



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

## *GO Virginia Region 2*

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### **GO Virginia Region 2, Council Meeting**

February 5, 2021, 1:00p.m.- 3:00p.m.

- Introductions (1:00-1:05)
- Report of the Nominating Committee (1:05-1:20)
- Financial Report (1:20-1:30)
- Proposal Review (1:30-2:45)
  - Executive Committee Report
  - Virginia Tech Foundation
  - Carilion Clinic
  - Lynchburg Beacon of Hope
  - The Advancement Foundation
  - Lynchburg Regional Business Alliance
- Council Business (2:45-2:50)
  - Minutes
- Staff Updates (2:50-3:00)
  - Project Reporting and Evaluation
  - Other Announcements

**Region 2 Allocations**

1/15/2021

**FY 20 Per Capita (Projects)**

Transfers	\$232,535.00
Original allocation	\$1,550,032.00
CV Training Center	(\$100,000.00)
Regional Entrep (VIC)	(\$299,995.00)
Advancement Found 2.0	(\$180,000.00)
Classroom to Careers	(\$180,000.00)
Roanoke Region Part	(\$100,000.00)
RBTC ELITE	(\$290,000.00)
Amherst-LYH Sites CVCC	(\$366,572.00)
CVCC CTE Academy	(\$266,000.00)
<b>Final Balance</b>	<b>\$0.00</b>

**FY 20 Economic Recovery and Resilience Program (Projects)**

Original allocation	\$1,000,000.00
Transfer from FY 20 Per Capita	\$110,700.00
Fralin testing 1.0	(\$100,000.00)
Ramp&PIVOT	(\$97,200.00)
Fralin tetsing 2.0	(\$500,000.00)
NRV Business CT 1.0	(\$100,000.00)
PHRE App (VT ICTAS)	(\$63,500.00)
NRV Business CT 2.0	(\$250,000.00)
<b>Final Balance</b>	<b>\$0</b>

**FY 21 Per Capita (Projects)**

Original allocation	\$1,545,403.00
Transfers to FY 20 Per capita	(\$2,357.83)
Transfer from FY20 CapacityBuilding	\$14,700.00
Anticipated return from FY 18 project	\$105,415.00
<b>Current Balance</b>	<b>\$1,663,160.17</b>

**FY 21 Economic Recovery and Resilience Program (Allowance within FY 21 per cap until 3-21)**

Transfers from FY 20	\$202,800.00
<b>Current Balance</b>	<b>\$202,800.00</b>

**FY 20 Capacity Building (Support)**

Original allocatior	\$250,000.00
Support org servic	(\$214,000.00)
Marketing service	(\$21,300.00)
<b>Final Balance</b>	<b>\$14,700.00</b>

*Balance transfer of \$14,194.84 to FY 21 Per Capita (Projects)***FY 21 Capacity Building (Support)**

Original allocation	\$250,000.00
Support org servic	(\$166,000.00)
<b>Current Balance</b>	<b>\$84,000.00</b>

**Applications Under Consideration 2/2/21****Per capita (Projects)**

Carilion	\$100,000.00	ECB (Planning)
Amelon Industrial	\$297,000.00	
Lynchburg Beacor	\$95,480.00	ECB (Planning)
TAF Phase 3	\$85,000.00	ECB (Planning)
VT/CRC VTF	\$100,000.00	ECB (Planning)
<b>Totals</b>	<b>\$677,480.00</b>	
<b>Balances if all app</b>	<b>\$985,680.17</b>	

*ECB (planning) proposals in exceed annual cap of \$250,000 by \$130,480*

## Region 2 GO Virginia Council

Project Title: Biotech Lab Space Development  
Applicant: Virginia Tech Corporate Research Center  
Localities covered: City of Roanoke, Montgomery County (as well as NRV and Roanoke sub-region localities)  
Growth & Diversification Plan Strategy Area (s): Sites and Buildings

**GOVA Funds Requested:** \$100,000 in GOVA ECB funds requested, with a match of \$55,000

### Project Description:

The Virginia Tech Corporate Research Center, Inc. (VTCRC), a wholly owned subsidiary of the Virginia Tech Foundation, Inc. (VTF), proposes to lead development of a comprehensive assessment, conceptual design, and associated operational plan to support both Roanoke and Blacksburg's life and health sciences ecosystem with flexible laboratory space. The scope of the project is to assess the demand and projected growth in need for lab space in Region 2, create a working plan to serve the entire region, and create an initial conceptual design with associated presentation materials to drive investor and market interest.

Region 2 suffers from an unacceptable lack of lab space available to startups and regional entities to foster the commercialization and growth of the biotech industry. Our vision is to design, develop and operate lab space under the VTF's leadership through the VTCRC infrastructure to support commercial entities as well as young startups in both Roanoke and the New River Valley (NRV). This effort complements other regional efforts in place to incubate life and health sciences activity and retain talent in our region.

This project will be led by the VTCRC through the VTF and will include input and guidance from all relevant stakeholders in the region, including Montgomery County, City of Roanoke, Valleys Innovation Council (VIC), RAMP, Roanoke Blacksburg Technology Council (RBTC), Fralin Biomedical Research Institute at VTC, Onward NRV, New River Valley Regional Commission, Roanoke Regional Partnership, and Link License Launch from Virginia Tech.

We have identified and assembled a qualified team to perform the necessary tasks and manage the project. Facility Logix, a private firm imminently knowledgeable in the Virginia life and health science market, will lead the initial task and assessment portion of the study. EDC and SMBW, along with engineers and designers within the VTCRC staff, will perform the design and conceptual modeling. Finally, the VTCRC staff, with support from the VTF and regional stakeholders, will create the operating plan and projections for the facilities.

In order to support Virginia Tech's ongoing translation of research into commercial opportunity in the life and health sciences segments, viable lab space is needed outside the confines of university labs. While investigators can demonstrate feasibility as university researchers, once they create a commercial enterprise and begin working on private projects, they must find other space. Regional economic development leadership has no viable capacity nor the detailed plan to assist in recruiting and satisfying the needs of biotech companies looking to locate in our region. Compounding this issue, all of the available lab space in the region is either fully occupied or poorly configured to be of use to the types of companies our region is producing.

The urgency of this issue is further demonstrated below:

- Third-party developers have expressed interest in investing in the creation of lab space in our region. The output of this proposed project will provide the much-needed quantification and projection of demand to further engage investors to move forward.

- Three existing biotech companies in the VTCRC have expressed need to expand and commit to new facilities. Projections obtained from these companies are between 300-400 new jobs.
- The VTCRC routinely receives requests for investigators seeking lab space. We currently have a backlog of 9 companies seeking lab space of various forms.
- The VTCRC and the VTF have actively been involved in discussions with Fralin Biomedical Research Institute and VIC constituents to serve the needs of the Roanoke region. A comprehensive plan to address the needs of these main hubs of research will lead to an economically scalable operating model that can best support both jurisdictions.
- The Fralin Biomedical Research Institute at VTC (FBRI) is creating growing demand for private space from startups and industrial partnerships. While the VTC facilities are ideal for university research, these companies have no suitable facility to perform basic GMP level studies to support their discovery.
- RAMP is launching its first life sciences cohort, intended to cultivate the earliest startups from the region. These companies will need space and currently they must resort to service lab companies outside the region. This pipeline of possibly 10 new startups will need space.
- Smaller companies do not have the budget to build out their own labs, but they need space. This causes them to look outside the region (MD, NC) to utilize shared or co-working lab facilities. Worse – these companies will outsource expensive work that could be performed in-house, missing an opportunity to fund jobs.

The VTCRC believes that the impact of this project along with the subsequent development could ultimately lead to 800-1,000 new jobs created in the life sciences industry in Region 2.

Project Assessment (Due to the Virginia Tech applicant, staff review was conducted by Donna Morris of Region 5; External reviewer – Deborah Roder, Life Sciences Business Development Manager for Prince William County; Region 2 Council reviewer – Janice Crawford).

### Strengths

- “This project is very strong, as it touches on each of the strategies outlined in the Region 2 Economic Growth and Diversification Plan”
- Applicant capability and capacity to execute is “VERY STRONG: The applicant and partners involved in this project bring a wealth of experience and expertise in life and health sciences and beyond.”
- There is “a strong team to do the initiative. I know Facilities Logix from their work in Prince William County and have found them to be knowledgeable and helpful.”
- “The project has received the support of multiple partners across the region, both public and private. All clearly confirm their commitment and desire to actively engage in the planning, development, and sustainability of this program.”
- “While the project is focused on the life sciences and health care cluster, it clearly provides opportunity to grow other priority clusters in Region 2, such as emerging technologies and IT and manufacturing.”
- “Will increase Virginia’s visibility in biotechnology ecosystem” and “Will stimulate the industry working to improve and save lives through life science innovation”
- “A flexible facility plan that includes coworking, lab, and anchor tenant space. Specifically, I like how there are options within the plan for all levels/stages of companies.”
- “Will attract researchers to the area and Will attract new companies to the area”
- Project advances “The desire to stimulate the industry as a whole, working to improve and save lives through life science innovation. The lab space would facilitate sharing research and products with Virginia and national commercial biotech companies.”

- “The need is known and not currently being addressed by regional economic dev efforts”

#### Weaknesses

- None specifically cited by reviewers. See below for comments and questions.

#### Questions/Misc.

- “This project would be a natural connection to the statewide Virginia Bio Connect program, recently awarded a GO Virginia Competitive Grant.”
- “The timing of the initiative to scope out demand. COVID, and COVID related funding, has changed the trajectory of the life science sector. This feasibility will occur after the initial COVID expansion and after the vaccines have been introduced to the market. It should capture both the growth from COVID funding and if that growth will be sustained in the near/ medium future.”
- Will the final plan include recommendations for facility needs and future development in both Roanoke AND Montgomery County?
- Will the plan include site, facility, operating, and equipment recommendations, cost projections, and sources of funding?
- “I would like to see greater inclusion of entrepreneurial resources in the feasibility study. I would include the Center for Innovative Technology (CIT), the SBDC state-wide network, and any local resources.”

## Region 2 GO Virginia Council

Project Title: Building a Regional Health Sciences Talent Pipeline – Charting Career Pathways and Standardizing Curricula

Applicant: Blue Ridge Partnership for Health Science Careers (Fiscal agent: Freedom First Foundation; Project lead contact: Carilion Clinic)

Localities covered: The counties of Roanoke, Botetourt, Craig, Franklin, Alleghany, Montgomery, Floyd, Pulaski and Giles and the Cities of Salem, Roanoke, Radford, and Covington

Growth & Diversification Plan Strategy Area (s): Talent/Workforce

**GOVA Funds Requested:** \$100,000 in GOVA ECB funds requested, with a match of \$106,355

### Project Description:

The project seeks funds to advance the life and health sciences talent pipeline by establishing a new initiative to better:

- 1) meet the acute and growing need of regional employers for qualified workers, including technicians and others.
- 2) support the region's emerging Health and Life Sciences (H&LS) ecosystem and
- 3) make the region stronger as a magnet for attracting established companies in the H&LS sector seeking to expand or relocate.

This new initiative will align with the region's economic development efforts, helping to ensure that talent pathways are responsive to the needs of employers, will foster entrepreneurship, and provide meaningful careers. The project was inspired by a model in Texas and expands on a smaller pilot effort led by Roanoke City, Roanoke County, and Botetourt County.

This project establishes a collaborative regional partnership and is supported by the region's higher education entities and community colleges, the school systems, local governments, and major sector employers including Carilion Clinic, LewisGale Regional Health System, and others.

GO Virginia funds will help stand up and operationalize the Partnership Executive Committee and Task Forces; to conduct a regional situational assessment and analysis; research best practices; identify/inventory existing and needed resources; and consult and engage with major stakeholders. These funds would also help pay for the creation of an informational website and information storage platform for Partnership work product.

Over the course of one year, this project will accelerate the establishment of a new model for wide-spread business-education collaboration, increase the number of health and life sciences graduates and begin to formalize a health sciences talent pipeline.

The project aims to better align, enhance and expand the training, workforce development, and educational offerings to support the acute and growing needs of employers and scale a qualified health sciences talent pipeline quickly to continue our region's competitiveness in the H&LS industry sector. The project will help establish a collaborative to move with urgency to work with public institutions and private employers to more systematically collaborate to leverage resources, align curriculum with employers' future growth strategies and encourage trans-disciplinary innovation.

Project Assessment (Region 2 staff reviewer – Scott Tate; External reviewer – Julia Potter, Potter Enterprises; Region 2 Council reviewer – Beverly Dalton)

### Strengths

- Impressive and extensive list of collaborative partners including both public and private sector partners. Clear evidence of local government/school systems participation.
- Seeks to address and advance a clear and pressing strategic priority in the Region 2 G&D plan: supporting and growing the life science sector in Region 2, which is critical since in some ways this is still a nascent or early stage sector. The growth of life science companies and workforce is intricately linked to the region's health sciences enterprise.
- "There is so much evidence of need, capacity to meet the need and the longer view of impact and entrepreneurship. I particularly like the structure of partnership."
- "I am so impressed with the work taking place and the aspiration to fortify and expand it."
- "Overall, I think the application is outstanding. It is very well written and very compelling."

### Weaknesses

- No real weaknesses here. However, we might ask the applicant how they will specifically engage and include life sciences and biotechnology sector companies and entrepreneurs, especially early stage and high growth potential enterprises – in terms of their workforce and training needs and overall involvement. I presume that the letter from RAMP and high-level engagement of FBRI will be one vehicle for that to happen.

### Questions/Misc.

- Can/will the situational analysis and future state/gaps analysis include a specific and extensive focus on life science and biotechnology cluster in the region, the intersections with the health care sector, and the specific ways that workforce, education and training can support the future growth of bio/life sciences entrepreneurs and companies?
- How will this intersect and differ from VA BIO project and the regional hub?

## Region 2 GO Virginia Council

Project Title: Futures Centers expansion  
Applicant: Beacon of Hope  
Localities covered: City of Lynchburg, Amherst County, (and one TBD locality in Region 2, in Lynchburg sub-region)  
Growth & Diversification Plan Strategy Area (s): Talent and Workforce

**GOVA Funds Requested:** \$95,480 in GOVA ECB funds requested, with a match of \$138,600

### Project Description:

For the past 8 years, Lynchburg's Beacon of Hope has partnered with the Lynchburg City Schools to operate high-school based Future Centers. The Future Centers have proven effective in increasing students' pursuit of, access to, and affordability for post-secondary education, certification and training.

This project aims to scale the Future Centers model outside the City of Lynchburg. The project would:

- (1) To scale the Future Centers model to Amherst County High School and at least a third high school location in Region 2000 and the CVCC capture area,
- (2) To catalyze local school districts and economic development/business leaders around building a pipeline from high school to in-demand workforce openings
- (3) To provide needed essential career success skills in the high schools that will help students more successfully launch into the workforce

Beacon of Hope plans to pilot the establishment of High School-based Future Centers in Amherst and another locality using virtual technology, a roving satellite Future Center advisor, partial time from designated on-site staff, in-kind space, and articulated partnerships with high schools, LEAs, and local community business partners.

Beacon of Hope has had a number of inquiries from other localities in Region 2 and beyond about replicating their successful model, but have lacked the internal resources to devote to these efforts. The applicant intends to use the GO Virginia Capacity Grant to create the scalable model which can be ported to Amherst County High School, potentially Altavista and other Region 2 (Lynchburg sub-region) High School systems who are interested in its outcomes. We also intend to pilot the scaled Future Center model at these high schools with the intentions of accomplishing both short- and longer-term measurable outcomes. These include:

- Increasing student/family awareness of local post-secondary educational opportunities and pathways,
- Increasing access to degree and certification programs for traditionally underserved students and families,
- Accessing resources to make degree or certification programs more affordable for our students,
- Increasing the percentage of students who graduate from LCS, ACHS and other local high schools with a viable post-secondary education or employment plan,
- Increasing the percentage of students who graduate from LCS, ACHS and other partner schools with a portable set of work-ready skills,
- Providing increased opportunities for student externships/internships/experiential learning in high demand sectors,

One key element of creating a seamless pipeline between High School and Workforce is the GO Virginia-supported CTE Academy at CVCC. Through the Future Centers, Beacon of Hope will inform and prepare students to better access the CTE Academy and provide on-site success support at CVCC for students while enrolled.



The project expects to:

- Increase the percentage of Amherst, Altavista, and TBD locality graduates pursuing direct employment/industry training, college, or technical certification after graduation;
- Increase enrollment by ACHS and ACS graduates in local post-secondary programs and CVCC;
- Increased FAFSA completion rates by families in all Future Center communities;
- Increase the percentage of students who submit applications to college or technical certification programs, increase the percentage of successful enrollments;
- Utilizing the CVCC Future Center, ensure greater successful transitions for graduates to CVCC and support student transitions along the way;
- Increase opportunities for experiential engagement among students, the local business community and higher education partners;
- Increase student and family participation in college readiness workshops, career exploration programs, scholarship applications, and Virginia College Application Week, thereby creating increased recognition of next steps.

Focusing on these outcomes in the City of Lynchburg, Amherst, Altavista, CVCC and a TBD locality, Beacon of Hope looks to perpetuate a locally-based, locally-supported critical mass of young people moving toward successful education, certification or training. These outcomes directly address the Region 2 Council's core strategies: (1) strengthening the pipeline from K-12 to higher education to career, especially within the Region's target growth sectors (advanced manufacturing, health care, emerging technologies, and education). The expected outcomes address some of the strengths, opportunities, and challenges articulated in the Growth and Diversification Plan. The Future Center expansion seeks to (1) increase student/family access and awareness to employment opportunities, (2) address a dearth in soft skills, and (3) create experiential learning opportunities—all high priorities for the Council in addressing Talent Development. The project also addresses the core strategy of increasing completions of degrees (and certifications) applicable to target sectors. In addition, the project provides specific and structured support to students with socioeconomic disadvantages and helps advance more equitable and inclusive development of the region.

Project Assessment (Region 2 staff reviewer – Scott Tate; External reviewer – Melinda Leland, United Way of Southwest Virginia; Region 2 Council reviewer – Nathaniel L. Bishop)

#### Strengths

- "Proposal seeks to develop a scalable model that could be used by nearby jurisdictions."
- The applicant has proven their ability to develop and implement a successful program that has produced measurable results in terms of student outcomes.
- "Project proposal indicates an increase of 27% in number of Lynchburg high school students pursuing college, on-the-job- training, or certification programs since its beginning in 2012."
- The project would hold high likelihood to help more high school and community college students matriculate and succeed, especially more vulnerable populations and would thus offer promise to truly increase the early pipeline to higher wage occupations in the region.
- The project does seek to advance and respond to several of the talent strategies in the Region 2 G&D plan.
- "The proposal speaks to collaborate with nearby jurisdictions to coordinating efforts for a pipeline that supports students in education and career development to remain in the region."
- "Proposal shows good collaboration with CVCC and programs their with same goals."
- "Proposal sates commitments by partnering jurisdictions to provide matching funds through budgeted dollars or in-kind donations. "
- "Strong demonstration of regional collaboration with Lynchburg City, Amherst County and then discovery of the third partner."

- “Shows and provides statistics of success for retention and success rates in already established centers.”

#### Weaknesses

- Might be good if the third locality was pre-identified?
- Would be good to add details on the Region 2 higher wage occupations for which Futures Centers students could be a good fit.
- Could more specifically focus on Region 2 key occupations in priority industry sector and how the program will increase enrollment and support workforce/jobs in those areas

#### Questions/Misc.

- If successful scaling to the other 2 Lynchburg area localities, might a future per capita project help expand this to other interested Region 2 localities, including some in Roanoke or NRV sub-regions?
- Is there any data as to how many of the Future Center students have been retained in the area to become part of workforce?

## **Region 2 GO Virginia Council**

Project Title: Ag/ Food Technology and Business Innovation Center  
Applicant: The Advancement Foundation  
Localities covered: The counties of Alleghany, Botetourt, and Roanoke, the cities of Roanoke and Covington, and the towns of Vinton and Bedford.  
Growth & Diversification Plan Strategy Area (s): Technology Development

**GOVA Funds Requested:** \$85,000 in GOVA ECB funds requested, with a match of \$42,500

### **Project Description:**

The Advancement Foundation proposes to conduct a needs assessment and feasibility around emerging technology in agriculture, food/beverage processing and business incubation in the Bedford area. The proposal also seeks to serve the larger regional and statewide efforts intended to provide a stronger network of business development and emerging technology support for agricultural – food/beverage industries.

The assessment and study are intended to produce a framework for identifying and addressing the needs of ag-food sector enterprises and emerging ag technologies in areas such as research and development, processing, business acceleration, emerging agriculture technologies, sustainable farming, bio-renewable resources and other emerging agriculture opportunities. The project aims to inform the development of a proposed agriculture/food technology business and innovation center that would include research and development, business incubation/acceleration, small scale processing, training and education and product development and testing.

**Project Assessment** (Region 2 staff reviewer – Scott Tate; External reviewer – Kathlyn Terry, Appalachian Sustainable Development; Region 2 Council reviewer – William Fralin

### **Strengths**

- The project does seek to advance the region’s agriculture and food sciences sector in a direct way, and that is one of Region 2’s priority industry sectors. There have been very few projects to date that directly address this sector as a substantive focus.
- “It appears that this project responds well to Region 2’s strategies in advancing technology, supporting entrepreneurship, and potentially collaborative development of sites and buildings.”
- The project does appear to emerge from local government and partner interest in Bedford (town and county).
- “The partners that are aligned to participate in this project is the biggest strength of the proposal. “

### **Weaknesses**

- “Looks to be limited to Bedford.” (While a town/county may meet minimum threshold of local participation, the type of project here would likely need a wider number of partner localities which do not appear to yet be involved).
- “There is no evidence of the type of HIGH PAYING jobs that might be created in the future.” This is a key question for applicant.
- “I believe the success of this project will depend on the ability to narrow the focus down to a few areas in order to gain a true understanding of the viability and usefulness of such a center.”
- The project does seem to lump a lot of possible activities and focus areas into the narrative, without a lot of detail or description as to specifics.
- While the team has some clear strengths, expertise, and a few key partnerships (such as IALR and VIC), the level of expertise, engagement, and involvement of non-affiliated experts AND private sector partners (the private sector support letter appears to be from a consultant who regularly works with the applicant) may be a question.
- “I am sure a study could be conducted” but “Not sure they can pull of the AG Tech Business Center.”

#### Questions/Misc.

- How will entities, companies, partners, entrepreneurs, and localities beyond Bedford County be engaged? Why have other localities not been engaged?
- “I would encourage the project team to leverage the lessons learned from other such centers across the commonwealth and in surrounding states. That may have been implied but not explicitly stated.”
- “The proposal was not clear enough on who will oversee implementation of this project. The experience of that individual will be a critical factor in the success of this project.”
- “I was unclear about what specific industries in food and ag will be targeted.”
- What kinds of high-paying jobs or companies might be created if they were to be successful?

## **Region 2 GO Virginia Council**

Project Title: Site-specific Readiness for Amelon Industrial/IT Growth Center  
Applicant: Lynchburg Regional Business Alliance (LRBA)  
Localities covered: Amherst County (and through LRBA - the City of Lynchburg and the counties of Amherst, Appomattox, Bedford, and Campbell and the Towns of Altavista, Amherst and Appomattox)  
Growth & Diversification Plan Strategy Area (s): Sites and Buildings

**GOVA Funds Requested:** \$297,000 in GOVA Per Capita funds requested, with a match of \$526,105

### **Project Description:**

The Lynchburg Regional Business Alliance is applying for a Go Virginia Region 2 site-specific readiness grant to build an Industrial/IT Growth Center on lot 6 of Amelon Commerce Center in Amherst County. The building will be 40,000 square feet divided into eight individual industrial spaces to manage industrial and information technology start-up companies that have grown out of their home spaces. The building will be funded by a US EDA grant, however, there is a gap in the project for site-specific improvements. LRBA is requesting GOVA funds to prepare the site for the construction of an industrial building: completing a detention pond, VDOT entrance work, DEQ requirements, utility work, etc.

The Amelon site-specific readiness project builds on past GOVA projects lead by the Lynchburg Regional Business Alliance to prepare industrial sites for manufacturing companies and high-paying jobs. GOVA Region 2 has funded two grants called Due Diligence LYH that have advanced a portfolio of publicly held industrial sites along the Virginia Business Site Readiness Scale (VBRSP) with seven jurisdictions participating. The Alliance serves as the regional economic development organization for the City of Lynchburg and the counties of Amherst, Appomattox, Bedford, and Campbell and the Towns of Altavista, Amherst and Appomattox.

This proposed project will move this publicly owned industrial property to the final stage - ready to build - for a site that was deemed “Highly Developable” for Advanced Manufacturing (Small Scale) for Region 2 and Virginia by the VBRSP/KPMG evaluation. Lot 6 in the Amelon Commerce Center is owned by the Economic Development Authority of Amherst County (AEDA). The Amelon Commerce Center is an industrial park located in Madison Heights on a VDOT connector road 2 miles from the US 29 Bypass, a 4-lane interstate quality highway. The AEDA completed all due diligence and completed preliminary grading on the 14-acre lot in 2018. GOVA funds would be used to prepare the site for construction of an industrial building: completing a detention pond, VDOT entrance work, DEQ requirements, utility work, etc. This project is a collaboration between The Lynchburg Regional Business Alliance and municipalities in Region 2, including Amherst County.

This site-specific readiness project is a part of a larger plan to build a Manufacturing/Tech Growth Center on the site for start-up and emerging businesses with a focus on advanced manufacturing and IT. The Manufacturing/Tech Growth Center would be a 40,000 SF industrial building with 8 flexible spaces. Start-up and emerging manufacturers often need readily available, affordable, modern industrial spaces when they grow out of their basements, barns, or garages. According to the LRBA, the region has depleted the existing industrial building inventory and without space to grow or start their business, these businesses are forced to move out of the region or remain stagnant, meaning a loss of investment and high-paying jobs. With the high cost of building and the complicated regulations, growing companies do not have the time or capacity to find a site and construct a building.

Advanced manufacturing is a target industry for GOVA 2 and the Lynchburg region. The Amelon Industrial/IT Growth Center would help fill a gap in the manufacturing ecosystem in the region. Another piece of the Amelon Industrial/IT Growth Center would be 4 smaller spaces for IT

companies. The AEDA was able to attract an IT company to Amherst County (Integrated Technology Group - letter of support attached) and the AEDA, Amherst County Public Schools and ITG partnered to offer IT certification classes to high school students with the goal of growing an intern program and eventual IT jobs. However, the pandemic hit just as the program was kicking off.

The Amelon Industrial/IT Growth Center would have fiber communication, a shared conference room, and business counseling services and training through collaboration with the SBDC Lynchburg region (letter of support attached). This project dovetails with the GOVA 2 priority for entrepreneur recruitment, as Virginia ranks 23 out of 25 for entrepreneur retainage. The Alliance and the AEDA have been participating in the Regional Entrepreneurship Initiative Process.

The investment and higher-paying jobs that this project would attract fall within the GOVA 2 priorities. As GOVA strives to create higher-paying jobs through incentivized collaboration, which diversifies and strengthens the economy in every region, our region strives to answer the needs of start-up and emerging companies. The Amelon Industrial/IT Growth Center will cultivate and attract new and emerging businesses, thus bringing new investment and higher-paying jobs in the manufacturing and technology fields. Cluster development in manufacturing and IT, as well as talent retention, is another driver. With IT companies in the Amelon Industrial/IT Growth Center, students from local high schools and the Central Virginia Community College will have a place to intern and start their careers, providing workforce development and retention.

This project would benefit the entire Lynchburg region by providing a construction-ready industrial site and allow development of the Amelon Industrial/IT Growth Center which will supply 8 modern industrial business spaces for startup and emerging businesses in the GOVA 2 target clusters of manufacturing and IT, provide services for growing businesses, and an opportunity for workforce development and retention.

Project Assessment (staff review, John Provo, Virginia Tech; External reviewer – Josh Lucas, Virginia Industrial Advancement Alliance; Region 2 Council reviewer – Sandy Davis).

#### Strengths

- “Applicant Capability should be considered a strength”
- “Proposed project has strong likelihood of spurring growth of jobs in emerging technology and IT”
- “To have facilities to train and retain specialized IT workers would address a regional need and advance future growth”
- “Addresses several categories in the Region 2 G&D plan (e.g. sites, adv/mfg and IT clusters).
- “Applicant describes long term, regional, data-driven approach to selecting sites”
- Applicant appears to have capacity to execute project as “Applicant managed/currently managing several GOVA grants”.
- The applicant is “developing a US EDA grant that may leverage this GOVA investment”
- Project is “driven by new industry opportunities”
- This is a “very forward-thinking project”.

#### Weaknesses

- “there appears to be a lack of regional participation in financing, and in other areas of tangible support. Have other localities provided letters of support and view this as a regional benefit? Is

any portion of the in-kind provided by multiple localities? Is the regional impact substantial enough for the entire amount?"

- "ROI discussion is not very specific" and may need to be stronger and more detailed.
- "Applicant provides one industry letter. Additional demonstration of private sector interest would be helpful."
- "Applicant describes regional benefits and provides one locality letter. A second locality letter endorsing the regional benefits sites would be helpful. "

#### Questions/Misc.

- "The applicant references VEDP sites study re: "developability" for Region 2 and apparently this site scores well. The applicant should also provide appreciate some evidence of "sector suitability" from the same report."
- What is the status/likelihood of the referenced EDA funding?



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



Project Title: Biotech Lab Space Development

Applicant: Virginia Tech Corporate Research Center

Localities covered: Montgomery County and city of Roanoke, including NRV and Roanoke sub-regions as focus area.

GOVA Funds Requested: \$100,000 in GOVA ECB funds requested, with a match of \$55,000

STAFF Comments and Overview

(Also see PROJECT BRIEF for Summary, Strengths, Weaknesses, and Questions)

**Project Title:** Building a Regional Health Sciences Talent Pipeline - Charting Career Pathways & Standardizing Curricula

**Applicant:** Blue Ridge Partnership for Health Science Careers (Fiscal agent: Freedom First Foundation; Project lead contact: Carilion Clinic)

**Localities covered:** NRV and Roanoke sub-regions

**GOVA Funds Requested:** \$100,000 in GOVA ECB funds requested, with a match of \$106,355

## **STAFF Comments and Overview**

(Also see PROJECT BRIEF for Summary, Strengths, Weaknesses, and Questions)

Project Title: Futures Centers Expansion

Applicant: Beacon of Hope

Localities covered: Lynchburg, Amherst and TBD locality

GOVA Funds Requested: \$95,480 in GOVA ECB funds requested, with a match of \$138,600

STAFF Comments and Overview

(Also see PROJECT BRIEF for Summary, Strengths, Weaknesses, and Questions)

Project Title: Ag/Food Technology and Business  
Innovation Center

Applicant: The Advancement Foundation

Localities covered: Counties of Alleghany, Botetourt, and  
Roanoke, Cities of Roanoke and Covington, and the  
towns of Vinton and Bedford

GOVA Funds Requested: \$85,000 in GOVA ECB funds  
requested, with a match of \$42,500

STAFF Comments and Overview  
(Also see PROJECT BRIEF for Summary, Strengths,  
Weaknesses, and Questions)

Project Title: Site-specific Readiness for Amelon  
Industrial/IT Growth Center

Applicant: LRBA

Localities covered: Amherst County (and LRBA)

GOVA Funds Requested: \$297,000 in GOVA Per Capita  
funds requested, with a match of \$526,105

## **STAFF Comments and Overview**

(Also see PROJECT BRIEF for Summary, Strengths,  
Weaknesses, and Questions)



VIRGINIA INITIATIVE FOR  
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*GO Virginia Region 2*

## **GO Virginia Region 2 Council Meeting Minutes**

**October 28, 2020, 1:00p.m.- 3:00p.m, Zoom Webinar.**

Council members in attendance: Eddie Amos, Amy Ankrum, Nathaniel Bishop, Ab Boxley (Vice-Chair), John Capps, Kenneth Craig, Janice Crawford, Beverly Dalton, Sandy Davis, John Dooley, William Fralin, Michael Friedlander, Don Halliwill, Vince Hatcher, Victor Iannello, Marty Muscatello, Kim Payne, Debbie Petrine, John Putney, Ray Smoot (Chair), Luke Towles.

Council members not in attendance: Watt Foster, Mike Hamlar, Brian Hemphill, Floyd Merryman.

Staff in attendance: John Provo, Scott Tate, Elli Travis, Rachel Jones.

Public in attendance: Traci Blido, Aisha Johnson, Deborah Flippo, Mary Zirkle, Christopher Bryant, Jack Freeman, Jason Ferguson, John Newby, Nikki Hastings, Faith McClintic, Billy Gammel, Gary Christie, Megan Lucas, Marc Nelson, Meredith Hundley.

The meeting convened at 1:06p.m. and adjourned at 2:51p.m.

### ***Financial Report***

John Provo began by providing the council with a financial report. The council has a remaining balance of \$1,929,159 in per-capita funds and a remaining balance of \$202,800 in Economic Resilience and Recovery funds.

### ***Proposal Review***

#### ***Virginia Bio-Connect***

Scott Tate began by providing a brief overview of the new project proposal, *Virginia Bio-Connect*, submitted by the Virginia Biotechnology Association. This proposal is a state-wide initiative to catalyze, strengthen, and grow the life science and biotechnology industry cluster in the Commonwealth through a model of formalized regional BioHubs where they currently do not exist, and connecting the BioHubs across the state in the areas of workforce development, commercialization, resource sharing, and mentorship. The project supports the creation, retention, or attraction of at least 15 life sciences companies, with an average of 8 new jobs per company across the state, for a total output of 120 new jobs, with an average bioscience industry salary of \$107,610, annually. John Newby, Virginia Bio, and Nikki Hastings, Charlottesville BioHub, provided the council with an overview of project timeline and deliverables, as well as discussed outcomes of a previously awarded GO Virginia Region 9 grant focused on sustaining growth in the regional life sciences industry. John Newby addressed concerns raised by the council regarding long-term regional sustainability stating the BioHubs will continue to receive support from industry partnerships following completion of the proposed timeline. Chairman Smoot inquired about the Region 2 BioHub directors' responsibilities. Nikki Hastings stated that regional BioHub directors will interact with companies who are seeking funds or support for internships and collaborate



with other regional BioHub directors to establish a plan of action. Directors will meet regularly to discuss progress reported in each region.

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

The Virginia Biotechnology Association request totaled \$1,790,780 in GO Virginia Statewide Competitive funding, with the required matching funds, including local participation.

Council members recusing from the vote were William Fralin, Don Halliwill, and Michael Friedlander.

Victor Iannello motioned to endorse the project to the GO Virginia State Board and Marty Muscatello seconded. All were in favor and none opposed.

### ***Central Virginia Regional CTE Academy***

Scott Tate continued with a brief overview of the new project proposal, *Central Virginia Regional CTE Academy*, submitted by Central Virginia Community College. The proposal will support the startup of a CTE academy in order to serve the college's service region. The academy will enable an estimated 1,120 students to complete a credential or certificate over the 2-year GO Virginia grant period. Students served may be high school students, high school graduates, adult learners, or under-skilled workers. GO Virginia funds are sought after to support 2 positions during the start-up phase, a CVCC Coordinator of CTE initiatives and a CTE Academy Coordinator of Business Partnerships. Jason Ferguson, Central Virginia Community College, addressed program deliverables, as well as the need for the 2 critical positions to effectively implement this initiative.

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

Central Virginia Community College request totaled \$266,000 of Region 2 Per-Capita funds, with a local match of \$134,000.

Council members recusing from the vote were John Capps and Kim Payne.

Victor Iannello motioned to approve the project, and Ab Boxley seconded. The motion passed with two opposed.

### ***Special Update- GenEdge***

Council member Vince Hatcher began by providing a brief update on the statewide initiative, *Retooling Virginia Manufacturers for Strategic Industries*, led by GenEdge. Vince Hatcher serves on the initiative's advisory committee, representing Region 2. The project team has moved forward with the launch of their website, advertising their services. Vince continued by announcing that as of October 19, 10 companies have applied to receive services, 5 of those companies have completed a commercialization readiness assessment, with all 5 of those companies identified as suitable candidates, receiving approval into the program. Following approval into the program, GenEdge will construct a business case analysis for commercialization, then utilize the information received to assist the company in prioritizing the commercialization plan and address the deficiencies identified as constraints to launch. Total funding provided per company is expected to be around \$75,000, including the company's cash match- a



required 20%. Funding will not be given to participating companies. A market needs assessment from the Virginia Hospital and Healthcare Association is in progress, as well as a market skills assessment from the Virginia Manufacturers Association. This report will address industry workforce development requirements to support the emerging PPE industries around the commonwealth. Vince continued by providing council with an overview regarding project timeline. Vice-Chair Ab Boxley inquired about the most identified needs of a company admitted into the program. Vince stated the need for masks and protective healthcare equipment has been the current priority.

## ***Council Business***

The council reviewed minutes from the Region 2 Council meeting held on July 30, 2020, and the Region 2 Executive Committee meeting held on October 14, 2020. Vice-Chair Ab Boxley asked if there were any questions regarding the minutes; there were none.

Sandy Davis motioned to approve the minutes, and Kim Payne seconded. All were in favor and none opposed.

Vice-Chair Ab Boxley provided the council with an update regarding vacancies existing on the Region 2 Council. Vice-Chair Boxley announced the newly appointed executive committee member, Eddie Amos.

## ***Staff Updates***

### ***Region 2 Project Evaluation***

Elli Travis provided the council with a detailed overview of quarter 3 project evaluation. Most Region 2 funded projects are on track with milestones and metrics, other than a few delays or cancellation of events due to covid-19 restrictions. The Region 2 Talent Collaborative project is in the process of receiving a no-cost extension through a pending date of December 31, 2020, to allow the project staff to evaluate virtual career exploration platforms. Following project closeout, Region 2 Talent Collaborative is expected to return \$105,415 to Region 2 Per-Capita funds. Blockchain Ecosystem Catalyst is notably behind on project milestones, Region 2 staff are intervening to discuss a corrective plan of action regarding quarter 4 deliverables. Regional projects in the process of closeout include Capital Ecosystem Development, Increasing the Birth Rates of New High Growth Companies Phase I, Enhancing the Region Through New Technology for Unmanned Systems, WoodHaven Road, Water, and Sewer Infrastructure Enhancement, Regional Acceleration and Mentorship Program (RAMP), Lynchburg Due Diligence, Regional Career and Technical Education Study, and Stopping the Brain Drain Strategy Development. Travis stated she is compiling a project closeout and outcomes evaluation report, surrounding focus on entrepreneurial collaboration and growth, partnership development and change, as well as working with the sub-grantee to identify additional data to be collected to show long-term impacts of the project.

Vice-Chair Ab Boxley asked if there were any questions. There were none.





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### ***Proposal Pipeline***

John Provo provided the council with a brief overview regarding regional project pipeline, stating staff is expecting to present around 4 proposals at the upcoming council meeting in early February. The quarterly deadline to submit is January 8<sup>th</sup>. Two of the expected proposals will focus on university partnerships pertaining to manufacturing and unmanned systems, one proposal will focus on k-12 initiatives, and one proposal from the Roanoke Broadband Authority, related to rollout of innovative employment of true 5G.

### ***VEDP Site Development Virtual Roadshow***

Virginia Economic Development Partnership partnered with the GO Virginia State Board to hold a regional Site Development Virtual Road Show on October 22, 2020. As part of the rollout process for VEDP's recently completed Enhanced Site Characterization effort, VEDP discussed broad themes that have emerged from the data collection and analyses on the 45 sites, across 16 localities, included in the study. Region 2 staff anticipates this study to assist council in the evaluation process of future site development related proposals.

Adjournment occurred at 2:51 p.m.


## GO Virginia Region 2 Quarterly Report Quarter 4, 2020 (October-December 2020)


The following report aggregates quarterly reports collected from each sub-grantee and is based on information provided by them.


A green bubble indicates the project has met recent milestones. The yellow bubble indicates the project has not met Q4 milestones and staff is monitoring. A red bubble indicates that the project has not met several quarters of milestones and staff is intervening.


### Ongoing Projects


#### TALENT

<i>Project Name:</i>	<b>Region 2 Talent Collaborative</b>
<i>Project Manager:</i>	Ben Bowman
<i>Project Timeline:</i>	August 1, 2018 – March 31, 2021
<i>GOVA Funding</i>	\$81,184 of \$300,000
<i>Match Funding</i>	\$151,784 of \$630,072 
<i>Status:</i>	Met Q4 milestones.
<i>Q4 Progress</i>	<ul style="list-style-type: none"><li>• Wrapping up Existing Worker Training with Innerspec in the Lynchburg region for project management and bookkeeping.</li><li>• In the Central Virginia Workforce Area, a contract has been awarded to develop a web/mobile friendly career platform with information on high demand careers and regional employers interested in supporting work-based learning and employment recruitment.</li><li>• Achieved outcome of 75 workers upskilled in Region 2.</li><li>• With the extension for the Region 2 Talent collaborative being officially confirmed in December 2020, the three workforce boards are finishing up existing worker training projects and developing the virtual career pathway resources with an expectation of completion by March 31.</li></ul>
<i>Q1 Plans</i>	<ul style="list-style-type: none"><li>• Continue to develop customized program curriculums, as needed, with business needs in mind to efficiently train 75+ existing workers in Region 2.</li><li>• No cost extension through March 31 has been approved.</li></ul>

<b>Project Name:</b>	<b>Ignite Internship Program</b>
<b>Project Manager:</b>	Melinda Leland
<b>Project Timeline:</b>	July 1, 2019 – June 30, 2021
<b>GOVA Funding</b>	\$49,659 of \$99,406
<b>Match Funding</b>	\$61,868 of \$102,886 
<b>Status:</b>	Met Q4 milestones.
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• The virtual Careers EXPO took place from October 5<sup>th</sup>-9<sup>th</sup>. Seventh grade students were provided access to the resources which accounts for 620 students in Region 2. All regional middle and high schools were notified that this resource is available to use for other grade levels.</li> <li>• Summer internship sites are being established- there are 10 employers with 17 positions currently available in Region 2. Exceeding goal of 12 internship positions established in 2 years.</li> <li>• Completing Q4 milestones, United Way staff pulls Major Clarity reports periodically to review trends in students' career interest. Typically, they are viewed once a quarter. <ul style="list-style-type: none"> <li>○ Pulaski's trending career clusters have been identified as the following; Arts, Audio and Video Technology and Communications; Health Sciences; Law and Public Safety; Science, Technology, Engineering and Mathematics; Agriculture.</li> <li>○ Radford's trending pathways have been identified as the following; Arts, Audio and Video Technology and Communications; Health Sciences; Science, Technology, Engineering and Mathematics; Agriculture; Education and Training.</li> </ul> </li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>• Establish 6 sites for internships</li> </ul>


<b>Project Name:</b>	<b>Blockchain Ecosystem Catalyst</b>
<b>Project Manager:</b>	Kirk Cameron
<b>Project Timeline:</b>	September 10, 2019 – September 9, 2021
<b>GOVA Funding</b>	\$0 of \$246,800 
<b>Match Funding</b>	\$0 of \$250,000
<b>Status:</b>	Met Q4 milestones.
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• Completing Q4 milestone of launching the webinar series - Blockchain that Serves - as a way to engage professionals in learning about the facets of blockchain technology. The first session, held in December, focused on “The Legal Side of Blockchain” with lawyer and VT graduate Aaron Krowne. The session had 22 participants. The January webinar will focus on “Philanthropy and Cryptocurrency” and already has 51 registrants. Webinar sessions have already been scheduled for the remainder of the spring.</li> <li>• Begun planning Blocksburg 2.0 that will take place virtually in Q1. The event will fulfill the Q1 -2020 milestone to host a spring break training course as a virtual workshop and will also reward credits for the blockchain certificate program. Speakers are confirmed for a range of topics including; Blockchain and Health Care, Blockchain and Government, Leading the Charge to Implement Blockchain.</li> <li>• Established a Blockchain at VT Steering Committee to advise the grants activities. The committee’s membership includes: <ul style="list-style-type: none"> <li>○ John Phillips, RBTC</li> <li>○ Forrest Colyer, Amazon Web Services</li> <li>○ Tim Abbott, Moog</li> <li>○ Jeff Mitchell, Mitchell Law Firm</li> <li>○ Victor Iannello, Radiant Physics</li> <li>○ Megan Wallace, LINK (Virginia Tech)</li> <li>○ Kirk Cameron, Department of Computer Science (Virginia Tech)</li> </ul> </li> <li>• Further, this quarter we have increased the expertise in our team. Dr. Thang Hoang was hired as an Assistant Professor and we have also received several applications for blockchain focused adjuncts, who will teach in the blockchain certificate program and other grant offerings. The certificate program’s curriculum was developed, completing an additional Q4 milestone. The certificate program will include two tracks. One designed for businesses and mid-career professionals. Learning objectives include; learn blockchain jargon (mining, hash, transactions), processes, and key stakeholders, analyze how their business can integrate blockchain into supply chains, understand use cases for other successful business applications of blockchain, learn how to evaluate and select partners to design blockchain architecture and organize logistics, develop a plan for next steps and implementation of blockchain.</li> <li>• Host boot camp and spring break training course</li> </ul>
<b>Q1 Plans</b>	

<b>Project Name:</b>	<b>Developing a Destination for Talent</b>
<b>Project Manager:</b>	Catherine Amelink
<b>Project Timeline:</b>	December 9, 2019 – December 8, 2021
<b>GOVA Funding</b>	\$112,183 of \$300,000
<b>Match Funding</b>	\$112,183 of \$473,000 
<b>Status:</b>	Met Q4 milestones
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• Hosted the GO Virginia Trivia Event for current students on December 2<sup>nd</sup> in order to emphasize live, work, play opportunities. We brought in 5 regional tourism directors to ask questions about their localities. We used this event as an example when communicating with potential partners, therefore, meeting a Q4 milestone.</li> <li>• Two new partnerships have been created between faculty members and regional organizations. In addition to 7 active projects; next semester's upcoming projects include- Industrial Design and Biomedical Engineering and Mechanics Project with Elham Morshedzadeh, Chris Arena, Salem VA Medical Center and Carilion, and Aerospace and Ocean Engineering project with Rakesh K. Kapania and Meld Manufacturing Corporation.</li> <li>• Meeting a Q4 milestone, we are expanding our partnerships and now have 21 employers pursuing funding for internship programs. 8 organizations currently have interns and 6 more have taken steps to advertise for future positions. Along with this, 7 other organizations have expressed interest and we are awaiting commitment letters to move forward.</li> <li>• Regarding project-based work, faculty and employer relationships have been developed and these teams are now moving forward on their classroom- based projects, completing the final Q4 milestone. All faculty involved in these teams have worked with employers on a regular basis to develop a project that will best fit the students as well as help the employer. Cully Hession provided an update on their project explaining that students are working closely with Draper Aden employees and gaining real world experience such as field/sample prep (decontamination), chain of custody (important for water quality sampling), etc. Robin Ott's team of students also completed their first project report which consisted of intense research and data collection. A manufacturing plan is in its development stages for next semester, as is a plan and schedule for how to test and verify the performance of the final tools and process designed by the team.</li> <li>• Three organizations have now reached their maximum committed amount. Excella/ Next Up solutions and Fluxteq have used their full amount of funding and Ozmo, after increasing their committed amount, has used their total amount of funding as well. Ozmo has not only hired over 25 interns and provided an excellent internship experience, but also hired one student to continue after graduation. This example reveals the success regional employers have had on creating sound internships that encourage students to take positions in the region.</li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>• Internship development</li> <li>• Employer/ faculty networking event</li> <li>• Recruitment event/ career treks</li> </ul>


<i>Project Name:</i>	<b>ELITE Internship Program</b>
<i>Project Manager:</i>	John Phillips
<i>Project Timeline:</i>	October 20, 2020- October 19, 2022
<i>GOVA Funding</i>	\$0 of \$290,000
<i>Match Funding</i>	\$0 of \$162,000 
<i>Status:</i>	Did not meet Q4 milestones due to start of grant in mid-quarter and holiday scheduling conflicts. Expectation of the following Q4 milestones; develop and release RFP for PIO vendors and development of higher ed and tech companies to be completed by end of Q1.
<i>Q4 Progress</i>	<ul style="list-style-type: none"> <li>During this quarter we hosted a media event attended by nearly 60 registrants in December 2020. The event provided each of the two vendors that have participated in the development of the program to provide an overview of the program, their organization, services to be provided by the interns, the process for being involved with the program, experiences from interns and experiences from companies that have worked through similar projects. Multiple companies have requested to participate and intern candidates showing interest in becoming involved with the program.</li> </ul>
<i>Q1 Plans</i>	<ul style="list-style-type: none"> <li>Release RFP for PIO vendors</li> <li>Cultivate interest in spring internships/apprenticeships</li> <li>Support 4 ELITE managed talent development experiences</li> <li>Continue building relationships</li> </ul>

## ENTREPRENUERSHIP


<b>Project Name:</b>	<b>VIC Region 2 Entrepreneurship Initiative</b>
<b>Project Manager:</b>	Meredith Hundley
<b>Project Timeline:</b>	January 1, 2020 – December 31, 2021
<b>GOVA Funding</b>	\$126,627 of \$299,995
<b>Match Funding</b>	\$63,478 of \$150,004
<b>Status:</b>	Did not meet Q4 milestones due to a delay in release of draft sub-regional I+E Investment Plans on account of a final coalition meeting held in late December (end of quarter) Draft expected to be released by beginning of February.
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• The I+E Newsletter was sent out in both October and November 2020 with the recipient list growing to 300 for the October newsletter, an increase of almost 100% from 157 recipients for the first newsletter sent out in March.</li> <li>• Through work with the Access to Capital Committee, a new Founders &amp; Funders webinar series was launched in December 2020. The first event was titled The Color of Money and provided an overview of the types of capital that an entrepreneur/founder might seek and attracted 20 registrants. The series will continue through June 2021 on a monthly basis with the next event on January 21.</li> <li>• We have increased the number and diversity of stakeholders represented in each of the three coalitions that have been created/supported during this initiative. As of the last coalition meeting, 81 individuals (not including VIC staff) have engaged in one or more coalition meetings out of 111 identified potential members (50 in Roanoke-Alleghany, 34 in the NRV, and 40 in Greater Lynchburg with some small level of overlap between coalitions). The potential members identified represent government (37), higher education (22), and support organizations/other stakeholders (52).</li> <li>• Following initial feedback at Sept/Oct coalition meetings, revised subregional strategic investment plans were presented at December coalition meetings (December 2, 11, and 18) for final feedback. Plans will be presented to the R2 Executive Committee in late January for additional feedback at the recommendation of council staff before finalizing them in February.</li> <li>• Ecosystem gap mapping and identification are in the works with mapping underway using ArcGIS software. Map of capital sources created and shared with Access to Capital Committee for feedback.</li> <li>• 2019-2020 Ecosystem in Review Report drafted and undergoing final revisions at the end of the quarter. Final version should be ready mid-January for distribution.</li> <li>• Working with Activation Capital on a platform they are designing for regional deployment. The platform is evolving, but they are looking to test in early 2021 once development work is completed. We have also evaluated several other platforms over the last year (StartupSpace, Abaca, etc).</li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>• Support entrepreneur- resource matchmaking platform region wide</li> <li>• Release draft Region 2 I+E investment plan for feedback</li> </ul>


<b>Project Name:</b>	<b>Increasing the Birth Rates of New High Growth Companies Phase 2</b>	
<b>Project Manager:</b>	Annette Patterson	
<b>Project Timeline:</b>	April 17, 2020 – April 16, 2021	
<b>GOVA Funding</b>	\$49,659 of \$180,000	
<b>Match Funding</b>	\$61,868 of \$180,000	
<b>Status:</b>	Met Q4 milestones 	
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>Received 15 needs assessments from potential high growth companies- meeting a Q4 milestone.</li> <li>Recruited 3 companies for IM program, with 3 IM companies being referred to next level accelerators- meeting a Q4 milestone.</li> <li>Assigned 3 Bid teams- meeting a Q4 milestone.</li> <li>Engaged 9 mentors and consultants with new high growth companies- meeting a Q4 milestone.</li> <li>Completed 5 360-degree evaluations- meeting a Q4 milestone.</li> <li>Engaged 1 institution of higher education and 13 students- meeting the final Q4 milestone.</li> </ul>	
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>Obtain needs survey assessments for 13 potential high growth companies</li> <li>Recruit 5 new/early stage high growth companies</li> <li>Complete 5, 360-degree evaluations</li> <li>Assign 5 Business Innovation and Development Teams (BID teams) based on evaluations</li> <li>Engage 3 mentors and consultants with new high growth companies</li> <li>Engage 1 institution of higher education</li> <li>Coordinate engagement of 4 students with high growth entrepreneurs</li> <li>Advance 3 new/early stage high growth companies</li> </ul>	



<b>Project Name:</b>	<b>Pivot &amp; RAMP Up</b>
<b>Project Manager:</b>	Mary Miller
<b>Project Timeline:</b>	May 6, 2020 – May 5, 2021
<b>GOVA Funding</b>	\$0 of \$97,200 
<b>Match Funding</b>	\$0 of \$49,000
<b>Status:</b>	Met Q4 milestones (staff checking on remittance status)
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• Online Demo Day for cohort 2020 was held on October 15, 2020. 244 individuals registered, with 170 joining, completing a Q4 milestone.</li> <li>• Completing a Q4 milestone- Pitch Clinics were held on 9/22/20 (engaging 1 company, 9 mentors), 10/27/20 (engaging 1 company, 9 mentors), and 11/24/20 (engaging 1 company, 4 mentors).</li> <li>• We purchased a management platform that will serve RAMP for many years to come. This program, Accelerator APP, will be the database and communication hub for all companies, all mentors, and interactions between the two. There are so many benefits to this powerful program that we have needed. It will be valuable in tracking long term changes and success of companies.</li> <li>• We set up the Accelerator App portal to manage our incoming applications for our spring cohort.</li> <li>• We have moved our mentors to the mentor portal and are preparing training materials on the new portal- meeting a Q4 milestone.</li> <li>• Completing the final Q4 milestone- we have launched the Alumni program and are working with Alumni through monthly group programs, as well as providing individual support. We helped 5 Alumni companies and 1 regional company prepare pitches for a Virginia Demo Day held on 11/17/2020. These presentations focused on access to capital.</li> <li>• RAMP working with the Valleys Innovation Council won a Build-to-Scale EDA Grant to extend our programs. This 3-yr, \$986K Grant will allow us to build on the initial work conducted under this grant. The 'on RAMP', RAMP, and the 'Exit RAMP', ideas grew out of the Pitch &amp; Polish Clinics and the success we're seeing with the Alumni network. This Grant provided a foundation for all that was written and submitted to the EDA.</li> <li>• One of the measurements we have had for RAMP is job growth. Of the 24 companies that passed through RAMP, 20 remain. These 20 companies have now reached 66 full-time employees, 10 part-time employees, and 525 contract employees.</li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>• One online pitch and polish regional clinic</li> <li>• Online mentor event</li> <li>• Online Exit RAMP program for RAMP alumni</li> </ul>

**SITES & BUILDINGS**

<i>Project Name:</i>	<b>Center for Energy Research and Education (CERE) Industry Labs</b>
<i>Project Manager:</i>	Rich Diddams
<i>Project Timeline:</i>	May 9, 2018 – December 31, 2020
<i>GOVA Funding</i>	\$255,806 of \$300,000 
<i>Match Funding</i>	\$476,629 of \$1,586,100
<i>Status:</i>	Met Q4 milestones. Initiating closeout procedures.
<i>Q4 Progress</i>	<ul style="list-style-type: none"><li>• All Labs are established and fully operational.</li><li>• 2 additional R&amp;D contracts were secured during quarter 4.</li><li>• 15 new jobs were created by partner entities this quarter.</li><li>• CERE Labs hosted 11 industry site visits with Framatome, Hendricks, Zenith, BWXT, Southern Air, DOE, Belvac, Novatech, Simplimatic, Commanders, and DHS participating.</li><li>• CERE has secured \$55,000 in leveraged private investment as well as an additional \$60,000 procured in revenue from lab usage.</li></ul>

<b>Project Name:</b>	<b>CERE Additive Manufacturing Partnership Lab (AMPL)</b>
<b>Project Manager:</b>	Rich Diddams
<b>Project Timeline:</b>	February 1, 2019 – February 2, 2021
<b>GOVA Funding</b>	\$274,980 of \$274,980
<b>Match Funding</b>	\$475,017 of \$630,000 
<b>Status:</b>	Met Q4 milestones
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• We continue to design and produce thousands of PPE equipment for medical and health groups in the region utilizing the AMPL, as well as providing training to students, faculty, staff, and industry.</li> <li>• Each Saturday, we average well over 50 students, faculty, and personnel from in town who gather to train, build, and collaborate on projects. The meetings allow for training on various AMP equipment and opportunities to develop certifications useful in the job market.</li> <li>• We had a record level of new master's and PhD students commence graduate programs as well as a record level of new engineering students register for classes.</li> <li>• We are also supporting brand new curriculum for a degree in Civil Engineering and hired new faculty.</li> <li>• 6 new jobs were created during quarter 4.</li> <li>• 2 additional educational partnership was formed this quarter with CVCC and Legacy.</li> <li>• AMPL hosted 5 industry site visits with Zenith, BWXT, Framatome, Belvac, and Novatech participating.</li> <li>• 1 R&amp;D contract was secured involving research by Dr. Marc Atwater.</li> <li>• Secured \$200,000 in leveraged private investment from BWXT, as well as an additional \$40,000 in revenue from lab usage.</li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>• Consultations with Lynchburg Regional Business Alliance</li> <li>• Industry mixers</li> <li>• Travel to industry partners</li> <li>• Site consultant services</li> <li>• Industry partners and entrepreneur site visits</li> </ul>

<b>Project Name:</b>	<b>Central Virginia Training Center Redevelopment Plan</b>
<b>Project Manager:</b>	Megan Lucas
<b>Project Timeline:</b>	February 1, 2020 – January 31, 2021
<b>GOVA Funding</b>	\$58,000 of \$100,000
<b>Match Funding</b>	\$143,026 of \$250,000
<b>Status:</b>	Q4 milestones delayed due to covid related scheduling delays and the project continuing to not be fully funded at the \$500k level (seeking additional funding through other sources). Conceptual Redevelopment Plan is expected to be completed by the end of Q1. Project manager stated the timeline is about 3 months behind. Staff is intervening with a meeting held to begin the process of a no-cost extension.
<b>Q4 Progress</b>	<ul style="list-style-type: none"><li>• Leadership Met to review and approve Branding Proposal and Web designs.</li><li>• Target Advisory Group meeting to present Branding and Web Designs.</li><li>• Completed site tree inventory – thanks to Molly O’Liddy, VA Dept of Forestry.</li><li>• Filmed site drone video and images for website.</li><li>• Launched <a href="http://trainingcentermasterplan.com/">http://trainingcentermasterplan.com/</a></li><li>• Met monthly with working group of State Departments: DBHD, DGS, VDOT, Lynchburg Regional Business Alliance.</li><li>• Hosted five-day charette process which is all available to review on website.</li><li>• Surveys completed and tallied for inclusion in the charrette process.</li></ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"><li>• Conceptual Redevelopment Master Plan Preparation</li></ul>

## COVID RESPONSE

<b>Project Name:</b>	<b>VT Workforce Training &amp; Regional Capacity for Covid-19 Testing</b>
<b>Project Manager:</b>	Sherri Cook
<b>Project Timeline:</b>	June 23, 2020- December 22, 2021 (Phase II)
<b>GOVA Funding</b>	\$0 of \$500,000
<b>Match Funding</b>	\$0 of \$250,000
<b>Status:</b>	Did not meet Q4 milestones as the first cohort recruitment was delayed. Recruitment was delayed due to the signing of the consolidated testing network agreement (One-Lab) with the Virginia Department of Health. Initiated closeout procedures for phase I of grant.
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>In this quarter, we achieved several important milestones in expanding the scope and service of the Virginia Tech Molecular Diagnostic Laboratory (VTMDL) and COVID-19 testing.</li> <li>In November, Virginia Tech was named as one of three One-Lab Network tier 2 laboratories that serve the Virginia Department of Health's priority to expand COVID-19 testing capacity in Virginia.</li> <li>This contract with the state, along with Go Virginia Phase II award, allowed the VTMDL to expand testing capacity, build out additional testing environments and reinforce supply chain accessibility for testing materials. The lab has expanded its maximum daily testing capability from 600 samples per day to <u>1,600 samples per day</u>, allowing the lab to receive samples from any health district in the state, depending on where the greatest need is, 7 days per week.</li> <li>Under the One-Lab contract, the VTMDL realigned hiring, onboarding, development and training procedures to align with VDH state protocols for personnel working in Tier 2 laboratories.</li> <li>Material changes to standard operating procedures, sample analysis, reporting, data integrity and HIPPA protection have taken place this quarter.</li> <li>We have achieved our Phase I hiring goals for the initial staff ramp of the VTMDL operation- hiring 3 higher level MLS personnel and 18 MLT-level personnel through our traditional recruitment and hiring practices.</li> <li>In coordination with the One-Lab testing contract launch and Phase II GO Virginia contract, we initiated recruitment for our Phase I cohort of trainees.</li> <li>We've hired 2 MLT-level personnel in the new calendar year and plan to hire an additional 2-3 personnel from the current applicant pool, closing out our Phase I cohort.</li> <li>These trainees will begin in late January, to receive hands-on technique training, laboratory safety training, data management and reporting training through the standard VTMDL training practices.</li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>Phase 2 cohort recruitment</li> <li>Phase 3 cohort recruitment</li> </ul>

<b>Project Name:</b>	<b>Roanoke Regional Recovery</b> (note: this project was not funded using COVID response funding, however for the purposes of reporting, we are including it in this category as it is crosscutting of other issues and related to COVID-influenced recovery)
<b>Project Manager:</b>	Erin Burcham
<b>Project Timeline:</b>	August 1, 2020 – September 15, 2021
<b>GOVA Funding</b>	\$0 of \$100,000
<b>Match Funding</b>	\$0 of \$57,000
<b>Status:</b>	Met Q4 milestones.
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• During quarter 4, the grant team hosted sector roundtables, meeting a Q4 milestone.</li> <li>• Completing a Q4 milestone- staff hired a BR&amp;E consultant.</li> <li>• Worked closely with multiple companies in multiple localities on customized projects including: <ul style="list-style-type: none"> <li>○ to include a Botetourt County manufacturing company on a talent attraction, retention and rebranding project with their new leadership team</li> <li>○ An Alleghany County manufacturing company on a client diversification and potential product expansion project</li> <li>○ A City of Roanoke technology company recruit new talent</li> <li>○ A healthcare system in Salem to connect with regional RN students and strengthen their talent brand among young professionals broadly in the region.</li> </ul> </li> <li>• The project has given the Roanoke Regional Partnership an opportunity to work directly with our localities on business retention and expansion which has provided valuable data.</li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>• Coordinate coaching sessions</li> <li>• Host BR&amp;E training sessions for the coalition and regional partners</li> <li>• Prepare for coaching sessions</li> <li>• Continue to bring the coalition together to talk about regional challenges and best practices</li> <li>• Continue to host coaching sessions and coalition meetings</li> </ul>

<b>Project Name:</b>	<b>Public Health Readiness Evaluation Tool (PHRE) Mobile Application</b>
<b>Project Manager:</b>	Matthew Hull
<b>Project Timeline:</b>	October 13, 2020- October 12, 2021
<b>GOVA Funding</b>	\$0 of \$63,500
<b>Match Funding</b>	\$0 of \$42,610
<b>Status:</b>	Met Q4 milestones.
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• Completing a Q4 milestone- application development is progressing according to plan. Initial survey questions have been shared with members of the PHRE consortium to help refine the questions (e.g., in terms of relevance, priority, clarity, simplicity).</li> <li>• Demonstrated survey and scoring functions, meeting a Q4 milestone.</li> <li>• Engaged with BCT and looking to expand interactions, meeting a Q4 milestone.</li> <li>• Meeting a Q4 milestone- prototype app launched; undergoing revision and will be shared during 2021 Q1.</li> <li>• Demonstrate BCT and health district feedback functions; survey under development through Survey Monkey (outside of app) to allow BCT, health officials, and users to rank weight importance of questions, meeting the final Q4 milestone.</li> <li>• Shared PHRE mobile app effort via webinar with members of the Prince William County Office of Economic Development</li> <li>• VT Corporate Research Center has agreed to help promote the app once complete</li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>• Obtain feedback from PHRE consortium</li> <li>• PHRE mobile app update</li> <li>• Release app store version of PHRE</li> </ul>

<b>Project Name:</b>	<b>New River Valley Business Continuity Team</b>
<b>Project Manager:</b>	Kevin Byrd
<b>Project Timeline:</b>	October 21, 2020 – April 20, 2022 (Phase II)
<b>GOVA Funding</b>	\$0 of \$250,000
<b>Match Funding</b>	\$0 of \$125,000
<b>Status:</b>	Met Q4 milestones (Initiating closeout procedures for phase I of grant)
<b>Q4 Progress</b>	<ul style="list-style-type: none"> <li>• The BCT assisted over 100 businesses during Q4 (exceeding the Q4 milestone of 25 businesses served) via consults, answering general questions, or providing toolkits and financial assistance for cleaning, legal or PR services.</li> <li>• The BCT was able to assist 3 businesses with 100% financial assistance for cleaning services and 1 business for legal services.</li> <li>• The BCT impacted over 11,000 employees in the NRV this quarter. The following sectors are some examples: <ul style="list-style-type: none"> <li>○ 5,300 in Manufacturing</li> <li>○ 2,050 in Healthcare</li> <li>○ 1,200 in Education</li> <li>○ 70 in Professional Scientific and Technical Services</li> </ul> </li> <li>• 76 consults were given over the phone, 2 on-site visits were made, and in total 154 businesses were given information about the BCT.</li> <li>• The Public Health School Liaison position was filled in October by Holly Lesko. She began as part-time and became full time in December. This position allows the school nurses for all schools in the NRV to have a direct contact to someone when COVID questions arise. The addition of this position really helped the BCT to expand services in the NRV.</li> <li>• The BCT has sought out the assistance of Public Relations group Uncork-It to assist with social media posts, generating mailings to business owners, and overall distribution of information about the BCT and services provided, completing the final Q4 milestone.</li> <li>• The BCT assisted local election poll sites in most localities via in person trainings for proper safety protocol during the election.</li> <li>• The BCT also assisted the NRV Task Force with two food distribution events by filling 7,000 reusable bags with informational flyers.</li> </ul>
<b>Q1 Plans</b>	<ul style="list-style-type: none"> <li>• Continue marketing services to businesses</li> <li>• Additional businesses served</li> </ul>



**CLOSING PROJECTS:**

Following is a list of projects that have closed or are in the process of closing in 2020. Staff has conducted an evaluation meeting with each project team and is in the process of requesting and reviewing narrative closeout reports and final project metrics. Projects have up to one year to submit their narrative report to account for lagging outcome metrics. Full details of individual and aggregated project outcomes will be included in upcoming council packets as they are received, reviewed, and finalized. A report is also being compiled that aggregates outcomes across entrepreneurship, sites and buildings, and talent according to the goals of the Growth & Diversification plan.

Project Name	Close Date	Financial Report Status
Capital Ecosystem (ECB)	4/23/2020	Received and submitted to DHCD
Increasing the Birth Rates of New High Growth Companies	3/11/2020	Received and submitted to DHCD
Drone Zone	6/3/2020	Received and submitted to DHCD
WoodHaven	6/30/2020	Received and submitted to DHCD
RAMP 1.0	6/30/2020	Received and submitted to DHCD
Lynchburg Due Diligence	6/30/2020	Received and submitted to DHCD
CTE Study	8/31/2020	Received and submitted to DHCD
Stopping the Brain Drain (ECB)	9/30/2020	Received and submitted to DHCD

**PROJECTS IN THE PROCESS OF CONTRACTING:**

Classrooms to Careers  
 Amherst LYH Regional Site Development  
 Central Virginia Community College CTE Academy



# Virginia Growth and Opportunity Fund (GO Virginia) Economic Resilience and Recovery (ERR) Program Guidelines

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## Section I: GO Virginia Program Intent and ERR

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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.

**The GO Virginia State Board has authorized the use of \$14.66M in statewide competitive funds (FY20) 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 resilience and recovery while staying true to the GO Virginia mission.**

There is an opportunity to 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 locally traded sectors as identified by the Regional Councils.

## Section II: Funding and Match Requirements

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**GO Virginia will 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, priority traded sectors and essential businesses, including the healthcare system and its supply chain during this crisis.

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. The ERR program requires a 2:1 match and the match must come from non-state sources of revenue. No local match is required. All GO Virginia projects require the participation of two or more localities. If no local match (cash or in-kind) is provided, letters of endorsement from two or more localities or a public body representing the interest of two or more localities will be required and the project must demonstrate meaningful participation of those public bodies.

This program is time limited, with an initial 12-month application window (April 18, 2021) unless extended by the GO Virginia State Board. Funds not obligated to projects will be returned to the statewide competitive pool.

## Section III: Regional Activities

Key activities as part of this program 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;
- 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;
- Expanding workplace health and sanitation activities to support continuity of operations or return-to-work efforts;
- Support employers and coordinate vaccination efforts consistent with the [Virginia Department of Health COVID-19 Vaccination Response](#) plan;
- 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; or
- Providing technical assistance to retain and/or support impacted employees.

Consistent with other GO Virginia funding opportunities, **funds may not be used for direct grants to businesses, to capitalize loan pools, or provide seed or other equity investments in firms. Funds may not be used to provide scholarships. Funds may not be used to acquire real estate.**

## Section IV: Statewide Activities

Regional Councils may wish to partner on projects that have significant statewide impact and where they have shared interests (industry focus, common strategies) or where there would be efficiencies in operating at scale.

Two or more partnering councils may apply for the \$5.66 M available for statewide projects. A lead Council must receive, review, and approve the project and submit it for consideration by the State



Board. Partnering Regions must have meaningful involvement and have their respective Council formally endorse the application.

## Section V: Application and Approval Process

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**Fast Access:** In order to move resources quickly, DHCD will offer a Fast Access process and use its administrative approval authority for grant applications of \$100,000 or less. Applications will be received on a rolling basis, reviewed for program guideline conformance, and approved after staff review. DHCD will do every effort to review these applications within 5 business days of receipt and activities may begin after final contracts are executed by all parties. These Fast Access requests may include pre-implementation activities (needs assessments, etc.) and implementation or smaller-scale implementation projects. Applicants are encouraged to think holistically about the needs in their region and focus on efforts that produce near term impact in their regions.

Regions may access up to \$300,000 of their \$1.0M pool using the Fast Access process.

Link to Application: <https://www.dhcd.virginia.gov/sites/default/files/Docx/gova/gova-err-fast-access-application-questions.pdf>

**Implementation:** Grant applications requesting more than \$100,000 will be received under the regular grant application deadlines and review process.

Link to Application: <https://www.dhcd.virginia.gov/sites/default/files/Docx/gova/gova-err-application-questions.pdf>

**Statewide:** Two or more partnering councils may apply for the \$5.66 M available for statewide projects. A lead Council must receive, review, and approve the project and submit it for consideration by the State Board.

Link to Application: <https://www.dhcd.virginia.gov/sites/default/files/Docx/gova/gova-statewide-application-questions.pdf>

References:

[Board Policy #4 Use of GO Virginia Funds for Scholarships and Nontraded Sectors](#)

[Board Policy # 10 GO Virginia Economic Resilience and Recovery Program](#)

[Board Policy #11 Modified Per Capita Match Requirements](#)