCC as a regional educational asset, and observe a GOVA-funded project that could be implemented to support talent pipelines throughout the region. Completed qualitative analysis and executive summaries of all employer interviews and survey responses for both industry clusters. Started drafting planning activity deliverables along with the high-impact project ideas shared with implementation partner for review/feedback. Project to submit a contract extension request through Q4 to complete final deliverable of talent pathways plans for the clusters of Life Sciences and Biotechnology and Transportation, Manufacturing, and Autonomy.

NRV Materials and Machinery Cluster Scale-Up: During Q3, we reviewed the ecosystem map with our partners. After reviewing the ecosystem map, we are now working to visualize our regional assets in a more easily accessible deliverable. This work will be completed by Q4. We hosted another successful coalition meeting on August 13th at the Institute for Advanced Learning and Research (IALR) in Danville. We toured the IALR campus, FasTech, and the Navy Center of Excellence. Our consortium members generated ideas for implementation projects supporting materials and machinery scale-up. During this meeting, we identified 10+ total projects to be included in the Materials & Machinery Cluster Scale-Up Roadmap. We are continuing with different discussions to push a few of these projects forward while working on development of the larger roadmap. Our third workgroup session is planned for November 15th in Q4 to discuss year-to-date progress, as well as review the Cluster Scale-up Roadmap. We also plan to host our fourth and final coalition session in Q1 2025. We will host another webinar on October 3rd with GO TEC and New River Community College to discuss workforce and education programming and how it supports local materials and manufacturing industry. We are continuing with different discussions to push a few of these projects forward while working on development of the larger roadmap. In order to complete the Materials & Machinery roadmap and hold 2 additional workgroup sessions, **project received no-cost extension through February 19, 2025.**

Manufacturing Workforce Strategy Development for the Lynchburg Region: Educator Workforce Academy: We hosted the Educator Workforce Academy where superintendents, principals, Directors of CTE, and Leaders in Counseling learned about workforce development and available job opportunities by visiting employers on site at the facilities. 50 K-12 Leaders, 7 employers, 12 workforce partners participated in the Academy. A total of 80+ attended breakfast each day to for sessions on workforce development and career & technical education. Initial feedback indicated a need for on-going relationships between employers and schools to connect students career opportunities early and often. K-12 participants had the opportunity to see former students in the workplace while touring employer facilities providing encouragement that their efforts to prepare

students are worth it. School divisions are currently completing action plans to incorporate what they learned into their curriculum and programming. Nuclear Tech & Energy Workforce Analysis: Hickey Global has completed the initial data collection and has created a document with strategic recommendation. Employers within the industry will review this document to provide final feedback. Initial date collection suggests that the Lynchburg Region stands on a strong educational foundation with current program offerings. Partnerships between employers and post-secondary institutions needed to ensure that the region addresses future workforce shortages especially in production and engineering occupations.

Implementation Progress Notes:

- **Expanding Welding Training Capacity & Jobs in the Roanoke Valley:** All 10 welding booths are now operational. Signing Day to celebrate welding graduates occurred on May 10, 2024, with 8 welding students signing employment agreements with 5 local companies (Altec, New River Electric, Canatal Steel, R&R Tire Express, Lawrence Companies). Two new contracts are being established with Metalsa and Roanoke Cement. High school welding enrollment will be on an annual, not semester, basis. Fall 2024 enrollment is currently at 57 students, which is 17 more than past semesters, representing an almost 50% increase from previous school years. Adults have registered for the adult welding class. However, not enough adults (10) have registered. BTEC is continuing to promote the class.

- **Lynchburg Career Accelerator:** This quarter, we have achieved several key milestones in our project work. Career coaches successfully completed a weeklong training with NACE Career Development, enhancing their ability to guide students toward success. Weekly meetings were conducted to refine our pathways template, and we maintained consistent collaboration with STRATA9 through regular meetings to ensure alignment with national standards and make progress in the development of the Career Acceleration Tool. We also deepened our community engagement by meeting with four local partners to strengthen collaboration and streamline referrals, particularly for our "paused" and 2Gen population. Our recruitment efforts were increased through participation in four major community events where we met with students and families. Additionally, we have started outlining our playbooks. One of the significant milestones this quarter is the continued development of the Career Acceleration Tool. Although not yet complete, content development has progressed, and the tool has entered its Alpha testing phase. These efforts demonstrate steady advancement towards our project goals.

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🟡 **Industry 4.0 for the Automated- Connected- Electrified (ACE) Workforce:** Staff is monitoring as project has fallen behind in metrics reporting for students trained. This quarter the project team met on a weekly basis. Began meeting with GENEDGE weekly for help with advertising/engaging a wider audience in the region and to discuss progress. Project team is planning a networking event/symposium in the fall to make the best use of resources and not overwhelm partners. We hosted 16 more participants on July 18-19 at Central Virginia Community College. 9 regional companies were represented. 3 counties were represented from manufacturing and workforce organizations. 18 of 30 regional companies have participated in workshop 1 to date. Our next offering of Module 1 is October 16-18 in Botetourt Co. Module 2 is still under development. We met with our trainers again on 9/24/24 to discuss where they are and what resources are needed. Our next steps are to finalize their modules on October 8, schedule a dry run on October 22, and deliver Module 2 in November.

🟢 **Workforce & Entrepreneurship Initiatives in a Regional Makerspace:** During Q3, 20 public workshops were held, including 1 collaboration with CVCC, 1 private workshop for Sweet Briar Engineering Camp students, and 1 private workshop for Randolph College SUPER students. CO.STARTERS Student Pitch Night held. STEMSkills Summer Program for neurodiverse young adults- Metal Working was held. Veterans Club collaboration + meeting was held. Combat Robot Event Planning meeting with Virginia Episcopal School. Collaborated with Lynchburg Regional Business Alliance to hold an Education Workforce Academy event. FRC Planning Meetings with LCS, Beacon of Hope, Framatome, BWXT, IWT, and Randolph College. Makerspace visits: Charlotte MakerSpace, UNC-Charlotte Makerspace. New CO.STARTERS Cohort with SBDC and EDA. SciFest and Maker Faire Planning Meetings held with Randolph College. 39 new members added. Hosted a FRC Launch Event at EC Glass High School. Participated in Framatome's CEO Welcome Event and University of Lynchburg Sculpture Ribbon Cutting. LRBA event w/Canadian Embassy visitors. EDM Partner Meeting held. Build Leaders program planning meetings held with LAYSi, BWXT, and LCS.

🟢 **Regional Talent Strategy Implementation:** In Q3 of 2024, the largest outcome for the project was completed – the regional web-based talent portal, Get2KnowNoke. [The new website can be accessed here](#) and is a body of work supported by the Roanoke Regional Partnership and the Greater Roanoke Workforce Development Board, as well as Firefli as the main developer of the project, and dozens of talent development agencies in the region. An event was held in September to launch the site to investors, VIP stakeholders, and the public at the 202 Social House, which was a time for the project to bring together stakeholders and receive feedback and discuss future initiatives, as well as

to get companies and organizations involved in the talent project. While the content for the website is uploaded, it is now the time for refinement and making sure that things have not been left out. The Roanoke Regional Partnership Director of Talent Attraction, Julia Boas, presented to the Greater Roanoke Workforce Development board at the end of September and both groups are extremely pleased with the project. The Roanoke Regional Partnership also continued their summer internship project, which was rebranded last summer to the OnBoard|ROA program. Catering to young professionals ages 18-26, this year's cohort had about 50 participants and ranged from interns, young professionals, and new employees looking to get connected to the Roanoke region. More can be found about the program here. The Greater Roanoke Workforce Development Board held another Career Quest event in September 2024 for 7th grade students and had 44 businesses participate in the event. Just about 3,500 students attended the event over the course of 2 days and gave the team good feedback on how to structure the event to be successful in the future.

Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth: During Q3 individuals were solicited to serve on the project pipeline team, partner advisory board, and industry advisory board. Significant progress has been made with setting up the testing center: computers have been ordered, furniture has been ordered, renovation quote has been received and are scheduled to be done by the end of November. In addition to those milestones, we also made significant progress towards hiring the program coordinator position. The position was advertised, a search committee was formed, first round interviews were conducted, finalists' interviews were conducted, and a recommendation has been provided to the hiring manager. Reference checks are currently being conducted and an offer is anticipated within the coming days. Additionally, the draft floor layout design that will be used for the testing center was submitted and approved by Pearson VUE. Project pipeline team, partner advisory board, and industry advisory board have all been formed. Kick off meeting with the project pipeline team and partner advisory board has been scheduled for early October.

Educating Engineers for the Region 2 Workforce: During Q3, the project team developed complete curriculum for the new engineering major offered, and fleshed out the courses that are currently being taught. The following equipment was purchased: 3D printer, robot arms, misc tools, Universal Testin Machine, CNC machine, bandsaw, waterjet cutting machine, lab furniture, and all computers. Lab space has been 95% completed and has been usable from the beginning of the semester. Some outlets still need to be installed, and a new door has yet to be put in. The teaching lab space has been prepared with a modern A/V system, furniture, and computers; the machine shop is being setup, and equipment is being purchased and installed in the research lab and machine shop. We have a preliminary website up at https://www.randolphcollege.edu/robotics-and-mechatronics/, and now that the new faculty are in place, we have redesigned the site. We

have sent the new design to be implemented to the College on 9/19, and the newly redesigned site will be at https://www.randolphcollege.edu/engineering/, which is currently just our dual degree program. This fall, through the college-wide engineering interest meeting, the college's Academic Fair, and enrollment in the new introductory course, we have 50 students who have expressed an interest in engineering at Randolph; interest includes planning to major in Robotics and Mechatronics Engineering, planning to pursue engineering through our dual degree program, and planning to minor in engineering. There are 32 students in the new Introduction to Robotics and Mechatronics Engineering class in Fall 2024. Of the 50 students expressing interest in engineering, 22 have indicated that they are planning to or considering majoring in Robotics and Mechatronics engineering.

Area Two: Collaborative Sites and infrastructure

Status	Collaborative Sites and Infrastructure Implementation Projects: Aggregated Metrics							
	Project	Metrics						Contract end date
		Acres advanced	Increased locality engagement	Prospects	Businesses attracted	Linear feet of sewer/water/gas	Acres developed	
🟩	Falling Branch Corporate Park	-	-	N/A	N/A	12	-	07/01/2025
	Airport Commerce Park	-	-	N/A	N/A	N/A	-	05/01/2024
	Amherst Site Readiness	N/A	-	N/A	N/A	N/A	N/A	
	AMPL- see talent metrics	N/A	Yes	Yes	4	N/A	N/A	

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CERE – see talent metrics							
Woodhaven	110	Yes	20	0	1150/375/0	110	
Lynchburg Due Diligence	6 sites	Yes					
Totals	**Unknown**	**Yes**	**20+**	**4**	**Water: 387 ft.**	**110+**	**-**

Implementation Progress Notes:

- **Falling Branch Corporate Park:** Site Plan approved on 01/31/2024, and project bids received on March 7th. County has approved $2.8M Construction Cost. Town of Christiansburg, VA provided Construction Permit on May 30th. Construction began following town approval at the end of June. Q3's most substantial outcome is delivery of $182,424 of 12" water line and installation of $107,000 worth of 12" water line. Construction will be complete by June 30, 2025.

Area Three: Entrepreneurship and Business Development

	Entrepreneurship: Aggregated Metrics from Implementation Projects							
Status		**Metrics**						
	Project Name	**Jobs created**	**Existing businesses expanded**	**New businesses created**	**Businesses served**	**Entrepreneurs engaged**	**Mentors engaged**	**Contract end date**
	Workforce & Entrepreneurship Initiatives in a Regional Makerspace – also see talent metrics	18	N/A	6	75	N/A	N/A	12/31/2024
	CS/root	1	-	4	-	525	15	03/30/2025

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🟧	Center for Entrepreneurship	-	-	-	-	N/A	N/A	03/14/2025
🟩	Strengthening Entrepreneurs' Impact	51	19	-	31	50	37	11/30/2025
	Project Eagle + - also see talent metrics	5			6			
	VIC-REI	-	-	-	-	-	-	
	TAF – Increasing the Birth Rate of High Growth Companies 2	19	-	-	50	22	30	
	TAF – Increasing the Birth Rate of High Growth Companies	-	17	-	51	51	29	
	RAMP	210	13	2	45	36	93	
	Roanoke SBDC	66	-	27	-	-	-	
	Pivot and RAMP Up	-	-	-	24	11	72	
	Project Totals	**370**	**49**	**38**	**282**	**695**	**276**	

Implementation Progress Notes:

🟡 **Center for Entrepreneurship:** In Q3, The project team scheduled a half-day event in Oct. with 757 Collab; Published fourth Ventur Magazine; Created first draft of resource map; Attending Radically Rural Biotech conference in Keene, NH. Approximately 3,000 sq ft of the Lynchburg Regional Business Alliance is marked as dedicated space for the Center. A corner of the building has experienced consistent and ongoing water damage and we have been unable to "open" the space. Because physical space is central to the milestones of mentor meetings, training, and events, those initiatives have been on hold. Project team is currently discussing a path forward with a contractor to open the physical space. Project intends on submitting a no-cost extension request following final decision with contractor.

GO Virginia Region 2 Quarterly Report

Period: July-September 2024

● **Strengthening Entrepreneurs' Impact:** In Q3, the RAMP team hosted a mentor orientation on Sep. 4. to onboard both On RAMP mentors and Exit RAMP mentors. There were 9 attendees present at this mentor orientation, led by one of our RAMP mentors, Marty Rosendale. The 6 mentors utilized for the launch of the 5-member, inaugural On RAMP cohort were mentors Andy McFarland (assigned to Edward), Mike Miller (assigned to Rufus), Ryan King (assigned to Amethyst), Amy Ankrum and Chris Moore (assigned to Toni/Pod Farms), and Laura Godfrey (assigned to Douglas). The mentors utilized for the launch of Exit RAMP this September for RAMP alumni, Beam Diagnostics, Bacchus Therapeutics, and Scanlily, were respectively assigned to all returning mentors, John Hagy, Marty Rosendale, and Greg Fisher. Finally, two additional mentors/speakers came for the inaugural launch of the On RAMP cohort in September, including Jessie Stamper (VIPC) and Josh Green (ICAP) to discuss statewide VIPC funding opportunities and resources. In Q3, five entrepreneurs were officially accepted into the inaugural On RAMP cohort including Rufus Pasley (Roanoke), Edward Gaines II (Stafford), and Amethyst Edmond (Roanoke), as well as startup founder, Douglas Pitzer, of Strokes of Genius LLC (Roanoke) and Toni Sperry of Pod Farms LLC (Pulaski). On RAMP curriculum was created in Q2, and the application launched for the On RAMP cohort, as well: https://ramprb.com/on-ramp. Early-stage companies in the technology and health & life science industries can either book a meeting with Jess Edwards online for an initial consultation/ENP support and/or apply for the pre-accelerator program in the fall. Promotion is well underway!

● **CS/root:** On September 20th we hosted an event with RBTC on founding local businesses with local startup founder Adam Donato (Card Isle) and James Ramey (VTC Ventures). This workshop also included an event with members of the current cs/root cohort teams to discuss the process for prospective startup teams. We also co-hosted a Startup Sprint with the student eClub which challenges students to develop a technology-focused business in five days. The competition is judged and we contributed to the prize money. Students that place first, second, or third in the competition are provided admission to the next cs/root cohort. The second cohort of cs/root was started in January of 2024 and nearly completed. We are actively marketing the third cs/root cohort which closes on October 31st. We have continued to see successful engagement in our undergraduate course "Starting a CS Business". In fall of 2024, thirty students are enrolled in this course. The primary objective of the course is to create a viable computer science focused business plan. Students learn the process of entrepreneurship within the context of innovative technologies. It's hopeful that students will transition their projects into cs/root cohort businesses. In order to complete the final deliverables of jobs and businesses created, **the project received no-cost extension through March 30, 2025.**

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Projects in Process of Contracting:

ACA Classical and CTE Institute

Project VITAL

GO Virginia Region 2 Council Meeting Minutes

July 23, 2024, 2:00p.m.- 4:00p.m.

Via Zoom Webinar.

Council members in attendance: Doug Agner, Eddie Amos (Chair), Nathaniel Bishop, Kenny Craig, Whitney Czelusniak, Paul Denham, Greg Feldmann, Michael Friedlander, Don Halliwill, Pat Huber, Bif Johnson, Fourd Kemper, Marty Muscatello, Debbie Petrine, John Putney, Ray Smoot, Luke Towles, Cathy Underwood, Richmond Vincent.

Council members not in attendance: John Capps, Janice Crawford, Beverley Dalton (Vice-chair), Mike Hamlar, Vince Hatcher, Kim Payne, Amy Sebring, Jacob Wright, Justin Yalung.

Staff in attendance: Scott Tate, Quina Weber-Shirk, Jemma Sabokrouh, Rachel Jones, Elli Travis, Alyssa McKenney, Emmalee Wagner.

Public in attendance: Spencer Marsh, Will Karbach, Jeremy Holmes, Cody Anderson, Mary Zirkle, Jonathan Buttram, Christie Wills, Liz Povar, Erin Burcham, VERGE (RAMP and RBTC), Emma Brown, Andy McFarland.

The meeting convened at 2:04p.m. and adjourned at 3:34p.m.

Financials Review

Alyssa McKenney reviewed the financial reports included in the information packet. Council has a remaining balance of $1,515,210 in per-capita funds. If the proposal before council is approved, there will be a remaining balance of $1,415,210.

Project Pipeline and Tableau Review

Quina Weber-Shirk reviewed the project pipeline; listing 3 possible proposals that may come before council. Weber-Shirk then reviewed the Region 2 online tableau dashboard, an interactive web- based portal representing real time project data regarding outcomes/impact of active and closed projects existing in the region.

Council Business

Council Membership

Chairman Amos offered the name of Amy White, Virginia Western Community College, to fill the vacancy existing in the Roanoke sub-region. There were no questions or comments.

Greg Feldmann motioned to nominate Amy White. Don Halliwill seconded. All were in favor and none opposed.

Chairman Amos then informed the council that the executive committee has filled two existing vacancies with members Richmond Vincent and Justin Yalung. There were no questions or comments.

Project Proposals

GMP Clean (Good Manufacturing Practices: Cleanroom manufacturing for Local Engineering Advancement in the New River Valley)

Scott Tate offered a brief overview of the new project proposal, *"GMP Clean",* submitted by Fralin Biomedical Research Institute. Spencer Marsh, Fralin Biomedical Research Institute, shared project deliverables and answered questions from the council. Greg Feldmann inquired if the J&J Labs space in Roanoke was considered during the application process. Spencer replied that the building was discussed with Roanoke leadership, the interest in parceling out that space is low by the owner as the owner prefers the entire space to be leased out instead of a portion. Only around 5% of that space includes clean room, therefore, it did not seem like a good fit at this time. Marty Muscatello inquired on the entirely of Region 2 being included in the project scope. Spencer confirmed no area of the region would be excluded.

Council members recusing from the vote include Michael Friedlander and Debbie Petrine.

Marty Muscatello motioned to approve this proposal, and Kenny Craig seconded. All were in favor and none opposed.

Special Updates

Region 2 Talent Evaluation

Elli Travis presented information on a talent evaluation report led by Region 2 staff. 14 closed projects were reviewed through this effort which led to 5 contribution stories, highlighting project impact within the region.

Region 2 TPI

Emmalee Wagner provided an update on the Region 2 Talent Pathways Initiative noting staff are holding interviews with transportation and autonomous employers as a needs assessment and have revised their milestones to best use their time for data collection purposes.

Council Business

Quarterly Project Reporting

Rachel Jones reviewed active project status, noting there are 3 current projects listed in yellow, meaning they did not meet one or more quarter 2 milestones and staff is monitoring. Center for Entrepreneurship was listed in yellow due to continued delays in the opening of their physical space. Region 2 staff have met with project leads to discuss the submission of a contract extension request

following recommendations from a contractor. Regional Talent Strategy Implementation due to delays in the finalization of their web-based talent portal. Project has received an administrative no-cost extension through December 2024. Industry 4.0 for the Automated- Connected-Electrified (ACE) Workforce as the project has fallen behind in metrics reporting for students trained. Region 2 staff have met with the project team to discuss a remediation plan. All other active projects are listed in green, meaning they have met quarterly milestones and are on track with their current deliverables.

Minutes

Members of the council reviewed minutes from the Region 2 Council Meeting held on April 23, 2024. Chairman Amos asked if there were any corrections, additions, or questions regarding the minutes; there were none.

Ray Smoot motioned to approve the minutes, with Marty Muscatello seconding. All were in favor and none opposed.

The meeting adjourned at 3:34p.m.

2025 GO Virginia Region 2 Calendar

January

- Region 2
  - **Active Region 2 project quarterly reports due 1/7**
  - Region 2 Application Review and Feedback 1/6-1/17
  - **GO Virginia Region 2 Council Meeting 1/29, 1-3PM**
- GO Virginia State Board
  - Per-Capita and Competitive Applications due 1/30

February

- GO Virginia State Board
  - Workgroup Application Review + Pitch Calls 2/10-2/14
  - Application Feedback Loop 2/17-2/21

March

- Region 2
  - **Applications due to Region 2 staff 3/21**
  - **Active Region 2 project quarterly reports due 3/28**
- GO Virginia State Board
  - Board Packet Posted 3/6
  - Board Meeting 3/11

April

- Region 2
  - Region 2 Application Review and Feedback 4/1-4/17
  - **GO Virginia Region 2 Council Meeting 4/23, 1-3PM**

May

- GO Virginia State Board
  - Per-Capita and Competitive Applications due 5/2
  - Workgroup Application Review + Pitch Calls 5/12-5/16
  - Application Feedback Loop 5/19-5/23

June

- Region 2
  - **Applications due to Region 2 staff 6/20**
  - **Active Region 2 project quarterly reports due 6/27**
- GO Virginia State Board
  - Board packet posted 6/5
  - Board meeting 6/10

July

- Region 2
  - Region 2 Application Review and Feedback 7/1-7/18
  - **GO Virginia Region 2 Council Meeting 7/24 1-3PM**

August

- GO Virginia State Board
  - Per-capita and Competitive Applications due 8/1
  - Workgroup Application Review + Pitch Calls 8/11-8/15
  - Application Feedback Loop 8/18-8/22

September

- Region 2
  - **Applications due to Region 2 staff 9/19**
  - **Active Region 2 project quarterly reports due 9/26**
- GO Virginia State Board
  - Board packet posted 9/4
  - Board meeting 9/9

October

- Region 2
  - Region 2 Application Review and Feedback 10/1-10/17
  - **GO Virginia Region 2 Council Meeting 10/23 1-3PM**
- GO Virginia State Board
  - Council approved Growth & Diversification Plans due 10/31
  - Per-capita and competitive applications due 10/31

November

- GO Virginia State Board
  - Workgroup Application Review + Pitch Calls 11/10-11/14
  - Application Feedback Loop 11/17-11/24

December

- Region 2
  - **Applications due to Region 2 staff 12/19**
  - **Active Region 2 project quarterly reports due 1/5/2026**
- GO Virginia State Board
  - Board packet posted 12/4
  - Board meeting 12/9

*Please note this is a living document that will be updated periodically to reflect upcoming GO Virginia Region 2 Council Meetings, GO Virginia State Board Meetings, and application deadlines for both the regional and state level.