



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

## *GO Virginia Region 2*

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

October 27, 2021, 1:00 p.m.-3:00 p.m.

Hotel Roanoke, Shenandoah Room, 110 Shenandoah Ave NE, Roanoke, Virginia 24016.

- Introductions (1:00-1:05)
- Growth & Diversification Plan Updates (1:05-1:25)
  - Growth & Diversification Plan Revised Draft
- Project Proposals (1:25-2:30)
  - “Project Eagle+” Life Science Sector Catalyst Project – Virginia Tech Corporate Research Center
  - “Regional Talent Strategy Implementation” – Western Virginia Workforce Development Board
- Special Discussion Item (2:30-2:45)
  - Update on CVTC project
- Other Council Business (2:45-3:00)
  - Financials and budget review
  - Quarterly project reporting
  - Minutes

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

Public comment is welcome in writing. Please submit to Region 2 staff, John Provo, [jprovo@vt.edu](mailto:jprovo@vt.edu) or Rachel Jones, [rachelcj@vt.edu](mailto:rachelcj@vt.edu) by 10/26 at 1:00p.m.

# GO VIRGINIA 2021 GROWTH AND DIVERSIFICATION PLAN

Preliminary Data for Consideration

# WORK TO-DATE

- ▶ Reviewed regional data
- ▶ Revised GOVA Region 2 industry clusters
- ▶ Assessed regional priorities through regional plans and interviews with regional organizations
- ▶ Developed strategies through work group sessions
- ▶ Three public input sessions

# GOVA REGION 2 STRATEGIC AREAS

- ▶ Innovation Cluster Scale-Up
- ▶ Entrepreneurship and Business Development
- ▶ Talent Development, Attraction and Retention
- ▶ Collaborative Sites and Infrastructure Development

# INNOVATION CLUSTER SCALE UP

- ▶ Support strategies that strengthen knowledge, collective capacity and soft and hard infrastructure of target industry clusters.
- ▶ Within the context of a given industry cluster, tailor the following strategies:
  - ▶ Improve information and networks;
  - ▶ Focus on talent development;
  - ▶ Support infrastructure and placemaking;
  - ▶ Enhance research and commercialization;
  - ▶ Improve capital access.

# INNOVATION CLUSTER SCALE UP

## ► Key Principles:

- Focus on problem solving, de-risking, making connections among companies in these clusters;
- Standardize and scale up support mechanisms for target industry clusters across the region;
- Clearly link and leverage the assets and services the region already has, to support cluster growth in a repeatable predictable fashion.
- Encourage collaboration within industry clusters including building understanding of cluster ecosystems, exploring similar issues within clusters, and identifying and pursuing ways of working together.

# ENTREPRENEURSHIP AND BUSINESS DEVELOPMENT

- ▶ Support the development of young and growing firms in the region
- ▶ Core strategies include:
  - ▶ Build a diverse portfolio of funding sources, with a preference for non-dilutive sources, available to support early-stage companies;
  - ▶ Expand and coordinate mentorship, training and other entrepreneurial resources to increase the supply and flow of investible ventures;
  - ▶ Improve awareness of and relationships with entrepreneurial resources, particularly among BIPOC ventures and more rural, “spoke” counties hubs.

# TALENT DEVELOPMENT, ATTRACTION, AND RETENTION

- ▶ Support strategies to grow, attract, and retain skilled talent by enhancing regional coordination and increasing the talent pipeline for critical higher wage occupations
- ▶ Core strategies include:
  - ▶ Strengthen the pipeline from K-12 to higher education to career for each target sector;
  - ▶ Increase number of degree completions and instances of skillset development applicable to target industry clusters;
  - ▶ Improve knowledge and promotion of complementary workforce and training programs;
  - ▶ Enhance employer engagement activities that will encourage more aligned skill development, create opportunities for regional employment post-graduation, and promote the hiring of in-demand occupations.



# COLLABORATIVE SITES AND INFRASTRUCTURE DEVELOPMENT

- ▶ Support strategies that increase the number of collaboratively developed prospect-ready sites on the market, improve their market positioning through infrastructure improvements, and meaningfully engaging sites and buildings by leveraging special assets

# COLLABORATIVE SITES AND INFRASTRUCTURE DEVELOPMENT

- ▶ Core strategies include:
  - ▶ Improve information about site and building characteristics and market demand for sites and buildings
  - ▶ Incentivize collaboration at all stages of joint site development or re-development
  - ▶ Develop and implement real estate strategies to leverage special assets
  - ▶ Expand and improve downstream infrastructure capacity to better position sites for targeted investments
  - ▶ Cultivate sector strengthening assets that are prime motivators for advancing target industries
  - ▶ Partner to advance and support broadband initiatives and implementation throughout the region

# Original GOVA Industry Clusters

(median wage = \$22/hour or \$46K annually)

Advanced Manufacturing (\$23/hr)	Food and Beverage Processing and Packaging (\$19/hr)	Life Sciences and Health Care (\$27/hr)	Emerging Tech and IT Cluster (\$26/hr)
<ul style="list-style-type: none"> <li>Automotive</li> <li>Metalworking Tech</li> <li>Lighting &amp; Electrical Equipment</li> <li>Paper &amp; Packaging</li> <li>Downstream Chemicals</li> </ul>	<ul style="list-style-type: none"> <li>Agricultural Inputs &amp; Services</li> <li>Food Processing &amp; Manufacturing</li> <li>Food &amp; Beverage Packaging</li> <li>Wholesale &amp; Distribution</li> </ul>	<ul style="list-style-type: none"> <li>Inpatient Care</li> <li>Outpatient Care</li> <li>Eldercare</li> <li>Biopharma &amp; Medical Devices</li> <li>Medical Diagnostics &amp; Support Services</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge Creation (Educational Institutions)</li> <li>IT &amp; Cybersecurity</li> <li>Autonomous Systems</li> </ul>

## Revised GOVA Industry Clusters (average wage = \$27/hour or \$55K annually)

Transportation and Autonomy (\$34/hr)	Materials and Machinery Manufactury (\$34/hr)	Life Sciences and Healthcare (\$38/hr)	IT and Emerging Tech (\$43/hr)
<ul style="list-style-type: none"><li>• Heavy Duty Trucks</li><li>• Motor Vehicle Parts</li><li>• Automation</li></ul>	<ul style="list-style-type: none"><li>• Plastics</li><li>• Rubber</li><li>• Iron Foundries</li><li>• Industry Machinery and Tools</li></ul>	<ul style="list-style-type: none"><li>• Biopharma &amp; Medical Devices</li><li>• Residential Care</li><li>• Medical Diagnostics &amp; Support Services</li></ul>	<ul style="list-style-type: none"><li>• IT &amp; Cybersecurity</li><li>• Electrical Component Manufacturing</li><li>• Engineering Services</li></ul>

# Transportation and Automation

(Regional Firms: Volvo, TORC, Aeroprobe, Mack)

- ▶ Positive growth with 1.0% increase in jobs in 2015-2021 and 2.7% projected growth in 2021-2026
- ▶ Increasing regional specialization (higher concentrations of workers than national average), with locations quotients at:
  - ▶ 2.2 (2015)
  - ▶ 2.3 (2021)
  - ▶ 2.4 (2026)
- ▶ Higher than average regional wage: \$70K versus \$55K (for all industries)
- ▶ While cluster is nationally strong, growth is slower than nation, indicating additional need to innovation and investment.
  - ▶ 2015-2021: job growth is not competitive with nation, with competitive effect at -170
  - ▶ 2021-2026: regional growth is not predicted to be competitive nationally, with competitive effect being -124

# Transportation and Automation

(Regional Firms: Volvo, TORC, Aeroprobe, Mack)

	2021 Jobs	2026 Job	%Change	Competitive Effect	LQ 2021	LQ 2026	Avg Earnings
Heavy Duty Trucks	3,216	3,325	3%	-150	42.8	41.3	\$71,166
Motor Vehicle Parts Manufacturing	1,550	1,455	-6%	-108	1.5	1.4	\$64,449
Automation	537	665	24.0%	134	0.4	0.6	\$84,997
TOTAL REGIONAL CLUSTER	5,302	5,446	3%	-124	2.3	2.4	\$70,428

# Materials and Machinery Manufacturing

(Regional Firms: Glad, P1 Technologies, ESS Technologies, Balvac Production Machinery)

- ▶ Positive Growth with 9.5% increase in jobs in 2015-2021, but projected stagnation (-0.1%) in 2021-2026
- ▶ Increasing regional specialization (higher concentrations of workers than national average), with locations quotients at:
  - ▶ 2.4 (2015)
  - ▶ 2.8 (2021)
  - ▶ 2.9 (2026)
- ▶ Higher than average regional wage: \$70K versus \$55K (for all industries)
- ▶ Cluster has growth faster than nation, but growth in predicted to slow.
  - ▶ 2015-2021: the region is driving cluster growth, competitively compared to nation (476)
  - ▶ 2021-2026: regional businesses will continue to be competitive compared to national growth; competitive effect will be 104

# Materials and Machinery Manufacturing

(Regional Firms: Glad, P1 Technologies, ESS Technologies, Balvac Production Machinery)

	2021 Jobs	2026 Job	%Change	Competitive Effect	LQ 2021	LQ 2026	Avg Earnings
Plastics	1,634	1,778	9%	224	2.5	2.89	\$65,122
Rubber	1,216	1,078	-11%	-105	5.6	5.1	\$70,783
Iron Foundries	296	317	7%	27	4.1	4.5	\$80,288
Industry Machinery and Tools	874	843	-4%	-42	1.8	1.8	\$75,410
TOTAL REGIONAL CLUSTER	4,020	4,017	-0.1	104	2.8	2.9	\$70,273



# IT and Emerging Tech

(Regional Firms: MOOG, 1901, Aecom Design, In Motion, Novatech, Dadelus Engineering, Framatome)

- ▶ Almost stagnate growth in 2015-2021 with 0.7% increase in jobs and 2.8% projected growth in 2021-2026
- ▶ Location quotients are on par with nation, indicating no particular specialization in the region:
  - ▶ 1.0(2015)
  - ▶ 0.9 (2021)
  - ▶ 1.0 (2026)
- ▶ Higher than average regional wage: \$91K versus \$55K (for all industries)
- ▶ Cluster has slower growth than nation, but growth is predicted to improve.
  - ▶ 2015-2021 Competitive Effect: -851
  - ▶ 2021-2026 Competitive Effect: -462

# IT and Emerging Tech

(Regional Firms: MOOG, 1901, Aecom Design, In Motion, Novatech, Dadelus Engineering, Framatome)

	2021 Jobs	2026 Job	%Change	Competitive Effect	LQ 2021	LQ 2026	Avg Earnings
IT and Cybersecurity	5,512	6,035	9.5%	-185	0.6	0.6	\$78,177
Computer and Electrical Manufacturing	2,746	2,692	-2.0%	-50	8.1	8.1	\$88,102
Engineering Services	2,988	2,835	-5.1%	-228	1.2	1.2	\$114,871
TOTAL REGIONAL CLUSTER	11,246	11,561	2.8%	-462	0.9	1.0	\$90,609

# Life Sciences and Healthcare

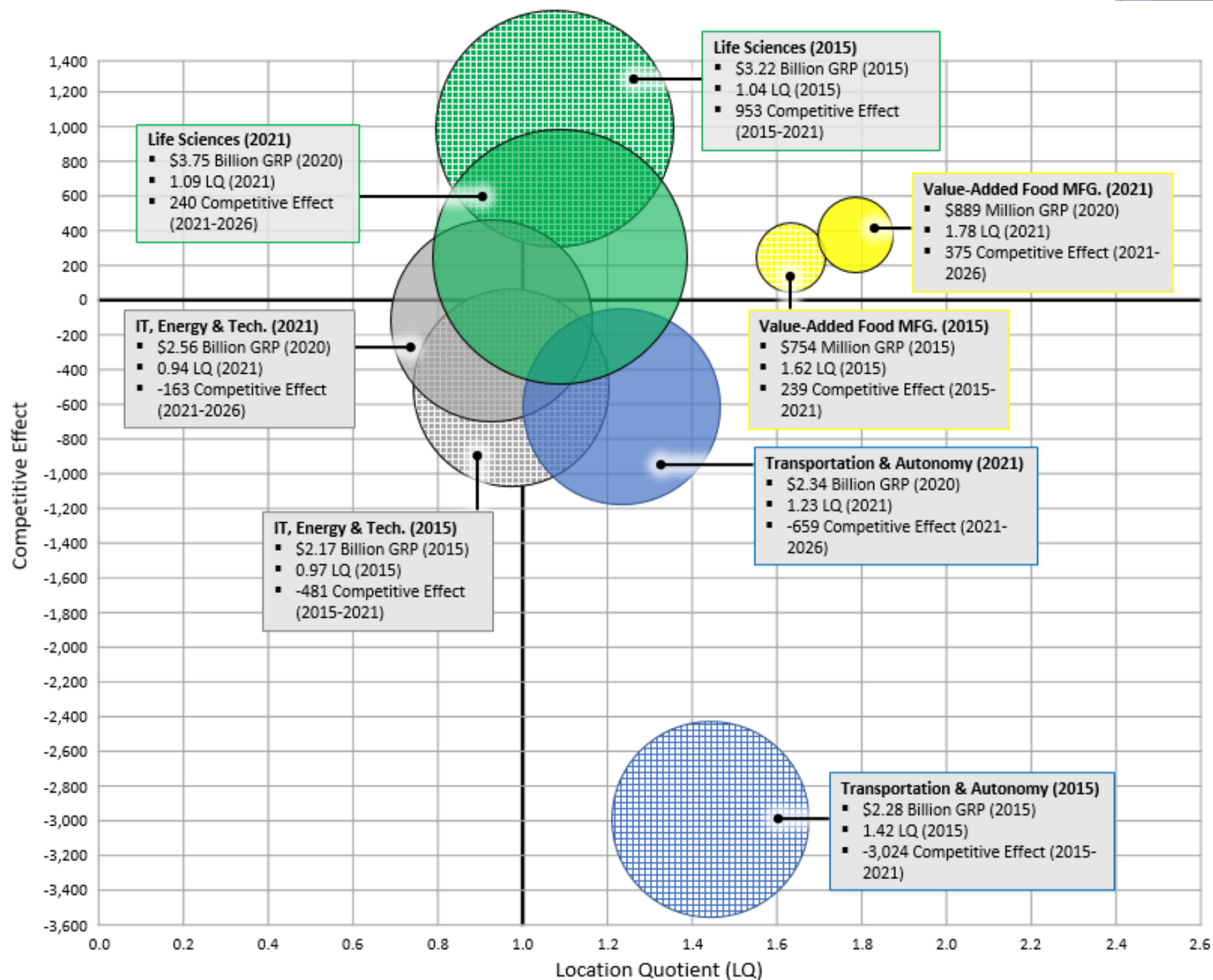
(Regional Firms: Carilion Innovation, Landis Biopharma, Abbott Laboratories, LewisGale)

- ▶ Positive growth in 2015-2021 with 19.1% increase in jobs and 5.7% projected growth in 2021-2026
- ▶ Increasing regional specialization (higher concentrations of workers than national average), with locations quotients at:
  - ▶ 1.0 (2015)
  - ▶ 1.2 (2021)
  - ▶ 1.2 (2026)
- ▶ Higher than average regional wage: \$79K versus \$55K (for all industries)
- ▶ Cluster has growth faster than nation, but growth is predicted to slow.
  - ▶ 2015-2021: regional activities are positively driving cluster growth with a competitive effect of 2,190
  - ▶ 2021-2026: the region is projected to continue to grow faster than the nation, but mostly due to residential care. Competitive effect: 272

# Life Sciences and Healthcare

(Regional Firms: Carilion Innovation, Landis Biopharma, Abbott Laboratories, Lewisgale)

	2021 Jobs	2026 Job	%Change	Competitive Effect	LQ 2021	LQ 2026	Avg Earnings
Biopharmaceutical and Medical Device R&D and Manufacturing	1,513	1,631	7.8%	-35	0.5	0.5	\$102,697
Residential Care	17,462	18,418	5.5%	221	1.4	1.4	\$77,328
Diagnostic Support	741	800	7.9%	1	0.8	0.9	\$62,937
TOTAL REGIONAL CLUSTER	19,716	20,849	5.7%	272	1.2	1.2	\$78,714



## **Region 2 GO Virginia Council**

Project Title: Project Eagle + (Catalyzing Life Science Sector Growth in Region 2)  
Applicant: Virginia Tech Corporate Research Center  
Localities covered: Region 2 (all but especially Roanoke and NRV sub-regions)  
Growth & Diversification Plan Strategy Area (s): Sites and Buildings; and Entrepreneurship/Innovation  
**GOVA Funds Requested:** \$599,437 in GOVA funds requested, with a match of \$503,687

**Project Description:** The VT CRC is applying for a per capita grant to advance a three-prong approach to grow the region's health and life sciences cluster. A project leadership team that includes the VT Corporate Research Center, Johnson & Johnson JLABS, and other private and public sector partners will 1) build out a pilot shared lab facility in Blacksburg, 2) launch Johnson & Johnson JLABS accelerator programming in the region, and 3) conduct site design and engineering work for a later scaled up lab facility based in Roanoke.

This project will build on the findings of our recent GO Virginia-funded capacity study, which concluded the following:

- Early-stage companies in our region have an unmet need for flexible space to collect vital data to grow as wet and dry lab spaces are practically non-existent in the region and are in short supply nationwide.
- Our region would benefit from a deeper network of life-science specific investment capital.
- Access to industry experts to provide mentoring and strategy can impact the success and time to market for early-stage companies.

**1. Build out a pilot shared lab facility in Blacksburg:** VTCRC routinely receives request for flexible space from small early-stage companies. These companies, many of them spin-offs from Virginia Tech and/or alumni of RAMP, are not yet at a stage where they can afford to build their own space but still need access to commercial labs outside of the university ecosystem in order to continue to scale. Project Eagle+ will pilot a 2,500 sq. ft shared lab facility in Blacksburg at the VTCRC to meet this need. Matching funds and resources from project partners will support the construction portion of the project, which is estimated to cost \$355,764, and an additional \$250,937 in GO Virginia grant dollars are requested for Furniture, Fixtures, and Equipment. \$165,000 in GO Virginia grant dollars are also requested to support 1.5 FTE positions over the course of the grant: a community administrator and a lab facility manager.

**2. Launch Johnson & Johnson JLABS accelerator programming in the region:** The project team has secured an agreement with Johnson & Johnson's JLABS program to bring much-needed expertise, access to capital, and big-pharma thinking to our region to improve the success of our pipeline, particularly for companies that have already completed the regional accelerator. Meeting this need is even more critical with the recent addition of an industry-specific health and life sciences RAMP accelerator cohort with the support of a federal EDA grant last year, which will increase the number of post-acceleration health and life sciences companies that would be eligible to apply and be considered for the JLABS program. This portion of the project is estimated to cost \$204,820 with \$110,000 in GO Virginia grant dollars to support programming and events and \$94,820 of in-kind resources in the form of rent costs from VTF. While not included in this budget, Johnson & Johnson JLABS has committed \$125,000 in services for the initial two years of accelerator operations.

**3. Conduct site design and engineering work for a later scaled up lab facility based in Roanoke:** While renovations and initial operations are underway with the Blacksburg space, the final component of Project Eagle+ will be site design and engineering work on a portion of a Carilion Clinic-owned building in Roanoke to further evaluate and plan for a scaled-up shared lab facility in the Roanoke Innovation Corridor in close proximity to the Fralin Biomedical Research Institute, RAMP, Carilion Roanoke

Memorial Hospital, and other key health and life sciences ecosystem assets. Total costs for this portion of the project are projected to be \$77,200 in GO Virginia grant dollars. With this work underway, project partners will be seeking other sources of funding, including federal grant programs, to support implementing the proposed renovations of the space.

The project team estimates that the project will result in a \$1.43 million, 140% return in employment-related revenue on the state's investment through GO Virginia funding. The grant will support the creation and retention of 125 new biotech jobs over a 5-year period that pay an average of nearly \$80,000/year, which is close to twice the regional median wage. Additionally, the presence of Johnson & Johnson JLABS and availability of shared lab facilities will improve the survival rate and ability for startups to scale in our region as well as their ability to secure grants and investments, which are estimated to be \$10 million with \$2.5 million in non-dilutive funding and \$7.5 million in investments during the project period.

Project Assessment: (Note: Since this project has a connection to Virginia Tech, Region 2 support staff also asked Region 3 support staff to review and provide feedback and "outside perspective" on the application. That feedback is included below along with our regular staff assessment.)

#### Strengths

- Project builds on needs identified in a previously funded ECB planning grant.
- As such, this appears to be a "great use of GO VA funds, viz., purchase of equipment to support the foundational elements of a long-term strategy for a growing traded sector in Region 2"
- The project "responds to clear needs and priorities" identified in Region 2 Growth and Diversification Plan around enhanced support for Life Sciences sector growth.
- In addition, the project appears to seek to address all three of the identified Entrepreneurship Strategies in the 2019 G&D Plan: increase access to capital investors, expand and coordinate mentorship and training resources, and improve awareness of existing resources
- Applicant appears to have strong capacity to implement and lead this type of project based on ECB success and regional relationships evident in support letters.
- Project responds to innovation and entrepreneur ecosystem priorities developed through the Region 2 Regional Entrepreneurship Initiative led by Valleys Innovation Council (now known as Verge). Life sciences lab space needs were identified in that Strategic Investment Plan completed on behalf of the Region 2 GO Virginia Council and submitted in March of 2021.
- "wide-range of capable partners implementing the project"
- Strong partnerships and matching investments from localities, area entities, and private sector.
- Strong local support with both Montgomery County and Roanoke City offering significant support of \$100,000 and \$125,000, respectively,
- Bringing the Johnson & Johnson Innovation – JLABS resources to the region seems a valuable resource to help life sciences sector company start-ups.
- The JLABS support for post-accelerator startup companies appears to be complementary to the RAMP accelerator program (supported by GO Virginia in past awards), which currently accelerates health and life science startups.

#### Weaknesses or Questions

- Since Carilion Clinic is a non-profit, it is presumed that the pre-engineering and design work on the building they own would be an allowable GO Virginia expense but it would be good to confirm this with state staff.
- Is there any possibility of the Lynchburg sub-region (companies or other life science partners) participating or benefiting from project? In what ways?

## Region 2 GO Virginia Council

Project Title: Regional Talent Strategy Implementation  
Applicant: Western Virginia Workforce Development Board (WVWDB)  
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:** \$315,910.80 in GOVA funds requested, with a projected total match of \$189,354 and local match of \$50,854

### Project Description:

The project seeks to implement a Regional Talent Strategy in the Roanoke Valley and Alleghany Highlands. The Regional Talent Strategy will focus on four goals related to career awareness and career pathways, talent development, talent attraction and retention, and collaboration and leadership. The four goals are:

- Goal 1:** Career opportunities in the Roanoke Valley and the Alleghany Highlands are well-known, accessible, and offer clear pathways for students, residents, and workers across all skill levels.
- Goal 2:** Education, training, and other talent development efforts are aligned with and connected to the region's labor market.
- Goal 3:** The regional talent pool is grown through coordinated talent attraction and retention efforts.
- Goal 4:** Collaboration drives regional workforce and economic development efforts and is supported by robust partnerships across and between key stakeholder groups.

The Regional Talent Strategy represents a merger of current programs and strategies being undertaken by the WVWDB and the RRP. The development of a regional talent team between the staff of the WVWDB and the RRP will ensure that the Regional Talent Strategy is executed successfully. This will consist of the Director of Talent Attraction at the RRP and the Talent Development Coordinator and Business & Development Coordinator at the WVWDB. This team will be overseen by the Executive Directors of the WVWDB and the RRP. While the WVWDB and the Roanoke Regional Partnership (RRP) are the lead partners on implementing the strategy, the project will engage a variety of partners in workforce development, economic development, and business and industry.

The activities of the project will include attracting out-of-market workers to relocate to the Roanoke Valley and Alleghany Highlands and retaining and developing the current workforce in the region, all while fostering collaboration and partnership with economic development and workforce development partners. Some of the activities that will be completed to meet the goals of the strategy will include:

- creating a regional web-based talent portal,
- developing a talent ambassador volunteer program,
- creating toolkits for business and industry to use for recruitment of new employees,
- establishing an annual talent retreat for the region's economic and workforce partners, and
- engaging business and industry in sector strategy activities.



While this project is only serving the Roanoke Valley and the Alleghany Highlands, the WVVDB and the RPP look to this project as a pilot to establish best practices in talent strategy that can be shared throughout the GO Virginia Region 2 area to potentially create a regional initiative for talent attraction, retention and development. The applicant anticipates that the project will create an average of 25 jobs per year and provide an overall positive return on investment for GO Virginia Region 2 of \$956,958.

Project Assessment (Region 2 staff reviewer – Scott Tate; External reviewer – Jenny Carter, Director of Workforce Partnerships and Projects, Virginia Community College System; Region 2 Council reviewer – Dr. Pat Huber, President, New River Community College

### Strengths

- Good list of strategies to address a variety of potential job candidates for training and career development opportunities that are available or will be made so. Heavy focus on talent development, especially for baccalaureate-level positions.
- Regional collaboration is evident throughout the plan; the proposed activities do not appear to be tied to one community or locale. All eight localities are engaged and there are a host of partners with a vested interest in this work.
- The proposal addresses long-term sustainability for the project and exhibits confidence in sustaining the project after the grant funding has ended.
- The plans are well-outlined and goals/objectives appear achievable given the expertise and quantity of partners that are to be involved. Staffing the initiative with a Talent Dev. Coord. is a great decision by the team so there's one POC tying together all the activities.
- The plan definitely leverages regional strengths and is expandable based on the resources, interests, and capabilities of the involved partners as needs evolve over time.
- "It is so forward-looking, in fact, that the overarching goal is to seed activities today that will affect long-term economic success in the region."
- Proposal clearly relates to and focuses on "Talent Development, Attraction, and Retention," a priority in the Region 2 Economic Growth and Diversification Plan.
- Proposal presents a strong framework of succinct goals with clear alignment of strategies tied to these goals. Performance Metrics clearly align with goals.
- The partner applicants for the project (Western Virginia Workforce Development Board and the Roanoke Regional Partnership) are established organizations with the expertise and capacity to manage the grant.

### Weaknesses or Questions

- The applicant describes higher-wage job creation but is less clear on connection to employers and jobs in the Region 2 target sector industries. How will the project connect with employers in our target sectors and create jobs in those sectors?
- Employers are not as prominent in the goals/objectives...how would they be engaged in tactics?
- Consider adding an objective to target graduating high school seniors in the region who lack further education/career plans. Awareness is included in 1.2 but that needs to convert to action for those leaving school with no solid future direction.
- What is the extent or balance of new initiatives versus continuing ongoing work. The narrative references several on-going initiatives (Career Quest, eXPerience conference, summer leadership program) that will be enhanced, expanded, and/or reframed through this project but not quite as clear on how much of this is for new activities or initiatives.
- Are regional chambers of commerce included? Business advisory committees at the two community colleges? Regional business services teams? Mention of the importance of input from business community but it's not explicitly spelled out how/who that involves.

Region 2 Allocations

Updated 10/18/21

<b>FY 21/22 Per Capita (Projects)</b>	
FY 22 Allocation	\$1,542,945.00
FY 21 Original allocation	\$1,545,403.00
Transfers from FY 20 Per capita	-\$2,357.83
Transfer from FY20 Capacity Building	\$14,700.00
Anticipated return from FY 18 project	\$37,250.52
Biotech Lab Space Development	-\$99,360.00
Beacon of Hope	-\$97,740.00
Regional Health Sciences Talent Pipeline	-\$100,000.00
Altavista site	-\$506,000.00
PICK-TM	-\$100,000.00
Industry 4.0	-\$45,360.00
<b>Current Balance</b>	<b>\$2,189,480.69</b>

<b>FY 22 Capacity Building (Support)</b>	
Original allocation	\$250,000.00
Remaining Balance from FY 21	\$86,550.08
Support Org Services FY22	-\$185,085.00
<b>Current Balance</b>	<b>\$151,465.08</b>

<b>Applications Under Consideration (Per Capita)</b>	
Project Eagle	\$599,436.72
Regional Talent Strategy	\$315,910.80
<b>Total:</b>	<b>\$915,347.52</b>
<b>Balance if All Approved:</b>	<b>\$1,274,133.17</b>

<b>FY22 Planning Cap</b>	\$52,260.00
<i>Planning applications</i>	\$0.00
<i>Percentage of planning cap</i>	0%

Project Status Summary									
Project Type & FY	GOVA Funding Approved	GOVA Drawn Down to date	GOVA Funds Remaining	Match Funding	Match Drawn Down	Match Funds Remaining	Admin Fee	Admin Fee Draw Down	Admin Fee Remaining
Per Capita FY18 Projects:	\$1,152,632.55	\$1,086,718.14	\$65,914.41	\$3,252,380.71	\$2,901,110.76	\$353,216.13			
Per Capita FY19 Projects:	\$1,197,486.00	\$909,859.92	\$287,626.08	\$1,732,722.00	\$1,230,648.63	\$515,156.02			
Per Capita FY20 Projects:	\$1,782,567.00	\$648,192.96	\$1,134,374.04	\$1,279,290.00	\$595,278.62	\$700,684.38	\$27,140.00	\$2,465.12	\$24,674.88
ERR FY20 Projects:	\$1,110,700.00	\$330,167.13	\$780,532.87	\$566,610.00	\$170,998.87	\$395,611.13	\$23,599.00	\$1,050.00	\$22,549.00
Per Capita FY21 Projects	\$342,460.00	\$0.00	\$342,460.00	\$248,605.00	\$0.00	\$248,605.00	\$25,367.00	\$0.00	\$25,367.00
Per Capita FY21 Projects - not yet contracted	\$606,000.00		\$606,000.00						
<b>TOTAL:</b>	<b>\$ 6,191,845.55</b>	<b>\$2,974,938.15</b>	<b>\$3,216,907.40</b>	<b>\$7,079,607.71</b>	<b>\$4,898,036.88</b>	<b>\$2,213,272.66</b>	<b>\$76,106.00</b>	<b>\$3,515.12</b>	<b>\$72,590.88</b>

<b>Fixed Budget</b>		
<b>Description</b>	<b>Projected</b>	<b>Actual</b>
Council Meetings & Preparation	\$ 10,000	\$ 20,500
Marketing & Outreach	\$ 10,000	\$ 17,500
Materials & Supplies	\$ 3,000	\$ -
Travel	\$ 3,000	\$ -
Other Activities - Staff time for managing the application process, technical assistance to project applicants, support for project monitoring, program evaluation, and developing materials for council	\$ 75,000	\$ 69,750
Planning Services	\$ 65,000	\$ 55,700
Contingency Fund	\$ 84,000	\$ 86,550
<b>TOTAL Capicity Building FY21:</b>	<b>\$ 250,000</b>	<b>\$ 250,000</b>

## GO Virginia Region 2 Quarterly Report, Quarter 3, 2021 (July-September 2021)

### GO Virginia Region 2 Projects


Total Projects Funded	Total Funds Allocated	Jobs Created to Date	External Investment Generated
35 (14 Projects Completed)	\$6,344,720	458	\$7,429,844


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 Q3 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

<b>Project Name:</b>	<b>Ignite Internship Program</b>
<b>Project Manager:</b>	Melinda Leland
<b>Project Timeline:</b>	July 1, 2019 – September 30, 2021
<b>GOVA Funding</b>	\$97,102 of \$99,406 
<b>Match Funding</b>	\$102,886 of \$102,886
<b>Status:</b>	Met Q3 milestones.
<b>Q3 Progress</b>	<ul style="list-style-type: none"><li>This year, Ignite placed 11 students with 5 different businesses. The following businesses participated: New River Community College, Radford Animal Hospital, Pulaski County Schools, City of Radford, and Radford City Schools.</li><li>Four regional educators in industry tours took place across the region at the following businesses: Celanese, Abingdon Police Department, CGI and Radford Animal Hospital. A total of 76 participants engaged at the Radford Animal Hospital and 14 were Region 2 educators. A total of 44 educators from Region 2 participated in all four tours.</li><li>Reality Stores for 8<sup>th</sup> grade students did not continue due to covid-19 restrictions.</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>	\$69,200 of \$246,800 
<b>Match Funding</b>	\$65,680 of \$250,000
<b>Status:</b>	Met Q3 milestones other than a delayed student bootcamp to be held in November. Project in process of no cost extension in order to complete final outcomes.
<b>Q3 Progress</b>	<ul style="list-style-type: none"> <li>The bulk of work completed this quarter relates to planning for the Blockchain Certificate program, a Blockchain NFT challenge, and the Blockchain that Serves webinar series.</li> <li>The Blockchain Certificate program has been a major effort during quarter 3. Four adjunct professors were hired to support the development of curriculum and teach the course. The professors hired are specifically interested in the implementation of blockchain and advising companies regarding blockchain technology in their industries. Adjunct professors each come from leading national blockchain corporations (Moog, Capital One, Block.one) and a law firm. Learning objectives for participants in the certificate include: <ul style="list-style-type: none"> <li>Learn blockchain jargon (mining, hash, transactions), processes, and key stakeholders.</li> <li>Analyze how their business can integrate blockchain into supply chains. What is an appropriate question for blockchain to solve? What are its limitations and associated costs?</li> <li>Understand use cases for other successful business applications of blockchain.</li> <li>Learn how to evaluate and select partners to design blockchain architecture and organize logistics.</li> <li>Develop a specialty in a current area of blockchain - crypto, NFTs, smart contracts, decentralized manufacturing, etc.</li> </ul> </li> <li>These skills position certificate recipients to be competent in blockchain skills and applicants for businesses. We are also interested in developing a supplemental, short-format bootcamp that can help students and mid-career professionals gain more technical skills in the fall.</li> <li>The project manager has spent considerable time developing partnerships with local economic development organizations and business. Several are worthy of note. We have been in touch with CipherTrace and Audius to develop short courses on their work in the blockchain ecosystem. CipherTrace is a cryptocurrency security company and Audius is about using blockchain to support musicians. These interactions will start as webinars and helpfully spark some excitement for Region 2 companies. The webinar series Blockchain that Serves is being transitioned into a podcast series. We are also in discussions with several companies about partnering to create new bootcamps, internship programs, and an entrepreneurial challenge each focused on blockchain.</li> <li>Two positions were created at Block.one/Bullish.com to liaise with Virginia Tech and promote adoption of their EOS.IO blockchain.</li> </ul>
<b>Q4 Plans</b>	<ul style="list-style-type: none"> <li>Host fall student boot camp</li> </ul>

- Continue building industry partnerships and contracts for talent/ career development

**Project Name:** Developing a Destination for Talent  
**Project Manager:** Catherine Amelink  
**Project Timeline:** December 9, 2019 – December 8, 2021  
**GOVA Funding** \$221,120 of \$300,000   
**Match Funding** \$221,120 of \$473,000  
**Status:** Met Q3 milestones.

**Q3 Progress**


- Completing a Q3 milestone, fall intern placement is ongoing with 207 internships and job opportunities posted for VT students with local employers. 13 GO Virginia funded interns have been placed. 20 interns were also placed with GO Virginia partners using company (non GOVA) funds.
- Completing an additional Q3 milestone, employers were invited to career fairs on campus, however, feedback indicates that local employers are most successful using listservs and faculty connections while recruiting interns.
- 61 new full-time hires made by GO Virginia partners, 3 of whom were hired from GO Virginia funded internships.
- 130 local businesses served this quarter through intern recruitment efforts.
- 10 new organizations posted positions; Franklin County and InMotion both hired interns this quarter using GO Virginia funds. TMEIC and James Hardie are advertising for current positions.
- Interns that are funded on GO Virginia funding continue to be hired in full time positions with GO Virginia partners. Novozymes and Torc both hired an intern into a full-time position with their organization this quarter.
- InMotion hired six interns over the summer utilizing GO Virginia funds and were able to extend the contract of those same interns into the academic year using funds from their organization. They noted that if it had not been for the GO Virginia funds they would not have been able to initially secure the interns.
- Work continued with regard to encouraging local employers to consider internships as a mechanism to build a pathway for talent into their organization. As new employers were brought into the program, they were provided with a welcome packet that introduced them to best practices in creating a quality internship experience.
- Survey responses from student interns indicate that interactions with local companies are changing their perception about a long-term career in the region.


**Q4 Plans**

- Seed grant call for proposals
- Intern and Employer evaluation

<b>Project Name:</b>	<b>ELITE Internship Program</b>
<b>Project Manager:</b>	Erin Burcham
<b>Project Timeline:</b>	October 20, 2020- October 19, 2022
<b>GOVA Funding</b>	\$23,196 of \$290,000 
<b>Match Funding</b>	\$16,989 of \$145,000
<b>Status:</b>	Did not meet Q3 milestones due to issues locating companies that have projects suitable for interns. Leadership transition at the Roanoke-Blacksburg Technology Council has created delays.
<b>Q3 Progress</b>	<ul style="list-style-type: none"><li>• The 9 current interns are fully engaged and have indicated they are enjoying a positive experience getting to know regional companies and completing meaningful work.</li><li>• During Q3, the project manager has held 15 meetings with regional companies to share information and is starting to see interest in projects.</li><li>• The project manager has established a bi-monthly team meeting to continue moving the project forward</li><li>• RBTC and Exceleration will launch a new marketing campaign on October 11 to inform regional IT companies about the grant.</li></ul>
<b>Q4 Plans</b>	<ul style="list-style-type: none"><li>• Support 8 new ELITE experience participants</li></ul>



<b>Project Name:</b>	<b>Classrooms to Careers</b>
<b>Project Manager:</b>	Mark Husband
<b>Project Timeline:</b>	January 1, 2021 – December 31, 2022
<b>GOVA Funding</b>	\$0 of \$180,000 
<b>Match Funding</b>	\$0 of \$180,000
<b>Status:</b>	Met Q3 milestones other than a delay in completion of feedback surveys by participating students and businesses. Staff checking on remittance status.
<b>Q3 Progress</b>	<ul style="list-style-type: none"><li>• 69 students have completed IT courses.</li><li>• 32 students earned certifications.</li><li>• Completing a Q3 milestone, cohort 1 employment cycle has come to an end. Students worked at OZMO, MCPS, and Citizens Broadband.</li><li>• 4 businesses served: MCPS, OZMO, ACI Webs, and Citizens Broadband</li><li>• The grant has made significant progress considering the obstacles presented by the COVID-19 pandemic. We are on track with many measurables including students trained, credentials earned, businesses served, and students in dual enrollment. We are behind in the largest measurable - employed students. This is primarily due to IT companies in the New River Valley working remotely which makes hiring teenage employees significantly more difficult.</li></ul>
<b>Q4 Plans</b>	<ul style="list-style-type: none"><li>• Cohort 2 recruitment begins: classroom presentations, field trips, and job shadowing experiences scheduled</li><li>• Cohort 2 application, hiring, and placement completed</li><li>• Students and businesses complete feedback surveys to ensure continuous improvement by teachers, students, and employers</li></ul>

<b>Project Name:</b>	<b>Central Virginia Community College- CTE Academy</b>
<b>Project Manager:</b>	Jason Ferguson
<b>Project Timeline:</b>	April 1, 2021-March 31, 2023
<b>GOVA Funding</b>	\$10,143 of \$266,000 
<b>Match Funding</b>	\$9,752 of \$134,000
<b>Status:</b>	Met Q3 milestones.
<b>Q3 Progress</b>	<ul style="list-style-type: none"> <li>• Completing a Q3 milestone, a general stakeholder meeting was held on August 31<sup>st</sup> with over 125 participants, including education leaders, business leaders, government officials and politicians.</li> <li>• The Education Advisory Committee has been established and met on September 15<sup>th</sup>. The Business Advisory Committee met on September 23<sup>rd</sup>. The CTE Academy Steering Committee is being finalized and will meet in the coming weeks.</li> <li>• The regional CTE Academy has opened; classes began on August 23<sup>rd</sup></li> <li>• Programs offered in the CTE Academy for Fall 2021 are also G3 approved programs. This provides students more funding opportunities to take these classes at no charge.</li> <li>• A brochure related to promotion of program to dual enrollment students has been developed. Flyers and handouts with QR codes directing potential students and businesses to the CTE Academy website are now available. The G3 marketing campaign is underway and includes CTE Academy programs.</li> <li>• Hosted CTE Academy Virtual Open House on social media. Three open chats sessions for public questions and answers.</li> <li>• Met with Bedford CVCC Dual Enrollment Director and Bedford County Public Schools stakeholders in Bedford, connecting CTE initiatives at CVCC to BCPS</li> <li>• Met and collaborated with a community resource organization, No Walls Ministry, to tour our CTE Academy labs and programs. Found common ground to invite students to attend CVCC from the No Walls student program. Obtained 4 students from the interaction</li> <li>• Met with the SkillsUSA State Director to discuss the possibility of the VDOE contract being housed at CVCC. Ultimately, we were successful in obtaining the contract and will house the State Director, starting on Nov. 11, 2021. This will assist the CTE Academy in having access to resources that will allow our students to be members of SkillsUSA and compete on a local, state, and national level in Trades and Industrial programs.</li> <li>• Hosted via Zoom the CVCC Regional CTE Academy Information Session, which included all major stakeholders in Region 2000 and CVCC leadership.</li> <li>• HubSpot is being used as the business repository and management system.</li> <li>• CVCC is also developing a CPL crosswalk for high school students to aid in transition from high school to community college CTE programs.</li> <li>• Surveys were distributed to 2021 CTE program graduates. Results are being reviewed.</li> </ul>
<b>Q4 Plans</b>	<ul style="list-style-type: none"> <li>• Assess 2020-2021 enrollment</li> <li>• Follow up with businesses on work-based learning survey</li> <li>• Establish support services process</li> <li>• Program data collection process initiated</li> </ul>

- Establish credential baseline
- Participate in CVCC Career Fair
- Develop spring competitions
- Steering committee meeting

**Project Name:** Future Workforce for Industry 4.0

**Project Manager:** Matt Earnest

**Project Timeline:** August 1, 2021-June 30, 2022

**GOVA Funding** \$0 of \$45,360 

**Match Funding** \$0 of \$30,000


**Status:** Met Q3 milestones.

**Q3 Progress**


- Completing a Q3 milestone, the Partners Discovery Meeting was held on August 17, 2021, with 27 attendees present. The following organizations were represented:
  - Employers: Spectrum Brands, InMotion, Boeing, Air Force Research Lab, CCAM, Flex-Metrics, Eldor, Moog, Abbott Nutrition, Nexight Group,
  - Economic Development: Roanoke County, City of Roanoke, Virginia Career Works. (Botetourt County and City of Salem were invited but had schedule conflicts)
  - Educators: Virginia Tech (VWCC & NRCC were invited but had schedule conflicts)
- Following the Partners Discovery Meeting a survey was distributed to those who attended the 8/17 meeting and other Region 2 entities. The purpose of the survey was to gather more information about Industry 4.0 technology and systems used in the region and to identify workforce skill gaps. The survey feedback will serve as a starting point for the Workforce Education Meeting scheduled for October 28, 2021, at The Hotel Roanoke.
- Four project teams were formed and are underway as a result of the Partners Discovery Meeting on 8/17:
  - Development of a Low-Cost Autonomous Vehicle—Sponsor: Mack Trucks
  - Electronic Visual Dashboards—Sponsor: Moog Blacksburg (this project is actually being addressed by two teams—one focused on the Moog Central site, the other on the Moog North site)
  - Learning Factory Virtual Factory—Sponsor: Moog Radford
  - Cobot Operational Feasibility—Sponsor: Spectrum Brands

**Q4 Plans**



- Industry 4.0 Draft Curriculum
- Student Experiential Learning Projects
- Regional I4.0 Workforce Education Meeting


<i>Project Name:</i>	<b>Lynchburg Beacon of Hope</b>
<i>Project Manager:</i>	Laura Hamilton
<i>Project Timeline:</i>	September 1, 2021-August 30, 2022
<i>GOVA Funding</i>	\$0 of \$97,740 
<i>Match Funding</i>	\$0 of \$57,250
<i>Status:</i>	Met Q3 milestones.
<i>Q3 Progress</i>	<ul style="list-style-type: none"> <li>• We have established and ‘soft launched’ Future Centers at both ACHS and at Altavista combined.</li> <li>• Our new ACHS Future Center Director was hired this summer and we began training work as early as July.</li> <li>• Our new Altavista Future Center Director was hired and began on October 4, 2021.</li> <li>• We have already initiated one strategic planning session with ACHS staff, counselors and administrators in August 2021. A second strategic planning session is planned for the week of October 11 at Altavista High School.</li> <li>• Virginia College and Career Application Week has been expanded at all 4 High School Future Centers to encompass Just Apply Month (JAM). This begins October 15 and runs through Thanksgiving week.</li> <li>• Our students are currently working with Future Centers to complete college applications, develop resumes and participate in Future Fridays programs, which introduce them to in-demand career fields and employers throughout Central VA.</li> <li>• FAFSA opened on October 1. We have already held 2 virtual FAFSA completion evenings at both HHS and ECG as well as one at Amherst County High School with strong attendance (70 families from HHS-ECG and 35 from ACHS).</li> </ul>
<i>Q4 Plans</i>	<ul style="list-style-type: none"> <li>• Media Launch of both Future Centers</li> <li>• Virginia College and Career Application week held at all Future Centers and subsequent media coverage</li> <li>• Early outcomes from FAFSA and financial aid programming, Fall 2021 at Expansion sites</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>	\$218,059 of \$299,995
<b>Match Funding</b>	\$109,167 of \$150,004 
<b>Status:</b>	Did not meet Q3 milestones due to a delayed release of a draft sub-regional resourcing plan. Progress has been made towards identifying and pursuing resources.
<b>Q3 Progress</b>	<ul style="list-style-type: none"> <li>• VIC supported and coordinated event planning for a Regional Entrepreneurship Summit, as part of the Virginia Tech Corporate Research Center's (VTCRC) Game Changer Week, from August 23-27.</li> <li>• VIC provided an innovation ecosystem update to regional leaders, as well as coordinated a luncheon with Michael Friedlander, with 67 attendees.</li> <li>• VIC supported events (under the Verge banner) included an entrepreneur-resource matchmaking event, as well as a venture capitalist panel discussion with more than 20 attendees.</li> <li>• VIC played an instrumental role in supporting the VTCRC's Region 2 Go Virginia Per Capita Grant Application, submitted on Oct. 1st. The grant award would support post-RAMP health and life sciences accelerator programming in a dedicated lab facility (in the VTCRC, Blacksburg) for small emerging startups and existing regional biotech companies as well as site design and planning work for a larger facility in Roanoke.</li> <li>• VIC is the lead institution to coordinate a Build Back Better grant application to the US EDA (due Oct. 19th). With the support of coalition partners in Roanoke-Blacksburg, the purpose of this grant is to build a more robust health and life sciences regional ecosystem that would include a number of SIP priority projects around infrastructure, talent, and development programming.</li> <li>• The Capital Ecosystem data dashboards were updated and presented.</li> <li>• Data updates were made to Valleys Innovation dashboard for i) University R&amp;D Funding; ii) Regional Patents; iii) STEM-H Graduates; iv) SBIR/STTR Grants; and v) VC Investment in Region 2. Tracking the regional landscape is part of the initiative to understand the regional ecosystem better over a period of time.</li> <li>• Continued work with partners to identify resourcing opportunities for prioritized projects identified in the Region 2 Strategic Investment Plan.</li> </ul>
<b>Q4 Plans</b>	<ul style="list-style-type: none"> <li>• Release draft sub-regional resourcing plans developed with stakeholders</li> <li>• Release draft cross-sectional resourcing plans</li> <li>• Update ecosystem assets mapping and gap identification</li> <li>• Release final sub-regional resourcing plans</li> <li>• Year 2 I+E Ecosystem in Review Report</li> <li>• Release final cross-regional resourcing plans for identified regional priorities</li> </ul>

## SITES & BUILDINGS

<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 – August 1, 2022
<b>GOVA Funding</b>	\$274,980 of \$274,980 
<b>Match Funding</b>	\$563,000 of \$630,000 
<b>Status:</b>	Met Q3 milestones.
<b>Q3 Progress</b>	<ul style="list-style-type: none"> <li>• We continue to design and produce equipment and learn processes for advanced manufacturing based on our relationship with industry. This has proven valuable for training individuals for higher paying wages.</li> <li>• Each Saturday, we continue to 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>• CERE has become a graduate student hub and several new Masters and PhD courses are now offered.</li> <li>• A minimum of 20 new jobs were created this quarter with BWXT, 10 new jobs with Framatome, 8-10 new jobs from each of the other industries in the area including secondary sources involved in providing supply, maintenance, and upkeep of equipment.</li> <li>• Continued development of advanced manufacturing products for automotive teams, medical, and design processes for BWXT</li> <li>• \$55,000 secured in revenue from lab usage</li> <li>• 4 site visits this quarter from the following businesses: BWXT, CCCxA, Hendricks, CAS Severn</li> </ul>
<b>Q4 Plans</b>	<ul style="list-style-type: none"> <li>• Consultations with Lynchburg Regional Business Alliance</li> <li>• Industry mixers</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 – December 31, 2021
<b>GOVA Funding</b>	\$76,501 of \$100,000 
<b>Match Funding</b>	\$188,323 of \$250,000
<b>Status:</b>	Did not meet Q3 milestones. Project manager in process of raising the remaining required funds to complete the plan. Project in process of no-cost extension.
<b>Q3 Progress</b>	<ul style="list-style-type: none"> <li>Advanced architectural design and graphics for various building typology including office, mixed use (commercial/residential) attached square, missing middle residential, neighborhood retail. The refined graphics will be incorporated into the final summary document of the master plan.</li> <li>Subconsultant provided the following services related to the overall market assessment: Revisions to the briefing book implementation strategy development and draft briefing book</li> <li>Coordination with HDR on the strategy and master plan</li> <li>The project is moving forward with the details of the plan, we have begun raising additional funds to close the gap. Work is continuing.</li> </ul>


<b>Project Name:</b>	<b>Amherst Site Readiness</b>
<b>Project Manager:</b>	Megan Lucas
<b>Project Timeline:</b>	February 1, 2021 – January 31, 2022
<b>GOVA Funding</b>	\$87,758 of \$366,572 
<b>Match Funding</b>	\$43,879 of \$183,286
<b>Status:</b>	Did not meet Q3 milestones due to a delay in finalizing contract and paperwork from contractor at Amelon.
<b>Q3 Progress</b>	<ul style="list-style-type: none"> <li>Plans have been submitted to DEQ and we are waiting on their review/approval.</li> <li>Waters Determination is complete</li> <li>Threatened and Endangered Species Review is complete</li> <li>Received USACOE approved delineation, preparing RFP for bidding.</li> <li>Mass grading construction documents are 50% complete.</li> <li>Provided concept plans for Lots 13/15 and related order of magnitude estimates of probable project cost. Target date for initial submittal for permitting is 11/12.</li> </ul>
<b>Q4 Plans</b>	<ul style="list-style-type: none"> <li>Get under contract and paperwork (bonding, insurance, ect.) from contractor at Amelon</li> <li>Begin grading at Amelon</li> <li>Complete Mass Grading Construction Documents at Brockman</li> <li>Grading complete at Amelon</li> </ul>


<i>Project Name:</i>	<b>Region 2- Flexible Laboratory Space Assessment</b>
<i>Project Manager:</i>	Brett Malone
<i>Project Timeline:</i>	February 5, 2021 – February 4, 2022
<i>GOVA Funding</i>	\$0 of \$99,360 
<i>Match Funding</i>	\$0 of \$55,000
<i>Status:</i>	Met Q3 milestones other than a delay in finalizing presentation materials for use by regional stakeholders.
<i>Q3 Progress</i>	<ul style="list-style-type: none"><li>• Completing a Q3 milestone, the floor plan for the co-working lab has been finalized. The final design of the floor plan was driven by the assessment results.</li><li>• Facility Logix has conducted stakeholder interviews, the assessment report is complete.</li><li>• Fly-through was created for use in marketing the shared lab concept. We are working on the visual presentation that will be used by regional stakeholders to market the labs.</li></ul>
<i>Q4 Plans</i>	<ul style="list-style-type: none"><li>• Presentation materials designed for use by regional stakeholders</li><li>• Business Plan with membership model and proposed fee structure</li><li>• 5-year operating financial projection</li><li>• List of initial tenant prospects and recruiting plan</li><li>• Share results with Virginia Bio Connect Association via John Newby</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>	Met Q3 milestones. Staff checking on remittance status.
<b>Q3 Progress</b>	<ul style="list-style-type: none"> <li>• With the conclusion of the summer internship training and development program, the VTMDL pivoted to responding to the increase in COVID cases and need for testing by continuing to innovate the testing and sequencing capabilities of the lab and increasing the full-time workforce employed.</li> <li>• Dr. Carla Finkelstein, the Director of VTMDL and Dr. Friedlander prioritized meetings with the local health district directors and the Virginia Department of Health to discuss the need for sequencing COVID-19 samples in the region, both historically and in the future.</li> <li>• By sequencing the whole genome of the virus, the lab is able to identify, trace, and monitor the prevalence of known and new strains of the virus in our communities. This new analysis, coupled with PCR tests supported by GOVA funding, allowed us to better inform public health guidance in specific communities, targeted guidance for health care providers, frontline workers, and policy makers.</li> <li>• In addition to utilizing whole genome sequencing in the lab this quarter, Dr. Finkelstein also developed, refined and tested a rapid mutational analysis test that would provide reasonable assurances to public health officials on the presence of certain mutations in samples. The test will run over the course of several hours and results received within 5 days in contrast to approximately 2 weeks for whole genome sequencing.</li> <li>• This allowed almost immediate response by regional health districts dealing with outbreaks to identify the presence of mutations such as the Delta variant, conduct robust contact tracing, and provide tailored guidance on quarantine measures, economic impact mitigation and identify needed healthcare resources.</li> <li>• To deploy these additional analytical tests and tools in the lab and provide robust workforce capacity to implement as soon as possible, Dr. Finkelstein recruited new full-time salaried positions for laboratory technicians to begin training in these new techniques, equipment and specialized skills. Five personnel were hired this quarter; their positions are salaried positions with an average annual salary of \$36,000.</li> <li>• We have continued to provide the Commonwealth, regional health districts, local businesses and Virginia Tech with a consistent weekly testing capacity in excess of 5,000 samples. The lab currently processes approximately 2,000 samples per week, but if asked, they are able to do many more.</li> </ul>

<i>Project Name:</i>	<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)
<i>Project Manager:</i>	John Hull
<i>Project Timeline:</i>	August 1, 2020 – March 15, 2022
<i>GOVA Funding</i>	\$52,533 of \$100,000
<i>Match Funding</i>	\$30,493 of \$57,000 
<i>Status:</i>	Did not meet Q3 milestones due to a delay in completion of Long-term Recovery Strategy. Project received no-cost extension through March 2022 in order to complete final outcome.
<i>Q3 Progress</i>	<ul style="list-style-type: none"> <li>• Meetings held with coalition to discuss the Long-term Recovery Strategy. Additional meetings scheduled.</li> <li>• Strategy document drafted. On target to complete prior to end of extension period.</li> <li>• In progress of hiring a crisis recovery expert to advise on long-term strategies.</li> </ul>
<i>Q4 Plans</i>	<ul style="list-style-type: none"> <li>• Work with coalition to create long-term strategies</li> <li>• Hire a crisis recovery expert to advise on long-term strategies and assist with the final report</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>	\$33,173 of \$63,500 
<b>Match Funding</b>	\$21,998 of \$42,610
<b>Status:</b>	Met Q3 milestones. Staff checking on remittance status.
<b>Q3 Progress</b>	<ul style="list-style-type: none"> <li>• Work this quarter focused on wrapping up the PHRE project. We continued the process of compiling in-kind timesheets from original PHRE consortium members as well as new members. We continue to evaluate data trends based on anonymous data from app users.</li> <li>• Minimum number of jobs retained based on survey data: 70 (as of Oct 7, 2021)</li> <li>• The PHRE mobile app officially launched via the Apple app store; 10 anonymous responses have been recorded between May 7, 2021 and October 7, 2021. Based on respondent data, these 10 organizations were from the following categories: <ul style="list-style-type: none"> <li>○ Restaurant and Beverage Services</li> <li>○ Fitness and Exercise Facilities</li> <li>○ Other</li> </ul> </li> <li>• Respondents represent more than 220 employees and indicate that 0 to 100% of employees (as many as 50 employees) are at risk of being impacted by COVID-19-related disruptions.</li> <li>• Notable trends indicate that 100% of respondents: <ul style="list-style-type: none"> <li>○ know how to protect themselves and others</li> <li>○ know how to recognize COVID-19 symptoms</li> <li>○ are aware of COVID-19 exposure risks in their community</li> <li>○ are tracking COVID-19 guidance specific for their business</li> </ul> </li> <li>• Conversely, fewer than half of the respondents are having members of their workforce complete hazard assessments.</li> </ul>

<i>Project Name:</i>	<b>New River Valley Business Continuity Team</b>
<i>Project Manager:</i>	Kevin Byrd
<i>Project Timeline:</i>	October 21, 2020 – April 20, 2022 (Phase II)
<i>GOVA Funding</i>	\$123,000 of \$250,000
<i>Match Funding</i>	\$0 of \$125,000
<i>Status:</i>	Met Q3 milestones.
<i>Q3 Progress</i>	<ul style="list-style-type: none"> <li>• 44 businesses sought out services from the BCT, directly impacting 2,054 jobs.</li> <li>• The BCT played a major role in assisting with businesses with their employees receiving the vaccination and community members as well. In total there were nine vaccination clinics and four vaccination education events. A total of 138 people were vaccinated either with their first or second dose.</li> <li>• 565 employers received information about the BCT services offered.</li> <li>• Moving forward into a different phase of the pandemic, the BCT decided it was time to educate employers on “how to make your business resilient beyond COVID-19” by providing workshops. In August there were two workshops that employers could take part in. Through a partnership with the Roanoke Regional Small Business Development Center, the BCT was able to provide a Crisis Communication workshop and Cybersecurity workshop to those who registered.</li> <li>• In September the BCT partnered with CowanPerry, PC to present to employers about the Department of Labor and Industry regulations that were updated. The BCT had a great response to that with 92 unique businesses and 133 participants served.</li> <li>• The Public Health School Liaison continues to work hard with the superintendents across the valley to ensure that protocol is being followed and all questions are being addressed and problems solved to the best of her ability. She is facilitating a weekly working group meeting between the superintendents, school nurses, VDH and the local health department to address local needs.</li> <li>• The services of the Public Health School Liaison assisted 107 calls from the schools across the valley this quarter. She was able to deliver 150 masks to schools and coordinated two N95 fit testing events at local schools.</li> <li>• 14 businesses received on-site consultations consisting of education, vaccination clinics, and N95 fit testing.</li> </ul>
<i>Q4 Plans</i>	<ul style="list-style-type: none"> <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 2020/2021. 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.

<b>Project Name</b>	<b>Close Date</b>	<b>Financial Report Status</b>
Capital Ecosystem	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
Roanoke SBDC	6/30/2020	Received and submitted to DHCD
CTE Study	8/31/2020	Received and submitted to DHCD
Stopping the Brain Drain	9/30/2020	Received and submitted to DHCD
Virginia Tech Covid-19 Testing Phase I	12/22/2020	Received and submitted to DHCD
Center for Energy Research and Education (CERE)	12/31/2020	Received and submitted to DHCD
New River Valley Business Continuity Team Phase I	1/31/2021	Received and submitted to DHCD
Increasing the Birth Rates of New High Growth Companies Phase II	4/16/2021	In process
Pivot & RAMP Up	6/30/2021	In process

**PROJECTS IN THE PROCESS OF CONTRACTING:**

Altavista Gas LYH Region

PICKS TM



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

**July 29, 2021, 3:00p.m.- 5:00p.m,**

**Roanoke Higher Education Center, Room 212, 108 N Jefferson St, Roanoke Virginia, 24016.**

Council members in attendance: Eddie Amos (Vice-chair), Michelle Austin, Nathaniel Bishop, Kenneth Craig, Beverly Dalton, Paul Denham, John Dooley, William Fralin, Pat Huber, Fourd Kemper, Marty Muscatello, Kim Payne, Ray Smoot (Chair), Luke Towles.

Council members attending remotely: Don Halliwill, John Putney.

Council members not in attendance: Amy Ankrum, John Capps, Janice Crawford, Sandy Davis, Michael Friedlander, Mike Hamlar, Vince Hatcher, Victor Iannello, Floyd Merryman, Debbie Petrine.

Staff in attendance: John Provo, Sarah Lyon-Hill, Zach Jackson, Ashley Posthumus, Rachel Jones, Cat Woodson.

Public in attendance: Aisha Johnson, Billy Gammel, Dean Rodgers, Deborah Flipppo, Jeremy Holmes, Marjette Upshur, Delegate Sam Rasoul, Pam Bailey, Angie Hall.

The meeting convened at 3:09p.m. and adjourned at 5:04p.m.

### ***Introductions***

Chairman Smoot welcomed Paul Denham, Michelle Austin, and Fourd Kemper as new members of the council. Delegate Sam Rasoul was recognized and spoke briefly to the council. Chairman Smoot expressed appreciation for his attendance at the meeting and the support provided by the General Assembly for the work of GO Virginia.

### ***Financial Report and Budget Overview***

John Provo provided council with a brief financial report. The council has a remaining balance of \$2,187,240 in per-capita funds. Kim Payne and John Dooley reported on their work with staff as requested at the spring council meeting regarding the support organization budget. The source of revenue for the support budget consists of a state allocation of \$250,000 in administrative support funds to region 2 staff. The support budget is funded by the up to 8% grant management fee to applicants in order to support administrative services to sub-grantees including technical assistance processing remittances, quarterly reporting, budget revisions, accounting, and other direct activities related to managing each project grant. John Dooley then stated the council contingency funds of \$84,000 aligns with other regions' fixed budgets. The up to 8% grant management fee was introduced as a state allowable expense for individual grants around 2 years ago. There is some level of discretion by support staff in negotiating what that fee may be based on work provided to individual grants. For the current fiscal year, council can anticipate around \$60,000 from this grant management fee that supports



implementation grants. Beverly Dalton requested clarification on the source of the variable budget. John Dooley responded by stating the up to 8% administrative fee comes directly from the amount awarded to the sub-grantee for an implementation grant. Chairman Smoot stated each sub-grantee is advised of the up to 8% grant management fee during the application process with support staff. Council then discussed policies regarding the use of council contingency funds. John Provo stated best practices recommended by the state is to reallocate any unused council contingency funds to available per-capita funds. William Fralin inquired on the process of deciding exactly how much is allocated to support staff from the up to 8% grant management fee and what that money is used for. John Provo stated the amount decided upon relates to how much work is involved with administrative services surrounding an implementation grant and the money is used for contracting, administrative support, and overall management of the grant.

### ***Quarterly Project Reporting***

John Provo began with a brief overview of projects listed as “yellow” in the quarterly report, meaning staff is monitoring progress made by sub-grantees as they experienced barriers to completing all milestones as of June 30, 2021. One project was listed as red, with a submission of a request for a second six-month no-cost extension.

### ***Central Virginia Training Center Redevelopment Plan***

The Central Virginia Training Center Redevelopment Plan is requesting more time to secure additional funding in order to complete the contracted scope of work. Council expressed the importance of this project for the Lynchburg region and disappointment that local governments have not agreed to fund the remaining amount needed to complete the project. John Provo stated he has worked with the sub-grantee to identify an additional funding source for the grant. William Fralin inquired on the ability of the council to allocate additional funding to this project. John Provo stated council can not fund the next stage of this project as it does not align with site development guidance released by the state. John Putney stated the Lynchburg Regional Business Alliance completed a congressional request that was favorably viewed but ultimately not supported. The organization is currently in the process of submitting a state appropriation but is unclear whether this funding source will be successful. Dean Rodgers, Amherst County Administrator, stated the local Planning District Commission has allocated \$150,000 from their reserves, Amherst County Economic Development Authority has allocated \$50,000, and the Amherst County Board of Supervisors contributed \$50,000. The Lynchburg Regional Business Alliance also hired HDR, a planning firm that has completed the study and is currently compiling the final plan to be released. The plan will entitle the county and the region to decide what happens to the property. Dean Rodgers continued by stating he held a planning session with the Marine Corps this week who are planning to utilize the facility as their urban warfare training site. Mr. Rodgers then expressed the importance of finalizing this plan in order to begin marketing the property. Chairman Smoot then inquired on why Amherst County, where the property is located, has not contributed the remaining funds needed. Dean Rodgers responded by stating the county has contributed \$100,000 to the project but has not contributed \$200,000 because the site is not owned by the county and believes it should be the state’s responsibility, as the county does not have the extra funds at this time. John Dooley



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suggested the council moves forward with a second six-month extension with the request that staff work with the sub-grantee in an attempt to find a pathway for this project to be realized. Beverly Dalton seconded this motion and expressed the importance of this project moving forward. William Fralin requested staff work with parties involved to bring forth a funding resolution to be considered at the upcoming October council meeting.

John Dooley motioned to approve the extension request, with a requirement for an update on project progress be provided at the upcoming October council meeting, and Beverly Dalton seconded. All were in favor and none opposed.

### ***Staff Presentations***

#### ***GO Virginia Program Evaluation***

Sarah Lyon-Hill provided the council with an update on GO Virginia Region 2 program evaluation. Thus far, GO Virginia Region 2 has funded 35 total projects, allocating \$6,346,980, and addressing all four target industry sectors mentioned in the Region 2 Growth and Diversification Plan. Since the first Region 2 grant was awarded in 2018, GO Virginia Region 2 projects have created as many as 486 high-wage jobs, enhanced the skill sets of 406 workers within the region, leveraged \$2.6 million, and has engaged 576 local companies. GO Virginia Region 2 has also created 65 new or expanded startups and 2 industry ready sites since program implementation.

#### ***Growth and Diversification Plan Update: Preliminary Findings and Workplan***

Region 2 staff provided the council with a Growth and Diversification Plan update, presenting preliminary findings and a workplan related to updating the region's targeted industry clusters. You can view this presentation [here](#).

### ***Council Business***

#### ***Minutes***

Council reviewed meeting minutes from the GO Virginia Region 2 Executive Committee Meeting held on April 22, 2021, as well as minutes from the meeting of the full council held on May 4, 2021. Chairman Smoot asked if there were any questions or corrections regarding the minutes; there were none.

Luke Towles motioned to approve the minutes and Beverly Dalton seconded. All were in favor and none opposed.

#### ***COIA Policy Updates***

Council reviewed revised conflict of interest policy updates released by the Department of Housing and Community Development (DHCD).

The meeting adjourned at 5:04p.m.