



Board Policy #10

TITLE: GO Virginia Economic Resilience and Recovery Program

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

AUTHORITY: § 2.2-2486 - §2.2-2489 of the Code of Virginia

POLICY STATEMENT: It is the policy of the Virginia Growth and Opportunity Board that \$14.66M in FY20 statewide competitive funds will be used to create the Economic Resilience and Recovery Program.

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

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

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

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

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

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

DHCD DIRECTOR: Erik Johnston

GO Virginia Economic Resilience and Recovery Grant Program

Background:

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

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

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

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

Funding:

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

Modified Match Requirements:

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

Regional Activities:

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

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

Examples of these strategies could include:

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

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

Application and Approval Process:

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

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

Board Policy #11

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

EFFECTIVE DATE: 4/17/2020

AUTHORITY: § 2.2-2489 of the Code of Virginia

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

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

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

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

SUPERSESSION: N/A

DHCD DIRECTOR: Erik Johnston

Region 2 GO Virginia Council

Project Title: Pivot and RAMP UP Applicant: RAMP/RBTC

Localities covered: GOVA Region 2 focus, but actively participating localities include City of Roanoke, city of Salem, Roanoke County, Botetourt County, and Montgomery County

Growth & Diversification Plan Strategy Area (s): Technology development strategy, and entrepreneurship and business development

GOVA Funds Requested: \$97,200

Total Project Cost: \$146,200

Project Description:

Since 2017, the Regional Accelerator and Mentoring Program (RAMP) has been delivering on its mission to identify and support the growth of the region's technology-based startups. At this time of business disruption and employee isolation, our support of entrepreneurship and business development could not be more critical; however, it is hampered and limited in reach. Our in-person pitch and polish clinics cannot be conducted, and mentor access is limited. This grant request enables development and program modifications that will support our current demand and support program expansion at a critical time.

Pivot and Ramp Up: The Roanoke-Blacksburg Technology Council needs to pivot the delivery, focus, and content of existing RAMP programming to meet the changing needs of startups and entrepreneurs given social distancing requirements and the economic fallout from the COVID-19 pandemic. This pivot consists of three key components: a robust content management system, the development of an online mentor and expert support network, and a new "Exit RAMP" program providing ongoing business assistance and connections to resources for RAMP alumni. These three enhancements will enable RAMP to meet the current needs of the 2020 cohort, and at the same time, expand the capacity at a critical time to meet surging demand for business assistance. Also, RAMP will be better positioned to flexibly serve the region's entrepreneurs for years to come through these expanded, virtual delivery mechanisms.

Robust Content Management System for Hybrid Program Delivery: Working with RAMP's instructors, RAMP will expand and move its educational content to a robust content management system in the form of modules that can be used in place of in-person instruction in times of quarantine and to enhance in-person instruction once permitted. This modular content also will be used to support startups not in the RAMP-in-Residence program that seek assistance through Pitch and Polish clinics. This online curriculum then would remain available to accelerator alumni and support them as their growth brings new focus on topics presented previously. Program funds will also support planning efforts and a delivery platform to hold Demo Days beginning in Fall 2020 with investors within and outside of our region being able to fully participate online.

Regional Entrepreneurial Resource Network of Mentors and Experts: We intend to develop a mentoring portal with an online curriculum to enhance and support a strong mentor community. The network of lead mentors and those with specific subject matter expertise will benefit from learning best practices and strategies for working with founders of technology-based companies. Our region's entrepreneurial community will benefit from having one central location to find trusted regional expertise. The initiative to enhance and grow the mentor and expertise network will provide significant benefits to the region. While we currently have a growing mentor network, the current core of the program is built around in-

person consultations. Incorporating training and certification with an online platform to organize and grow a regional mentor network will have extended benefits across Region 2 during the immediate-term COVID-19 crisis and beyond. Founders in areas such as the Alleghany Highlands, Bedford County, Floyd County, Giles County, Franklin County, Pulaski County, and greater Lynchburg, will have greater access to mentors and support as access becomes less restricted by geographic proximity.

“Exit RAMP” Program of Enhanced Business Assistance for RAMP Alumni: The eighteen companies that have already completed the RAMP cohort experience and in which a tremendous investment has been made have a continued need for support. While RAMP offers a great start, the alumni companies are still very early-stage. They require ongoing business/technical assistance, mentoring, and nurturing to improve the odds of long-term survival, rapid growth, and accessing the capital they need to grow. The in-residence experience creates bonds of trust between peer founders, their instructors, and mentors. We propose providing a secure "Exit RAMP" experience that keeps them in touch with the resources and business support they need to help them succeed. Maintaining social ties and connections is more important now during times of physical distance and increased economic challenges than ever before. The proposed program does include support for future in-person interactions, but such interactions will likely be in the second half of the project performance period and will need to be designed carefully based on rapidly changing environments that could include future outbreaks.

ASSESSMENT SUMMARY:

This project does seem to be a fit for the GO Virginia Economic Resilience and Recovery Grant Program, and the total request is below \$100,000 which enables the FastAccess application process. This would mean that the state would accept these applications on a rolling basis, review for program guideline conformance, and approve after state staff review. The proposed project would focus resources on economic resilience and recovery while staying true to the GO Virginia mission and fitting with the Region 2 Growth and Diversification Plan strategies. In times of high unemployment, entrepreneurial activities and startups increase and the need to provide resources and assistance is critical.

Overall, this project would enable RAMP to directly expand and better coordinate its programs for mentorship and business training for all Region 2 founders and innovators, while improving access to capital, mentorship & training resources. The Pivot and RAMP Up initiative will deliver hybrid and/or virtual programming to 10-12 companies over the next 2 cohorts, provide ongoing support to its 18 accelerator alumni companies (growing to 24 alumni companies by the end of the performance period), grow its mentor and expert network from 53 to 75 members, and deliver 6-8 high-quality, virtual Pitch & Polish clinics to Region 2 startups and entrepreneurs. Beyond the project performance period, this funding will position RAMP to be better able to meet the needs of startups and entrepreneurs from across Region 2, improve visibility of and access to Region 2 startups by investors outside the region, and be prepared for possible future or prolonged instances of social distancing without degradation of the quality of programming. This pivot may also make programming more accessible to first-time entrepreneurs, female entrepreneurs, and others who may be trying to balance work and family obligations with limited resources and support.

Region 2 GO Virginia Council

Project Title: Workforce training for coronavirus training in southwest Virginia
Applicant: Virginia Tech Office of the Vice President for Health Sciences and Technology

Localities covered: Includes all localities in the New River and Roanoke-Alleghany Health Districts (City of Roanoke, city of Salem, Roanoke County, Botetourt County, Alleghany County, Franklin County, Craig County, Montgomery County, Floyd County, Pulaski County, Giles County and city of Radford)

Growth & Diversification Plan Strategy Area (s): Workforce development and ERR

GOVA Funds Requested: \$500,000
Additional Leverage: \$128, 298.40

Matching Funds: \$250,000

Project Overview:

In light of the recent COVID-19 pandemic that is expected to peak in Virginia in May and likely continue on in secondary waves throughout the coming year at least, there is an urgent need for obtaining timely COVID-19 test results from large numbers of people unless our economy remains stalled and/or we unnecessarily put many people at risk of serious disease and/or death. The need is twofold: 1) to be able to test patients who are symptomatic now, including those who may either currently be hospitalized or may soon need to be hospitalized and to provide appropriate medical care and quarantine recommendations for them; and 2) to begin more wide scale surveillance testing to address the needs of businesses so that in cooperation with state government agencies, they can best determine which employees can safely be re-introduced to the workforce. The current status of testing availability either from private industry or from state agencies is not able to meet demands on the ground such that turn around times for tests and throughput ability are severely limited, even though such an upsurge in testing capacity has been promised by various agencies and companies repeatedly. Thus, there is a considerable health impact and economic need for such enhanced testing availability and the trained workforce to carry out such sophisticated technologically demanding analysis on a regular basis and large scale.

The initial phase of funding from GOVA (\$100,000 award) contributed to our ability to launch the testing program. This project will run for 12 months from June 23, 2020 to June 22 2021. This proposal not only addresses a critical emergency health need of several localities in SW Virginia region 2 by providing must needed testing during a pandemic that threatens the regions, the Commonwealth's and the nation's health but also their economic viability, it also provides an essential and rare new platform for training the workforce of the area in a high demand sector specifically addressing the very disease that currently threatens our security - medical technology, thus aligning well with two of GOVA's key focus areas - healthcare and job creation. The training program will add skilled workers to the region who can compete for high paying jobs in the health care technical laboratory testing space which are likely to become even more important to our region.

The VT faculty, postdoctoral fellows and staff will be able to (and are willing to) train people to fill these roles. This program will fill two critical needs for the regions health and economy – 1) meet the immediate and near term (at least a year, more likely two) challenge for enhanced testing to enable the region's economy to reboot in an efficient and safe way; and 2) to provide a highly trained technologically sophisticated workforce that will provide well-paid jobs that are in high demand and will remain so in sectors important to the region's economic vitality.

The workforce development and training component of the program will engage a local community college (Virginia Western Community College) that has a Medical Licensed Technologist (MLT) associate's degree program, by providing paid internship opportunities for these students who are about to graduate to apply the many basic skills that they have learned at the outstanding VWCC program in a real world laboratory setting. This opportunity will allow them to learn additional high technology applications working on the most sophisticated and current instrumentation, to work alongside highly trained biomedical scientists, to serve a major regional health and economic need and to position themselves for jobs in this area in our region going forward. Graduates from the VWCC programs who do internships at the VT COVID-19 testing labs can be certified to carry out the high complexity laboratory testing that will be done at the two VT sites through VT's Schiffert Health Center's complex testing license under the auspices of the Clinical Laboratory Improvements Amendment (CLIA), as authorized by CMMS in partnership with the CDC and FDA. Some of these interns would be among the personnel who could subsequently take on positions to continue the testing at the VT labs.

Radford University Carilion has a 4 year medical laboratory science bachelor's degree (MLS) in which students are trained to serve in supervisory roles and thus, provides an additional source of personnel who could be trained in these specific assays and testing procedures to work in these two labs or at other sites doing similar testing going forward, addressing this important national and regional need that will likely face us through additional and sustained waves of COVID-19 surges and/or similar challenges that will surely arise with pandemics due to outbreaks of infections mediated by other organisms. In addition to these interns, there is a need for additional laboratory work staff who have BS degrees and in some cases, clinical testing lab certifications, licenses and experience in lab management.

The project expects at least 32 staff to be trained, with an average wage above the regional median – at \$20/hour and \$30/hour, respectively for the MLT and MLS certified personnel. MLT interns will also receive \$15 per hour with each site having 4 MLTs, 2 MLS and 2 student interns on site per shift (details in budget). At steady state, each site should be capable of analyzing a minimum of 500 samples per day (1,000 total per day).

The total project budget for this one year training and workforce development program will total \$750,000, with \$500,000 requested from Go Virginia and \$250,000 provided as much from other Fralin Biomedical Research Institute funds. As part of the \$500,000 request from Go Virginia, \$239,000 will be used for trainee stipends and fringe benefits as they rotate through the 90 day training period. We expect 1 MLS and 4 MLTs assigned to each 90-day training phase and to have 4 training phases within this one year period. We have also budgeted \$65,000 for 2 trainers to run the "wet" training phase for assay and sample prep training and the "dry" phase training of PCR equipment and analysis. Total personnel support is expected to be approximately \$300,000.

We have also included in our Go Virginia request, approximately \$200,000 for equipment and supplies for a fully operational training environment, to include a RT-PCR machine, liquid handler, and testing supplies. Once all 4 phases of the training program have completed, we will transition this equipment and any remaining supplies to support the testing site environment.

As part of the matching funds, we will support additional trainer effort (\$10,000) and salary and fringe for successful trainees who are hired as full-time personnel at the training sites (\$240,000).

Additional leverage identified to assist the training and expanded capacity of this program include 4 RT-PCR machines that have recently been purchased and can be used as additional training equipment (\$128,298).



Virginia Growth and Opportunity Fund (GO Virginia)

Regional Broadband Infrastructure Project Guidance

Section I: GO Virginia Program Intent

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

Section II: REGIONAL BROADBAND INFRASTRUCTURE PROJECTS

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

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

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

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

Regions may request funds for two types of activities:

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

Section III: Application Process

BROADBAND INFRASTRUCTURE PLANNING GRANTS

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

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

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

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

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

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

BROADBAND INFRASTRUCTURE IMPLEMENTATION GRANTS

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

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

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



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

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

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

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

ISSUE DATE: January 27, 2020

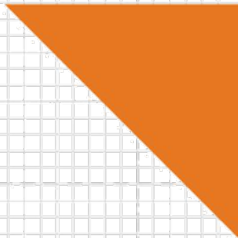
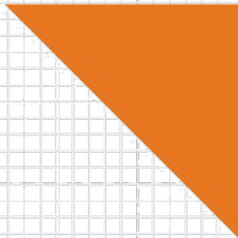

REFERENCES:

[GO Virginia Board Policy #8 – Use of GO Virginia Funds for Investments in Broadband](#)

Memo: Areas of Opportunity for Future Broadband Investments. Recommendations of Go Virginia Broadband Taskforce (9-10-19)

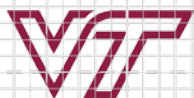
CONTACTS:

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GO Virginia Region 2 Council: Support Organization Services

May 6,
2020



OUTREACH & INTERNATIONAL AFFAIRS
VIRGINIA TECH.

OFFICE OF ECONOMIC DEVELOPMENT

FOR ANY QUESTIONS REGARDING THIS PROPOSAL,
OR FOR MORE INFORMATION PLEASE CONTACT:

John Provo, Director
Virginia Tech Office of Economic Development
540-231-4004 jprovo@vt.edu

Introduction

The Virginia Tech Offices of Economic Development (OED) and Continuing and Professional Education (CPE) are providing assistance to the GO Virginia Region 2 Council. This Council is one of nine bodies organized around the state in response to a program administered by the Virginia Department of Housing and Community Development (DHCD). The Council is charged with advancing economic growth and diversification in the New River Valley, Roanoke-Alleghany and Lynchburg regions.

OED will provide planning, research, marketing, and other administrative staff services to the Council as described in the narrative budget estimate below. The office, which has provided these services since the council's creation, has a breadth of planning, research, and evaluation expertise across the state, serving as a contractor to many federal, state, and local agencies and a partner for the private sector. Recent experience highly relevant to GO Virginia includes labor market demand and skills mapping projects, targeted industry studies, facilitation of the commercialization of university technology, and coordination of access to university technical expertise. OED will provide a designated project lead and support staff, while also drawing on a team of specialists with expertise in regional planning, economic development research, and program evaluation.

CPE will serve as the fiscal agent for all funds. CPE manages a multi-million dollar portfolio of contracts for federal, state, and local agencies, as well as the private sector. CPE will provide a designated project manager and accountant to provide services that attend to the specialized needs for the funds received by Virginia Tech. This will include logistical support, contractual services, technical assistance, and financial services. A full-cost accounting summary will be provided as needed along with all other reporting required by the state.

Narrative Budget Estimate FY21 and FY22

Administration \$340,000

1. Council Meetings \$20,000

Support Council meetings and committees reporting to the Council. This includes staff time for agenda development, meeting facilitation, and assistance to Council in undertaking its required functions. This includes Council engagement in decision-making on selection of projects for submission to the state for funding.

Staff leads: John Provo, Scott Tate

Staff Support: Rachel Jones, Doris Waddell



OFFICE OF ECONOMIC DEVELOPMENT

FOR ANY QUESTIONS REGARDING THIS PROPOSAL,
OR FOR MORE INFORMATION PLEASE CONTACT:

John Provo, Director

Virginia Tech Office of Economic Development

540-231-4004 jprovo@vt.edu

2. Contracts Administration (including legal, financial, audit) \$200,000

Serve as the fiscal agent for all funds. Staff time to establish and ensure all financial management procedures are in accordance with state regulations. Facilitate legal review of all contracts and agreements, as well as remittances for applicants.

Staff leads: Shelly Jobst, Meghan Gaskill

Staff support: University Legal and Audit, Engagement Finance

3. Individual Project Reporting and Evaluation \$80,000

Monitor project progress, ensure accurate and complete reporting of outcomes and financial data from projects to the Council. Staff hours to provide evaluation of outcomes data analyzing return on investment from projects. Complete all required state reporting on project activities.

Staff leads: Meghan Gaskill, Elli Travis

Staff support: Rachel Jones, Student Research Assistants

4. Marketing and Outreach \$20,000

Staff to solicit participation in and provide notice on Council and committee meetings. Provide minutes and manage Council website with archived program materials. Design and circulate project solicitations. Respond to information requests and conduct outreach to potential applicants. Develop and support targeted outreach efforts identified by Council following discussion of gap analysis.

Staff Leads: John Provo, Scott Tate

Staff support: Rachel Jones, Student Research Assistants

5. Technical Assistance to Applicants \$20,000

Staff time to support project applicants in developing appropriate responses to Council solicitations. Launch and manage an application process.

Staff leads: John Provo, Scott Tate

Staff support: Rachel Jones, Student Research Assistants



OFFICE OF ECONOMIC DEVELOPMENT

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John Provo, Director

Virginia Tech Office of Economic Development

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Planning Services \$220,000

1. Strategic project pipeline development \$90,000

Staff to assist applicants in identifying opportunities and developing appropriate responses for Council solicitations and state competitive funds (i.e. multi-regional). Conduct analysis of gaps between Growth and Diversification Plan goals versus projects funded. Identify issues with Council and regional stakeholders.

Staff leads: John Provo, Scott Tate

Staff support: Rachel Jones, Student Research Assistants

2. GO Virginia Region 2 program impact evaluation \$90,000

Staff time to synthesize data from project reporting and collect additional data required to assess broader regional metrics. Develop and produce an impact evaluation report for assessing performance of the region, impact of the program, and progress on goals and objectives articulated in the Growth and Diversification Plan. Build a base for a larger regional databank project.

Staff leads: Elli Travis, Sarah Lyon-Hill, Neda Moyerian

Staff support: John Provo, Scott Tate, Rachel Jones, Student Research Assistants

3. Growth and Diversification plan update FY 21 \$40,000

In line with instruction following state Growth and Diversification plan guidelines, staff time to conduct original research on economic development, collecting data from primary and secondary sources. Staff will develop plan goals and objectives along with appropriate project and regional metrics for reporting and evaluation. Synthesize data and input from other plans, work groups, and Council members. Write and edit final plan submitted to state.

Staff leads: John Provo, Scott Tate

Staff support: Elli Travis, Sarah Lyon-Hill, Zach Jackson, Rachel Jones, Student Research Assistants

Other costs \$72,000

1. Travel (Council and staff) \$6,000

2. Materials and supply \$6,000

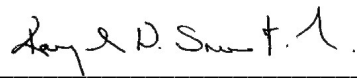
3. Council contingency fund \$40,000

4. Marketing services \$20,000

Total costs \$632,000

Memorandum

The budget included in this memo was approved by the Region 2 Council at its meeting on May 6, 2020. This new budget operates as a part of a two-year contract approved by the council on May 6, 2020. Per administrative rules of the GO Virginia program, Virginia Tech will be appended this document to a support contract between the university and DHCD in order to receive funds to implement the scope of work described above during a performance period extending from July 2020-June 2022.



Dr. Ray Smoot, Chair
GO Virginia Region 2 Council



Ab Boxely, Vice Chair
GO Virginia Region 2 Council

Budget change and justifications

Administration \$170,000 per fiscal year (FY 20 \$124,000)

1. **Council meeting budget \$10,000 (FY 20 \$5,000).** The Executive Committee now has regular meetings, which require additional planning and administration.
2. **Contracts administration budget \$100,000 (FY 20 \$90,000).** Council now has 17 projects under contract, an increase of 7, which is the most of any region. Proposing to tie contracts costs to 8% administrative charge on new projects is the practice which is followed in most regions and recommended by the state.
3. **Individual project reporting and post-contract evaluation \$40,000 (FY 20 \$15,000).** Proposing to tie individual reporting costs to 8% administrative charge on new projects, which costs will be drawn from project budgets, not capacity building funds. This year 7 projects close and move into evaluation for the first time.
4. **Marketing and outreach \$10,000 (FY 20 \$9,000).** This adjustment better reflects actual costs observed during FY 20.
5. **Technical assistance to applicants \$10,000 (FY 20 \$5,000).** This adjustment better reflects actual costs observed during FY 20.

Planning Services \$110,000 (FY 20 \$90,000)

1. **Strategic project pipeline development \$45,000 (FY 20 \$40,000)** This adjustment better reflects actual costs observed during FY 20.
2. **GO Virginia Region 2 program impact evaluation \$45,000 (FY 20 \$40,000)** This adjustment better reflects actual costs observed during FY 20.
3. **Growth and Diversification plan update FY 21 \$20,000 (FY 20 \$10,000)** This year's update is expected to add substantive process and public engagement not required last year.

Other costs \$90,000 (FY 20 \$36,000)

1. **Travel \$3,000 (FY 20 \$3,000)**
2. **Materials and supply \$3,000 (FY 20 \$3,000)**
3. **Council contingency \$84,000 (FY 20 \$10,000)** This includes savings realized from the move to tie various administrative costs to 8% charge on new projects.
4. **Marketing services \$0 (FY 20 \$20,000)** Reduced after completion of last year's major marketing project.

Total budget estimate \$370,000

Available resources

State allocated support organization budget	\$250,000
Estimated Per capita administrative charge	\$120,000 (budgeted)
Estimated Emergency fund administrative charge	\$80,000 (not-budgeted)

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

<i>Project Name:</i>	Capital Ecosystem
<i>Project Manager:</i>	Meredith Hundley
<i>Project Timeline:</i>	April 24, 2018 – April 23, 2020
<i>GOVA Funding</i>	\$75,774 of \$77,207
<i>Match Funding</i>	\$135,641 of \$128,832
<i>Status:</i>	Met Q1 Milestones
<i>Q1 Progress</i>	Capital plans finalized. Final grant remittance requests are submitted. Access to Capital Committee held three meetings this quarter and have identified priorities for ongoing work and is continuing to meet after the completion of this project.

<i>Project Name:</i>	Stopping the Brain Drain
<i>Project Manager:</i>	Erin Burcham
<i>Project Timeline:</i>	April 15, 2018 – April 14, 2020
<i>GOVA Funding</i>	\$54,070 of \$65,300
<i>Match Funding</i>	\$54,070 of \$65,800
<i>Status:</i>	Met Q1 Milestones
<i>Q1 Progress</i>	Onward NRV's marketing videos for in-demand sectors have been completed. LRBA Internship Graduation Program is complete. Marketing for next internship program will be complete by this summer. The Talent Solutions Summit was rescheduled from March 25 th to September due to covid-19.
	Project is complete and moving into project closeout period.

<i>Project Name:</i>	Center for Energy Research and Education (CERE) Industry Labs
<i>Project Manager:</i>	Rich Diddams
<i>Project Timeline:</i>	May 9, 2018 – May 8, 2020
<i>GOVA Funding</i>	\$182,434 of \$300,000
<i>Match Funding</i>	\$1,448,107 of \$1,586,100
<i>Status:</i>	Met Q1 Milestones
<i>Q1 Progress</i>	Labs are in operation providing support to the community and industry. Two R&D contracts were secured this quarter with Framatome and Centra, utilizing lab equipment on site. Two additional contracts have been initiated to support prevention of covid-19 spread. CERE Industry Labs secured \$30,000 in leveraged private investment during quarter 1, as well as an additional \$30,000 procured in revenue from lab usage.
<i>Q2 Plans</i>	Begin full operations.
<i>Project Name:</i>	Wood Haven Road, Water, and Sewer Infrastructure Enhancement
<i>Project Manager:</i>	John Hull
<i>Project Timeline:</i>	May 18, 2018 – May 17, 2020
<i>GOVA Funding</i>	\$89,254 of \$200,000

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

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

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

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

<i>Q2 Plans</i>	The formal aspect of the program has concluded, and attention has turned to helping the companies raise money. Unofficial at this time, the ‘formal mentor matches’ will take place in June 2020.
<i>Project Name:</i>	Enhancing the Region through New Technology for Unmanned Systems (Drone Zone)
<i>Project Manager:</i>	John Rainone
<i>Project Timeline:</i>	June 4, 2018 – June 8, 2020
<i>GOVA Funding</i>	\$66,644 of \$76,000
<i>Match Funding</i>	\$173,767 of \$257,000
<i>Status:</i>	Has not met Q1 milestones, due to COVID-19 (student arrival delayed). Staff is monitoring.
<i>Q1 Progress</i>	One additional college student enrolled through Independent Study. Eleven business engaged this quarter. COVID19 prevented possible new college student’s enrollment in March 2020 for Aeronyde Corporation’s workforce. Secured \$178,379 in leveraged public investment as In-Kind services of salaries, rent, and utilities in the AH DroneZone.
<i>Q2 Plans</i>	Offer second semester of college courses.
<i>Project Name:</i>	Region 2 Talent Collaborative
<i>Project Manager:</i>	Ben Bowman
<i>Project Timeline:</i>	August 1, 2018 – July 31, 2020
<i>GOVA Funding</i>	\$65,723 of \$300,000
<i>Match Funding</i>	\$139,593 of \$630,072
<i>Status:</i>	Has not met Q1 milestones, staff is monitoring. No cost extension request expected for end of May to include response to COVID-19 affected businesses.
<i>Q1 Progress</i>	Four new contracts for existing worker training were secured this quarter. However, training cannot be initiated until covid-19 impacts subside. The Business Engagement Coordinator position in Central Virginia has been filled. Given the Covid-19 issues, the Talent Collaborative project is proposing to repurpose funding from Existing Worker Training to Rapid Response initiatives that support businesses keeping employees active versus a lay off. Funds would support telework or sanitation/safety supplies and emergency childcare for essential employees who must report to the worksite.
<i>Q2 Plans</i>	Develop customized program curriculums with business needs in mind to efficiently train at least 75 existing workers in Region 2. Submitting a no-cost extension to serve businesses affected by COVID-19.

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

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

<i>Project Name:</i>	CERE Additive Manufacturing Partnership Lab (AMPL)
<i>Project Manager:</i>	Rich Diddams
<i>Project Timeline:</i>	February 1, 2019 – February 2, 2021
<i>GOVA Funding</i>	\$274,980 of \$274,980
<i>Match Funding</i>	\$475,017 of \$630,000

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

<i>Status:</i>	Met Q1 milestones
<i>Q1 Progress</i>	Two R&D contracts were secured with Framatome and Centra to develop prototype equipment. \$15,000 in leveraged private investment during quarter 1. Eight industry site visits and four new jobs were created this quarter. Two students are applying for patents based on innovative work they have completed utilizing the AMPL machines. An open house as well as a council meeting were held on February 12, 2020. Secured \$15,000 from Framatome in leveraged private investment.
<i>Q2 Plans</i>	<ul style="list-style-type: none"> • LU Faculty and students utilize the lab for Spring • Consultations with Lynchburg Regional Business Alliance • Travel to industry partners • Industry partners and entrepreneur site visits

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

<i>Project Name:</i>	Ignite Internship Expansion
<i>Project Manager:</i>	Melinda Leland
<i>Project Timeline:</i>	July 1, 2019 – June 30, 2021
<i>GOVA Funding</i>	\$9,745 of \$99,406
<i>Match Funding</i>	\$10,202 of \$102,886
<i>Status:</i>	Met Q1 milestones
<i>Q1 Progress</i>	Six sites for internships in Region 2 were established this quarter. After Virginia Schools closed for two weeks, students were given until April 24th to apply for the internship positions. However, now that Virginia schools are closed for the remainder of the year,

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

staff have extended the deadline for applying once again. May 8th is the new deadline and we are requesting that employers make their choices by May 22nd.

Q2 Plans

- Completion of career assessment by all 7th graders
- Conduct 4 regional educators in industry tours with one taking place in the New River Valley Region
- Conduct 3 Reality Stores for 8th grade students
- Place 12 interns
- Analyze Major Clarity report for trends in students' career interest

Project Name: Lynchburg Due Diligence Study

Project Manager: Megan Lucas

Project Timeline: July 1, 2019 – June 30, 2020

GOVA Funding \$65,001 of \$81,300

Match Funding \$65,001 of \$81,301

Status Met Q1 milestones

Q1 Progress The due diligence reports and tier letters are completed for the program's project sites: Dearing Ford Business and Industrial Park (Altavista), L. Barnes Brockman, Sr. Business and Industrial (Amherst Co), Appomattox Center for Business and Commerce (Appomattox Co), Montvale Center for Commerce (Bedford Co), Seneca Commerce Park (Campbell Co.), 200 Jefferson Ridge Parkway (Lynchburg).

Phase one of Environmental Site Assessment progress: complete.

Cultural Resource Review: complete.

Endangered Species Review: complete.

Wetlands Survey and Delineations: complete.

Geotechnical Evaluation Report: complete.

Q2 Plans

Final reports delivered to Lynchburg Regional Business Alliance.

Project Name: Regional Career and Technical Education Study

Project Manager: Morgan Romeo

Project Timeline: September 1, 2019 – August 31, 2020

GOVA Funding \$0 of \$45,000

Match Funding \$0 of \$45,535

Status: Met Q1 milestones.

Q1 Progress The Western Virginia Workforce Development Board (WVWDB) successfully completed procurement to secure a consultant for the CTE study and awarded a contract in January

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

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

Q2 Plans

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

<i>Project Name:</i>	Blockchain Ecosystem Catalyst
<i>Project Manager:</i>	Kirk Cameron
<i>Project Timeline:</i>	September 10, 2019 – September 9, 2021
<i>GOVA Funding</i>	\$0 of \$246,800
<i>Match Funding</i>	\$0 of \$250,000
<i>Status:</i>	Has not met Q1 milestones due to hiring delay with COVID-19, staff is monitoring.
<i>Q1 Progress</i>	During this quarter, the program focused on the close out of the Blacksburg 2019 event, including bill payments, post-event debriefs, establishing best practices, consideration of press and media coverage, and determining which aspects could be improved at future

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

events. The Blockchain Bootcamp training event was held this quarter with 111 sign-ups and 85 attendees from 7 different Virginia Tech departments and 9 Region 2 companies. Additionally, the program created and listed the job description for the GOVA Program Director. In result of the position's requirement to work with various groups, this required coordination with stakeholders within Virginia Tech (CPE, LINK) as well as external stakeholders (Onward NRV). However, covid-19 will delay the interviewing and hiring process until at least early May. The evaluation of resource center models has also been delayed this quarter due to covid-19. Staff have been working with CPE on the outsourcing of training components. Staff have also held several Blockchain related meetings in order to conduct industry outreach and relationship building.

Q2 Plans

- Develop student bootcamp curriculum
- Hire Program Director and other staffing
- Evaluate resource center models
- Develop Blockchain Knowledge Repository and Resource portal
- Release on- campus blockchain commercialization and entrepreneurship support resources

Project Name: Developing a Destination for Talent

Project Manager: Catherine Amelink

Project Timeline: December 9, 2019 – December 8, 2021

GOVA Funding \$0 of \$300,000

Match Funding \$0 of \$473,000

Status: Met Q1 milestones

Q1 Progress The Developing a Destination for Talent program has held two successful and informative events for employers. The first event held on 11/21 was the Developing a Destination for Talent Event held at the Inn at Virginia Tech. The program used this event to educate regional employers on the details of quality internships, shared information on the value of advertising for internships to hire the most sought-after students and taught them more about how they can help these regional organizations achieve their goals. Destination for Talent collaborated with Career and Professional Development, the Roanoke Regional Partnership, and Onward NRV. The program also collaborated with all local governments and faculty in Virginia Tech's Destination Area groups to advertise for the event and gain feedback on how to best connect with employers in their part of the region. The second event held on 2/3 was the Go Virginia Faculty Networking and Internship Event held at the Inn at Virginia Tech. The morning session of this event allowed Faculty to educate employers on their project-based needs and allowed employers to begin thinking about ways their organizations could deliver complex company problems that the students could work to solve. The afternoon session of this event hosted an Internship fair to allow regional employers to interact with Virginia Tech students and advertise their

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

organizations internship/ job positions. Additionally, Destination for Talent has also expanded their GO Virginia partners and have begun working with Carilion, Roanoke City Public Schools, Luna Innovations, Draper Aiden, and Pulaski Grow. All organizations are establishing new ways to work with Virginia Tech students both in project-based work and internship programs.

Q2 Plans

- Interns placement for summer/fall 2020 semester
- Ongoing internship development

Project Name: VIC Region 2 Entrepreneurship Initiative

Project Manager: Meredith Hundley

Project Timeline: January 1, 2020 – December 31, 2021

GOVA Funding \$0 of \$299,995

Match Funding \$0 of \$150,004

Status: Has not met Q1 milestones. COVID-19 caused cancellation of coalition meeting. Staff is monitoring.

Q1 Progress

The first newsletter was released to 157 recipients in Region 2 focused on innovation + entrepreneurship and included the 2019 innovation ecosystem in review report. Roanoke-Alleghany coalition met in February to discuss regional priorities this quarter. Staff have updated data dashboards tracking ecosystem assets and activities. The program worked with RBTC/RAMP on a concept proposal submission to the USED A Build 2 Scale Venture Challenge grant program that was submitted March 24th. Roanoke coalition held a meeting this quarter. The NRV coalition meeting was planned for 3/30 but was canceled due to covid-19. Lynchburg coalition members are being identified. Access to Capital Committee with members from across all 3 subregions met in January. However, March meeting was cancelled. Staff began working with RAMP to retool their statewide grant during quarter 1. The program has also worked with Hollins University on a possible grant. Staff held a meeting to revise workplan/GANTT chart in light of COVID-19 delays and are working on first remittance request. The program is working on a survey to increase participation in identifying regional assets and areas of need in absence of in-person interviews and focus groups to solicit insights as well as enable better mapping of available regional resource providers' service areas.

Q2 Plans

- Convene cross-regional ecosystem steering group
- Assist with organizing and supporting a Regional Entrepreneurship Summit
- Support entrepreneur- resource matchmaking platform region wide
- Update capital ecosystem study



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GO Virginia Region 2

GO Virginia Region 2 Executive Committee Meeting Minutes

April 21, 2020, 3:00p.m.- 4:30p.m, Zoom Webinar.

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

Executive Committee members not in attendance: Beverley Dalton

Council members in attendance: Marla Akridge, Eddie Amos, Don Halliwill

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

Public in attendance: Wayne Strickland, Victoria Hanson, Kathy Hodges, Jill Loope, Ben Bowman, Aisha Johnson.

The meeting convened at 3:05p.m. and adjourned at 4:10p.m.

Chairman Smoot called the meeting to order with an electronic meeting statement. Provided that the catastrophic nature of the declared emergency makes it impracticable or unsafe to assemble a quorum in a single location and the purpose of the meeting is to address the emergency.

GO Virginia State Program Changes

Mr. Provo began with an overview of GO Virginia state program changes, including the creation of a new resilience and recovery program, to assist with both the economic and health crisis. The program also offers funds for larger, multi-regional initiatives. Mr. Provo stated that with this program, match requirements are reduced, with the local match requirement waived. Mr. Provo provided a list of encouraged activities from the State Board. The State Board has also reduced overall match and waived the local match requirement through October 18, 2020 on regular per-capita funds.



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New Project Review

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

Mr. Tate provided an overview of the new project proposal *Workforce Training and Regional Capacity for Rapid High-Throughput COVID-19 Testing* submitted by Virginia Tech's Office of Vice President for Health Sciences and Technology. This project focused on rapid COVID-19 testing. The project budget will support an initial 90-day start-up phase for two testing sites located in Blacksburg and Roanoke. Mr. Tate then discussed proposed project timeline with the Committee. The State staff had positive feedback on the proposal.

The Office of Vice President for Health Sciences and Technology request totaled \$100,000 of GO Virginia Region 2 funds.

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

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

Pivot and RAMP Up Program

Mr. Tate provided an overview of a letter of intent from the Regional Accelerator and Mentoring Program (RAMP), with a new application that will be presented to the Council during the next Region 2 Council meeting that will be held on May 6th, 2020. The project proposal, *Pivot and RAMP Up Program*, will surround focus on the continuation of RAMP's efforts as well as pivot the program in order to maintain its momentum to support the entrepreneurial community during the response and recovery of our region post Covid-19.

The Roanoke Blacksburg Technology Council is seeking \$97,200 in GO Virginia grant funding to support this three-part pivot running through June 2021.

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



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Region 2 COVID Impact Survey and Outreach

Mr. Provo shared preliminary results on a COVID-19 impact survey conducted by council staff. The survey has around 70 responses so far. The survey was designed to collect crucial information from organizations supporting businesses in order to determine how these businesses are adjusting and responding to the current economic and health crisis as well as pinpoint their immediate needs to maintain normal operation.

Region 2 Support Organization Budget

Mr. Provo introduced the Executive Committee to issues around Region 2's budget model. As more projects have come under contract through implementation and evaluation, administrative costs have risen against a fixed operating budget. Facing similar experiences, most support organizations have moved a portion of costs to the grantees. Staff is waiting on budget guidance from state staff for the new fiscal year budgets. Mr. Provo will bring a new budget proposal to the next meeting of the full council.

Broadband Policy Report

Mr. Provo provided an overview of guidelines recently adopted from the State Board relating to recommended regional broadband proposals. Included in the report are guidelines regarding middle mile delivery as well as policies pertaining to specific limitations for broadband planning funds.

Mr. Provo then provided an update regarding Region 2's Broadband Task Force. The region has identified one or more projects that follow the State's recommendations.

Council member, Eddie Amos, who also serves on the region's Broadband Task Force, provided an update to the committee. The task force is continuing to meet and working to provide a proposal for the council's review in the near future.



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Project Reporting and Evaluation

Project reporting updates were provided in the council packet and the full report is available for review on the support staff's website listed [here](#).

Council Vacancies

Chairman Smoot provided the committee with an update regarding council vacancies. There are currently two vacancies in the Lynchburg region, one vacancy in the New River Valley, and two vacancies in the Roanoke Valley/Alleghany Highlands. The Chairman encouraged members from those regions to bring forward an individual to fill those vacancies.

There being no further business to come before the committee, adjournment occurred at 4:10p.m.



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