



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

GO Virginia Region 2

GO Virginia Region 2 Council

January 25, 2024, 1:00 p.m.-3:00 p.m.

Carilion Children's Tanglewood Center, Mill Mountain Conference Room, 4348 Electric Road, Roanoke, Virginia, 24018.

- Introductions (1:00-1:05)
- Financial Report (1:05-1:10)
- Region 2 Data and Project Pipeline (1:10-1:15)
- Project proposals (1:15-2:00)
 - "Career Pathway Development Initiatives for the Lynchburg Region" - Lynchburg Regional Business Alliance
 - "Data Analyst Training And Software Engineers Experience from Locality Data (DATA SEED)" - Virginia Tech Department of Business Information Technology
- Special Updates (2:00-2:45)
 - JLARC report and recommendations
 - TPI Update
 - Celebrate Success Events: Debrief and Marketing Update
- Council Business (2:45-3:00)
 - Council Membership
 - Quarterly project reporting
 - Minutes
- Packet Information Items
 - JLARC Report



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- JLARC Response Letter from Regional Councils
- Legislative Outreach Letter
- Benchmark Comparison: Unobligated Funds per Region

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 or Rachel Jones, rachelcj@vt.edu by 1/24 at 1:00p.m.

Region 2 Allocations

Updated 1/19/2024

FY 23 Per Capita Projects

FY 23 Allocation	\$1,527,228.00
Transfer from FY18	\$28,658.12
Transfer from FY21 Per Capita	\$506,000.00
Transfer from FY 21/22 Capacity Building	\$106,575.67
Project Returns	\$125,192.09
Transfer from FY22 Per Capita	\$90,203.00
Industry 4.0 for the ACE Workforce	-\$500,000.00
Expanding Welding Training Capacity & Jobs in the Roanoke Valley	-\$166,667.00
Lynchburg Beacon of Hope Career Acceleration Program	-\$540,000.00
Falling Branch Corporate Park Phase II Regional Site Development	-\$324,000.00
Strengthening Entrepreneur Impact- RAMP	-\$577,800.00
FY23 Remaining Balance Transfer to FY24	-\$275,389.88
FY23 Remaining Balance	\$0.00

FY24 Per Capita Projects

FY24 Allocation	\$1,520,102.00
FY23 Transfer	\$275,389.88
Project Returns	\$31,391.70
NRV Materials and Machinery Cluster Scale-up	-\$98,859.00
ACA Classical & CTE Academy Welding	-\$565,000.00
FY24 Remaining Balance	\$1,163,024.58

FY 23/24 Capacity Building (Support)

FY23 Allocation	\$250,000.00
FY24 Allocation	\$250,000.00
FY23 Drawdown	-\$166,058.00
FY24 Drawdown	-\$41,492.00
Current Balance	\$292,450.00

Applications Under Consideration (Per Capita)

DATA SEED	-\$99,998.48	<i>Planning</i>
Career Pathway Development Initiatives for the Lynchburg Region	-\$40,500.00	<i>Planning</i>
Developing IT & Cybersecurity Certification Pipeline (ITCCP)	-\$202,872.39	
Total:	-\$343,370.87	
Balance if All Approved:	\$819,653.71	

FY24 Planning Cap

FY24 Planning Cap	\$250,000.00
<i>Planning applications</i>	\$239,357.48
<i>Percentage of planning cap</i>	96%

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:	\$1,115,382.03	\$1,086,718.14	\$0.00	\$3,252,380.71	\$2,901,110.76	\$353,216.13			
Per Capita FY19 Projects:	\$1,197,486.00	\$1,058,036.14	\$0.00	\$1,732,722.00	\$1,597,744.44	\$202,637.60			
Per Capita FY20 Projects:	\$1,782,567.00	\$1,622,794.44	\$159,772.56	\$1,272,290.00	\$1,166,737.06	\$141,145.26	\$27,140.00	\$27,140.00	\$0.00
ERR FY20 Projects:	\$1,110,700.00	\$1,109,141.94	\$1,558.06	\$566,610.00	\$570,743.57	\$0.00	\$23,598.00	\$23,598.00	\$0.00
Per Capita FY21 Projects:	\$844,157.00	\$510,302.40	\$333,854.60	\$695,042.00	\$551,910.11	\$143,131.89	\$25,367.00	\$8,822.35	\$16,544.65
Per Capita FY22 Projects:	\$1,442,743.00	\$590,529.14	\$852,213.86	\$999,800.00	\$388,279.09	\$611,522.00	\$106,786.00	\$41,963.30	\$64,822.70
Per Capita FY23 Projects:	\$2,207,326.00	\$107,620.79	\$2,099,705.21	\$5,679,594.77	\$104,463.05	\$5,575,131.72	\$156,182.00	\$7,971.38	\$148,210.62
Per Capita FY24 Projects:	\$565,000.00	\$0.00	\$565,000.00	\$538,335.85	\$0.00	\$0.00	\$40,000.00	\$0.00	\$40,000.00
TOTAL:	\$10,265,361.03	\$6,085,142.99	\$4,012,104.29	\$14,736,775.33	\$7,280,988.08	\$7,026,784.60	\$182,891.00	\$101,523.65	\$81,367.35

Project Name	Project Type & FY	Start Date	End Date	GOVA Funding Approved	GOVA Drawn Down to date	GOVA Funds Remaining	Match Funding	Match Reported to Date	Match Funds Remaining	Notes
Project Eagle+	Per Capita (FY21)	12/15/2021	12/14/2023	\$599,437.00	\$315,443.45	\$283,993.55	\$503,687.00	\$385,617.60	\$118,069.40	
Regional Talent Strategy Implementation	Per Capita (FY22)	6/1/2022	5/31/2024	\$315,911.00	\$144,864.00	\$171,047.00	\$189,354.00	\$82,284.01	\$107,069.99	
Workforce & Entrepreneurship in a Reg. Makerspace (Vector Space)	Per Capita (FY22)	6/14/2022	6/30/2024	\$324,000.00	\$195,866.24	\$128,133.76	\$162,100.00	\$118,428.58	\$43,671.42	
CS/ Root	Per Capital (FY22)	10/1/2022	9/30/2024	\$175,000.00	\$41,736.63	\$133,263.37	\$175,000.00	\$46,183.16	\$128,816.84	
Airport Commerce Park Regional Development	Per Capita (FY22)	5/1/2023	5/1/2024	\$190,000.00	\$98,118.00	\$91,882.00	\$95,000.00	\$49,100.00	\$45,900.00	
Center for Entrepreneurship	Per Capita (FY22)	3/14/2023	3/14/2025	\$240,192.00	\$12,204.28	\$227,987.72	\$120,096.00	\$6,632.25	\$113,463.75	
Bedford Metal Workforce Training Center	Per Capita (FY22)	8/1/2023	8/1/2024	\$99,900.00	\$0.00	\$99,900.00	\$201,000.00	\$0.00	\$201,000.00	
Expanding Welding BTEC	Per Capita (FY23)	12/13/2022	12/12/2024	\$166,667.00	\$32,879.52	\$133,787.48	\$99,666.77	\$17,880.11	\$81,786.66	
Industry 4.0 for the ACE Workforce	Per Capita (FY23)	3/1/2023	2/28/2025	\$500,000.00	\$48,245.34	\$451,754.66	\$251,300.00	\$57,628.04	\$193,671.96	
Lynchburg Beacon of Hope Career Acceleration Program	Per Capita (FY23)	8/1/2023	8/1/2025	\$540,000.00	\$26,495.93	\$513,504.07	\$270,000.00	\$28,954.90	\$241,045.10	
Falling Branch Corporate Park Regional Site Development	Per Capita (FY23)	7/1/2023	7/1/2025	\$324,000.00	\$0.00	\$324,000.00	\$4,585,000.00	\$0.00	\$4,585,000.00	
Strengthening Entrepreneurs' Impact	Per Capita (FY23)	12/1/2023	12/1/2025	\$577,800.00	\$0.00	\$577,800.00	\$288,900.00	\$0.00	\$288,900.00	
NRV Materials and Machinery Cluster Scale-up	Per Capita (FY23)			\$98,859.00	\$0.00	\$98,859.00	\$102,528.00	\$0.00	\$102,528.00	Contracting in process
ACA Classical & CTE Academy Welding	Per Capita (FY24)			\$565,000.00	\$0.00	\$565,000.00	\$538,335.85	\$0.00	\$538,335.85	Contracting in process

Planning Application

Career Pathway Development Initiatives for the Lynchburg Region

Applicant: Lynchburg Regional Business Alliance

Participating Localities: Town of Amherst, Town of Appomattox, Amherst County, Bedford County, Campbell County, and the City of Lynchburg.

Investment Strategy: Talent Development, Attraction and Retention

Targeted Industries: Materials & Machinery Manufacturing

Type of Project: ECB/Planning

Project Goal(s):

Pilot the Educator Workforce Academy and secure firms to create an online workforce resource hub, in support of materials and matching target sector and nuclear energy workforce pathways within that sector.

Project Description:

As part of their 5-year strategic plan, the Regional Workforce Roadmap, the Lynchburg Regional Business Alliance is developing programs to enhance career pathways for in-demand careers in the Lynchburg Region thus building a stronger talent pipeline for employers within manufacturing. The Educator Workforce Academy will (1) strengthen the pipeline from K-12 to higher education to career by prompting educators to evaluate their school's career exploration process, (2) Increase the number of degree completions and instances of skillset development by giving educators the tools to effectively introduce their students to target industry clusters, and (3) enhance employer engagement activities by connecting employers to educators through on-site tours and presentations. The workforce website will (4) improve knowledge and promotion of complementary workforce and training by establishing a regional, streamlined workforce development process for both the K-12 school system and employers seeking to upskill their current workforce or individuals aspiring to acquire an in-demand skillset.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$40,500
Matching Funds	\$37,500 (with Match Waiver requested for \$3,000)
Local Match	\$ 18,750
Additional Leverage	-
Total Project Budget	\$81,000

Products:

- The Educator Workforce Academy (pilot)
- Online Workforce Resource Hub
- Materials & Machining Workforce Strategy with career pathways within that sector related to Nuclear Technology & Energy Workforce

Application review:

Application reviewed by Quina Weber-Shirk and Scott Tate, Region 2 Support Organization; Jacob Wright Region 2 Council; Julie Brown, Vice President of Advanced Learning IALR (subject matter reviewer)

Requirements	
\$1:1 Match Requirement	NO - Match Waiver requested
Traded Sector	YES
High-wage Job Creation Potential	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable after GOVA Funds	YES

Selected Feedback Questions or Items of Note:

- Offers opportunity for the region’s leaders and stakeholders to collaborate and develop a roadmap for talent development aligned to strategic sectors. Assessment/gap analysis for nuclear and energy programs and k12/postsecondary curriculum will also inform future talent development efforts and can be used to develop strategies to address career exposure and CTE offerings, aligned to industry needs.
- Intentional collaboration and leveraging of existing career development work, through partnering with Beacon of Hope to expand their Future Centers and the Talent Accelerator Tool, and CVCC to expand and integrate with CVCC Career Coaches and CTE Academy.
- Strong buy-in and engagement from localities – especially strong commitments and engagement in Bedford and Campbell to engage both local government and public-school systems from the beginning of the pilot.
- The Educator Workforce Academy replicates a well-tested model from West Alabama Works. LRBA has a long history of working with and learning from West Alabama Works, starting with the World of Work Career Expo.
- The Educator Workforce Academy appears to be designed to intentionally connect K12 to industry. This is a best practice strategy and, as a pilot program, should inform an implementation strategy to expand the effort and integrate learning into K12 classrooms.
- Key Question for implementation will be teacher buy-in: Are teachers going to want to be a part of this or are they going to think it’s just extra work for them? Are there ways to tie this to specific SOL requirements or learning goals? Would this be whole school implementation or just for those in the manufacturing pathway?
- Strategy to develop an online hub sounds promising, providing a one-stop for resources.
- Letters of Support (LOS): might be helpful to secure additional letters from participating K12 Divisions (one submitted by Campbell County).
- Budget is reasonable based on proposed activities. Costs for continued website development, hosting and maintenance/updates will need to be addressed as part of the planning process.
- Strong letters of support from partners (such as Beacon of Hope, CVCC, CVWDB) and employers (Southern Air, Centra), who are willing to partner for tours, statements of demonstrated need for in-demand occupations. Additional K-12 and employer letters of support would strengthen this application.

Planning Application

Data Analyst Training And Software Engineers Experience from Locality Data (DATA SEED)

Applicant: Virginia Tech Department of Business Information Technology

Participating Localities: Giles County, Pulaski County

Investment Strategy: Talent Development, Attraction and Retention

Targeted Industries: IT & Emerging Technology

Type of Project: ECB/Planning

Project Goal(s): Enhance data analytics and software development capabilities in Region 2, growing the future talent pool, through connecting college students with experiential learning opportunities in local government and private sector mentor relationships.

Project Description: The program will focus on providing experiential learning opportunities to college students in data analytics and software development with program and technical management provided by Virginia Tech's Department of Business Information Technology in the Pamplin College of Business supported by ITA International and mentoring of students provided by ITA and other companies in the Information and Emerging Technology cluster.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$100,000
Matching Funds	\$100,000
Local Match	\$40,000
Additional Leverage	-
Total Project Budget	\$200,000

Products:

- 6 college student internships and mentor-mentee relationships
- Pilot model and toolkit for program replication

Application review:

Application reviewed by Region 1 Staff member Robyn Lee; Kimball Payne (Region 2 Council); and Uma Marques, Director, VA Smart Community Test Bed (subject matter reviewer)

Requirements	
\$1:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES

Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable after GOVA Funds	UNCERTAIN, APPLICANT ASKED to ADDRESS

Selected Feedback Questions or Items of Note:

- Potentially useful and innovative project that could help local governments better handle and use data to enhance effectiveness and services while providing hands-on experience in data analytics to college students and connecting students with IT private and public sector employers.
- Potential to replicate in other parts of Region 2 and other GO Virginia regions. Real engagement with local government and good local match from counties. Applicant asked to add “playbook” for pilot model as an outcome.
- Private sector support is a strength with the internship commitments from local companies. The companies provide the internships, but they will be working specifically on the county project. Applicant asked to address the question of private sector “buy-in” to costs of internships, how these costs would be sustained if the model is more fully implemented.
- With only 6 student-interns, the impact to target sector may not be substantive in planning project, but if model is successful, then could be more substantive impact if scaled up/replicated.
- The individualized mentors described here seem very central to success and potentially impactful. Applicant asked to describe in more detail the process of identifying, recruiting training, coordinating and supporting mentors and the mentor-mentee relationship.
- Unclear to what extent has applicant worked through specific data questions with the participating localities (eg. Data sensitivity concerns such as law enforcement sensitive data; data restrictions, etc; who owns the data; how it can be used, etc.)
- Once this initial work is completed, how will the data continue to be updated to remain relevant? Seems like this will be part of the delivered plan, but curious as to how often this data will need to be gathered and if the counties will plan to hire a position specifically for this.

Per Capita Application – Revised Re-submission

Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP)

Applicant: Radford University Division of Economic Development and Corporate Education

Participating Localities: Montgomery County (in-kind match), Pulaski County (in-kind match), Radford City (in-kind match)

Investment Strategy: Talent Development, Attraction and Retention

Targeted Industries: Information Technology and Emerging Tech (primary), Transportation and Autonomy Cluster (secondary), Life Sciences & Healthcare (secondary), and Materials and Machinery Cluster (secondary)

Type of Project: Per Capita Implementation

Project Goal(s): Increase the number of professionals with IT and cybersecurity certifications that will support the growth of critical in-demand higher wage occupations in Region 2's IT & Emerging Tech cluster as well as other priority clusters that utilize similar talent.

Project Description: The project will 1) enhance coordination and communication among higher education partners (Radford University, Virginia Tech, New River Community College) and regional employers to align certification pipeline with cluster needs; 2) develop a pipeline of talent from partnering institutions with IT and cybersecurity certifications through on-campus outreach; and 3) connect regional employers to the pipeline of credentialed professionals to fill in-demand occupations as well as educating them on the benefits of upskilling incumbent workers through certifications. The project will also establish a Pearson VUE testing center at the Hub at Radford to make certification testing for IT and cybersecurity certifications more accessible to students and incumbent workers in the New River Valley. GO Virginia funds will be used for salaries and fringe benefits for Radford University staff for work related to this project, travel time for staff, testing center setup and equipment, software subscriptions, outreach costs for events organized and hosted for project activities, program promotional materials, office supplies, indirect costs, and the GO Virginia support organization administrative fee.

Project Budget:

***Applicant has requested a match waiver to reduce both the total match (to 2:1) and local match (to amount committed).**

Type of Funds	Totals
GO Virginia Request	\$202,872.39
Matching Funds	\$116,863.00
Local Match	\$15,363 (13%)
Additional Leverage	-
Total Project Budget	\$319,735.39

Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP)

Products:

- Establish a Pearson VUE testing center at Radford University

Outcomes:

- **104 Credentials awarded** (including but not limited to CompTIA, Cisco, AWS, Microsoft, and Lynix)
- **10 Businesses Served** (receiving an intern, new hire, or enrollment of an incumbent working in a training course)

Application review:

Application reviewed by Greg Feldmann, Region 2 Council Member; Quina Weber-Shirk, Region 2 support staff; Dr. Phillip Huff, University of Arkansas Little Rock

Requirements	
\$1:1 Match Requirement	NO – total match reduction to 2:1 requested
Traded Sector	YES
High-wage Job Creation Potential	YES
3-year ROI (positive)	YES (44%)
5-year ROI (positive)	YES (260%)
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable after GOVA Funds	YES

Selected Feedback Questions or Items of Note:

- This is simply an update as this application was previously approved by Council, but state staff advised that we work with applicant on revisions for this round of state board review.
- Applicant has provided revised materials to better describe outcomes, clarify ROI calculations and other areas.
- State staff and review emphasized questions as to the need for these certifications. Applicant has responded, in part with this language: ““The 2023 State of Tech Talent Report underscores the importance that employers place on certifications to screen job applicants. The report found that 73% of industry respondents indicated that professional certifications helped them verify skills to find the right candidate for their job openings. ITCCP partnering higher education institutions (Radford University, Virginia Tech, and New River Community College) currently offer 17 courses that align with professional IT and cybersecurity certifications through CompTIA, Cisco, AWS, Microsoft, and Linux. During Q4 2023, there were over 2,900 job postings in Region 2 requiring these certifications. Unfortunately, few students completing the courses go on to become certified because the certification exam isn’t a course requirement, there is no local testing center in the New River Valley, and many students believe their two- or four-year degree is sufficient. This creates a missed opportunity for Region 2 as these certifications are in high demand among regional employers.”

- Applicant is also providing additional letters from local employers to document this demand.



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Region 2 Data and Project Pipeline

Region 2 Talent Outcomes



Report Status	Project Name	# Businesses Served	# Credentials Awarded	# Existing Jobs Retained	# Jobs Created/ Filled	# New Internships Created	# New Programs/ Credentials Implemented	# Students Enrolled in Dual Enrollment	# Students Trained	# Upskilled Employees
Total		336	1,088	14	287.5	497	7	734	2,872	263
Closed	AMPL	12	352	14	70	5	7	-	-	46
	Developing a Destination for Talent	52	-	-	150	319	-	-	-	-
	Drone Zone	4	-	-	2.5	-	-	17	7	-
	Ignite	6	-	-	-	12	-	-	-	-
	Industry 4.0	22	-	-	-	-	-	-	-	-
	Talent Collaborative	47	137	-	-	-	-	-	-	128
Active	Elite	17	-	-	17	62	-	-	-	-
	CTC	4	129	-	-	10	-	130	168	-
	CVCC CTE Academy	123	466	-	-	-	-	587	2,655	-
	Lynchburg Career Accelerator	30	4	-	6	89	-	-	-	-
	Regional Talent Strategy	19	-	-	42	-	-	-	42	89

20 total talent projects have been funded.

Talent Projects:

- Additive Manufacturing Partnership Lab (AMPL), *Liberty University*
- Bedford Metal Workforce Retention Center, *Town of Bedford Economic Development Authority*
- Blockchain Ecosystem Catalyst, *VT Computer Science*
- Building a Regional Health Sciences Talent Pipeline, *Carilion Clinic*
- Classrooms to Careers, *Montgomery County Public Schools*
- CVCC CTE Academy, *Central Virginia Community College*
- Developing a Destination for Talent, *Virginia Tech*
- Enhancing the Region through New Technology for Unmanned Systems, *Mountain Gateway Community College*
- Expanding Welding Training Capacity & Jobs in the Roanoke Valley, *Botetourt County Economic Development*
- Experiential Learning in Tech Employment (ELITE) Internship Program, *Verge Alliance*

- Future Centers Expansion, *Lynchburg Beacon of Hope*
- Future Workforce for Industry 4.0, *VT College of Engineering*
- GO Virginia Region 2 Talent Collaborative, *Virginia Career Works - Central Region*
- Ignite, *United Way of Southwest Virginia*
- Industry 4.0 for Automated-Connected-Electrified (ACE) Workforce, *VT College of Engineering*
- Lynchburg Career Acceleration Program, *Lynchburg Beacon of Hope*
- Regional Talent Strategy Implementation, *Greater Roanoke Workforce Development Board*
- Stopping the Brain Drain, *Roanoke Regional Partnership*

Region 2 Entrepreneurship Outcomes



Report Status	Project Name	# Businesses Served and Entrepreneurs Engaged	# Jobs Created/ Filled	# Mentors Engaged	# New Businesses Created	# New Products Completed/ Released to Production	Revenues Increased from Export-Sales	Total Capital Raised
Total		815	85.5	134	34	30	\$4.65M	\$2.76M
Closed	Pivot & Ramp Up	10	-	14	-	-	-	-
	RAMP	76	-	62	2	25	\$4.65M	-
	SBDC	100	24	-	18	-	-	\$2.76M
	TAF 2.0	20	-	13	-	-	-	-
	TAF Birth Rate	22	54.5	30	7	5	-	-
Active	Center of Entrepreneurship	-	-	-	-	-	-	-
	CS/root	525	-	15	3	-	-	-
	Vector Space	62	7	-	4	-	-	-

12 total entrepreneurship projects have been funded.

Entrepreneurship Projects:

- Capital Ecosystem Development , *Valleys Innovation Council*
- Center of Entrepreneurship, *Lynchburg Regional Business Alliance*
- CS/root, *VT Computer Science*
- Increasing the Birth Rates of New High Growth Companies for Region 2 (TAF Birth Rate), *The Advancement Foundation*
- Increasing the Birth Rates of New High Growth Companies Phase II (TAF 2.0), *The Advancement Foundation*
- Pivot & RAMP Up, *Verge Alliance/Roanoke-Blacksburg Technology Council*
- Regional Accelerator and Mentoring Program (RAMP), *Verge Alliance/Roanoke-Blacksburg Technology Council*
- Regional Career & Technical Education Study, *Western Virginia Workforce Development Board*
- Regional Entrepreneurship Initiative (ECB VIC-REI), *Valleys Innovation Council/Verge Alliance*
- Roanoke Small Business Development Center (SBDC), *Roanoke Regional SBDC*
- Strengthening Entrepreneurs' Impact, *Verge Alliance*
- Workforce and Entrepreneurship Initiatives in a Regional Makerspace, *Vector Space*

Region 2 Site Development Outcomes



Report Status	Project Name	# Acres Advanced to Higher Tier per Virginia Business Ready Sites Program (VBRSP)	# Acres Impacted/ Developed	# Businesses Attracted	# Linear Feet of Water Infrastructure	# Linear Feet of Sewer Infrastructure
Total		-	110	1	375	1150
Closed	Wood Haven	-	110	1	375	1150

10 total site development projects have been funded.

Site Development Projects:

- Airport Commerce Park, *City of Lynchburg, Campbell County*
- Amherst LYH Regional Site Readiness, *Lynchburg Regional Business Alliance*
- Center for Energy Research and Education (CERE) Industry Labs, *Liberty University*
- Central Virginia Training Center Redevelopment, *Lynchburg Regional Business Alliance*
- Falling Branch Corporate Park Regional Site Development, *Montgomery County*
- Flexible Laboratory Space Assessment, *VT Corporate Research Center*

- Lynchburg Due Diligence Study, *Lynchburg Regional Business Alliance*
- Lynchburg Site Readiness, *Lynchburg Regional Business Alliance*
- Project Eagle+ (Flexible Lab Space Implementation), *VT Corporate Research Center*
- Wood Haven Infrastructure Enhancement, *Roanoke Regional Partnership*

Data collected from all quarterly and closeout reports through Oct 2023.

Project Pipeline:

Proposal Title/ Focus	Applicant Organization	Grant Type	G&D Strategy	Industry Cluster
Randolph College STEM Leaders	Randolph College	Implementation	Talent	Materials & Machinery Manufacturing
Clean Tech for Advanced Manufacturing	Verge	Implementation	Cluster Scale Up	Transportation Manufacturing & Autonomy, IT & Emerging Tech
BioTalent Development Initiative	Blue Ridge Partnership for Health Science Careers	Implementation	Talent	Lifesciences & Biotechnology
Makerspace in Roanoke	Hacksburg	Implementation	Entrepreneurship	IT & Emerging Tech, Materials & Machinery Manufacturing
Plan for LYH Regional NITCH (Nuclear Industry Technology Commercialization Hub)	LRBA	Planning	Cluster Scale up	Materials & Machinery Manufacturing
Manufacturing Training Gap - Roanoke	Roanoke Valley- Alleghany Regional Commission	Planning	Cluster Scale-up, Talent	Materials & Machinery Manufacturing, Transportation & Autonomy Manufacturing
Goodwill Adult High School & Credentialing	Goodwill of the Valleys	Implementation/ State Competitive	Talent	Materials & Machinery Manufacturing, Transportation & Autonomy Manufacturing, Lifesciences & Biotechnology
Dock to Door	VTTI	Implementation or State Competitive	Talent/ Cluster Scale-up	Transportation Manufacturing & Autonomy
Biotech Commercialization	Verge	Implementation/ State Competitive	Entrepreneurship/ Cluster Scale-up	Lifesciences & Biotech

Project Proposals

Career Pathway Development Initiatives for the Lynchburg Region

Type of Project: planning

Applicant: Lynchburg Regional Business Alliance

Localities covered: Town of Amherst, Town of Appomattox, Amherst County, Bedford County, Campbell County, and the City of Lynchburg

Target Industry Cluster(s): Materials & Machinery

Investment Strategy: Talent Development, Cluster Scale-up

Goal: Pilot the Educator Workforce Academy and secure firms to create an online workforce resource hub and nuclear energy workforce strategy.

Products:

- The Educator Workforce Academy (pilot)
- Online Workforce Resource Hub
- Nuclear Technology & Energy Workforce Strategy

Total GOVA
Request:
\$37,500

Total Match:
\$37,500
Local Match:
\$18,750 (50%)

Total
Budget:
\$75,000

Data Analyst Training And Software Engineers Experience from Locality Data (DATA SEED)

Type of Project: planning

Applicant: Virginia Tech Department of Business Information Technology

Localities covered: Counties of Giles and Pulaski

Target Industry Cluster(s): IT & Emerging Tech

Investment Strategy: Talent Development, Cluster Scale-up

Goal: Provide experiential learning opportunities to students in data analytics and software development. Program and technical management provided by Virginia Tech's Department of Business Information Technology in the Pamplin College of Business supported by ITA International. Students will be mentored by Cowden Technologies, Automation Creations Inc., and ITA International.

Products:

- Six students with two semesters of real-world data analytics and software development experience and close connections with local businesses.
- A plan for enhancing and expanding the pilot project.
- A tool for the counties to use for analysis of data (in the first case 911 call data).

Total GOVA
Request:
\$99,998.48

Total Match:
\$100,000
Local Match:
\$40,000 (40%)

Total
Budget:
\$199,998.48

Developing IT & Cybersecurity Certification Pipeline

Type of Project: Per capita implementation

Applicant: Radford University Division of Economic Development & Corporate Education

Localities covered: Montgomery County, Pulaski County, and Radford City.

Target Industry Cluster(s): IT & Emerging Tech (primary),
*Transportation & Autonomy(secondary), Life Sciences & Biotechnology(secondary),
Materials & Machinery (secondary)*

Investment Strategy: Talent Development

Goal: Increase the number of professionals with IT and cybersecurity certifications that will support the growth of critical in-demand higher wage occupations in Region 2's IT & Emerging Tech cluster as well as other priority clusters that utilize similar talent.

Products:

- enhance coordination and communication among Radford University, Virginia Tech, New River Community College and regional employers to align certification pipeline with cluster needs
- establish a Pearson VUE testing center at the Hub at Radford

Outcomes:

- 104 Credentials awarded
- 10 Businesses Served

Total GOVA
Request:
\$202,872

Total Match:
\$116,863
Local Match:
\$15,363 (13%)

Total
Budget:
\$319,735.39

Special Updates

JLARC Report on GO Virginia

- ▶ Summary of Results: 16 Recommendations and 2 Policy Considerations
- ▶ Recommendations fall into 3 categories:
 - Creation of a clearer and more accurate outcomes reporting process
 - Make programmatic eligibility changes, including better definitions of traded sector industry activities as well as the consideration of healthcare as a fundable project time
 - Create flexibility for Regions to access the Fund, including flexibilities in the Competitive Fund and lowering match requirements
- ▶ Takeaways:
 - All of the recommendations are clearly actionable
 - Many of the recommendations were already underway prior to the report being written
 - DHCD staff and the state board are developing a plan of action to implement the JLARC recommendations

Region 2 Talent Pathways Initiative Update

► Q4 2023 Milestones

- Kick-off meeting for Implementation Partners held November 27
- Hired TPI Project Coordinator - start date January 10
- Establish industry coalition members for the Life Science & Biotechnology industry cluster, building on the BRHPSC Talent Pathways task force
- Inventory of Region 2 employers is in progress, and will be complete by end of Q1 2024.

Celebrate Success Events

Roanoke



On December 13, GO Virginia Region 2 held a Celebrate Success event at the RAMP Regional Accelerator in Roanoke.

Blacksburg



On December 18, GO Virginia Region 2 held a Celebrate Success event at COgro Labs in Blacksburg.

Lynchburg



On January 4, GO Virginia Region 2 held a Celebrate Success event at Vector Space in Lynchburg.

GO Virginia Region 2 Quarterly Report

Period: October-December 2023

Total Projects Funded	Total Funds Allocated	Jobs Created to Date	Matching Funds Allocated
47 (33 Projects Completed)	\$10,265,361	760	\$14,736,775

Area One: Talent development, attraction, and retention

Talent: Aggregated Metrics (from beginning of project – present)									
Status	Project Title (grey indicates closed project)	Metrics							
		Internships completed	Businesses served	New jobs created	Jobs retained	Students trained	Upskilled employees	Credentials awarded	Dual enrollment
	Project Eagle + - also see entrepreneurship metrics	N/A	6	5	-	N/A	-	N/A	N/A
	Regional Talent Strategy Implementation	N/A	19	52	-	60	92	-	N/A
	Workforce & Entrepreneurship Initiatives in a Regional Makerspace – also see entrepreneurship metrics	N/A	62	8	-	102	-	N/A	N/A
	Expanding Welding Training Capacity & Jobs in the Roanoke Valley	N/A	-	-	-	-	-	-	N/A

GO Virginia Region 2 Quarterly Report



Period: October-December 2023

Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce	N/A	-	-	-	-	N/A	N/A	N/A
Lynchburg Career Accelerator	90	40	6	-	-	-	6	N/A
ELITE Internship Program	62	17	17	-	-	-	-	-
CVCC-CTE Academy	-	123	-	-	2,655	-	466	587
Classrooms to Careers	10	4	-	-	168	-	129	130
Blockchain Ecosystem Catalyst	-	85	4	-	365	-	46	-
AMPL (also in sites)	-	34	75	-	500	-	-	-
Developing a Destination for Talent	217	52	150	-	217	-	-	-
Ignite Internship Expansion (ECB)	12	6	-	-	12	-	-	-
Drone Zone	7	4	2.5	0	7	0	0	17
Talent Collaborative	-	45	-	-	-	141	-	-
CERE	N/A	78	98	-	-	-	-	-
Current Project Totals	398	575	417.5		4,086	233	645	734



GO Virginia Region 2 Quarterly Report

Period: October-December 2023

ECB Progress Notes:

-  **Bedford Metal Workforce Retention Center:** Completed draft RFP framework for future procurement process. Project did not meet Q4 milestones due to a delay in closing on the Winoa property. Project activity has paused until the town closes on the property. Anticipating a revised closing date. Project received no-cost extension through June 30, 2025. Staff is monitoring.
-  **Region 2 Talent Pathways Initiative:** Kick-off meeting with implementation partners held on November 27, 2023. New TPI Program Coordinator will start on January 10, 2024. Industry coalition members established for the Life Sciences & Biotechnology industry cluster, and kick-off meeting for industry coalition members may happen ahead of schedule in Q1 2024. Inventory of Transportation Manufacturing & Autonomy companies for the region is expected to be completed in Q1 2024.

Implementation Progress Notes:

-  **Project Eagle +:** Lawrence Perry & Associates completed a building assessment that consisted of the existing building information, existing site conditions, existing building envelope, and existing interior conditions. J&J Innovation announced at the QuickFire Challenge event held in Washington, D.C. on October 25, 2023 the following three awardees: QurCan Therapeutics, Bacchus Therapeutics, and Luminary Therapeutics. Year 2 cohort includes Achemol, Tiny Cargo, and Qentoros. Two more companies are under evaluation for inclusion. 2.715M in capital raised (Qentoros received a VIPC grant for \$75K and a NIH STTR Phase 1 for \$600K; The Tiny Cargo Company has raised \$950K in investor funding and received a \$1.09M in grant funding). 5 jobs created/filled with a minimum of 4 incoming in Q1 of 2024. 2 additional companies served with 3 incoming in Q1 of 2024. Marketing brochure has been created. There is a link incorporated into the VTCRC website that provides detailed information on the flexible lab spaces: [Wet & Dry Labs | Virginia Tech Corporate Research Center \(vtcrc.com\)](#). Project has entered closeout phase.
-  **Expanding Welding Training Capacity & Jobs in the Roanoke Valley:** Project did not meet Q4 milestones due to a delay in installation of equipment. Bids received, approved, and remaining equipment scheduled for installation over Spring Break during the last week of March 2024. This includes installation of interior gas work. Installation of electrical infrastructure has hindered progress. However, that barrier has been overcome. High school welding enrollment will be on an annual, not semester, basis, and Fall 2024 enrollment is currently up to 104 students before enrollment of Craig County students. Projection is 120 students registered for welding classes in the 2024-25 school year, which should represent a net increase of 20-30 students. Staff is monitoring.

GO Virginia Region 2 Quarterly Report

Period: October-December 2023

Industry 4.0 for the Automated- Connected- Electrified (ACE) Workforce: The Project Technical Advisory convened multiple times this quarter. The online resource portal was updated to include additional information about the Modules, registration links, PTAC members, and other resources. A “question and answer” networking session was held on December 8, 2023 to network with existing partners and strengthen relationships and introduce the team to new partners. During the session, an overview of the project goals was provided, as well as more information on Industry 4.0 and an overview of the modules. The PTAC was also introduced and their role was explained. Members of the project team also attended two “GO Virginia Region 2 Celebrate Success” events (on December 13, 2023 and January 4, 2024) to network with others in the region and discuss future partnerships. Industry and academic partners continue to express concerns over the dates of Module 1 being so close to the holidays. Additional suggestion that Module 1 should be offered more than once and located throughout the region to better accommodate small business and encourage representatives from all localities to participate. Therefore Module 1 was rescheduled for the Roanoke Higher Education Center (January 2024), Central Virginia Community College in Lynchburg (February 2024), and the New River Valley (March 2024). The PTAC continues to direct the project activities and schedule. This is an important component of the success of the project, as many industries and academics in the community have partnered. This quarter 19 new partners were welcomed into the project because of the strong relationships with the PTAC. [6 Workforce, 12 Business, 1 Economic Development].

Regional Talent Strategy Implementation: Work on the first-annual Talent Summit continues in partnership with Roanoke College, Roanoke Regional Partnership, Roanoke Blacksburg Technology Council, and other key stakeholders, including all the higher education institutions within GO Virginia Region 2. A final date has been set for this event, March 7, 2024. Work continued in partnership with the Roanoke Regional Partnership on the regional web-based talent portal which is on track to be completed during Q1 of 2024. The layout and design of the website has been finalized and the work continues finalizing content and pages within the website, including the links to other workforce and economic development partners. The GRWDB and RRP look forward to presenting this final product to the GO Virginia Region 2 Council at one of their future dates after March 2024. During Q4, the implementation of a *Tech Camp* took place which targeted out-of-school youth ages 18-24 with a barrier to employment and paid them for participation in the internship/work-based learning program. This camp was in partnership with the Roanoke Blacksburg Technology Council, Strokes of Genius, and the Blacks in Technology Council. 8 youth and young adults participated in a week-long program that had them build their own Raspberry Pi computer, hear from business and industry that provided jobs in technology (but not necessarily within the IT industry), exposed them to the community college (Virginia Western Community College) and introduced training and career pathway programs in Mechatronics, Information Technology, and Business, and helped students with mock interviews, resume development, and workplace readiness. The students were also given access to Metrix Learning, which is an online platform that provides hard skills training in an accessible format.

GO Virginia Region 2 Quarterly Report

Period: October-December 2023

Each participant completed coursework related to the boot camp and was able to gain relevant skills. Several students are now being considered for formal internships and job placement through several participating companies and others are working with Career Coaches on staff to develop their next step on the career pathway.

Area Two: Collaborative Sites and Infrastructure



Collaborative Sites and Infrastructure Implementation Projects: Aggregated Metrics							
Status	Project	Metrics					
		Acres advanced	Increased locality engagement	Prospects	Businesses attracted	Linear feet of sewer/water/gas	Acres developed
	Airport Commerce Park	-	-	N/A	N/A	N/A	-
	Falling Branch Corporate Park	-	-	N/A	N/A	-	-
	Amherst Site Readiness	N/A	-	N/A	N/A	N/A	N/A
	AMPL- see talent metrics	N/A	Yes	Yes	4	N/A	N/A
	CERE – see talent metrics						
	Woodhaven	110	Yes	20	0	1150/375/0	110

GO Virginia Region 2 Quarterly Report

Period: October-December 2023

	Lynchburg Due Diligence	6 sites	Yes				
	Totals	Unknown	Yes	20+	4	Unknown	110+

Implementation Progress Notes:

- 
Airport Commerce Park: Phase I environmental site assessment, cultural resources review, and review of threatened and endangered species are all complete. Preliminary geotechnical exploration and report completed. Waters of the US delineation and determination completed. Boundary and topographic survey completed. Traffic impact analysis and preliminary engineering report in progress with expected completion date of 1/31/2024.
- 
Falling Branch Corporate Park: Montgomery County contracted with H&P to revise the grading plans and stormwater management for FBCP Phase II Site 2. The revised plans were submitted to the Town of Christiansburg on September 21, 2023 and resubmitted on December 18, 2023. The Department of Environmental Quality (DEQ) issued new stormwater regulations in June 2023. As a result, the Town of Christiansburg required a complete stormwater pond redesign. This required a 2nd and 3rd resubmittal.

Area Three: Entrepreneurship and Business Development


Entrepreneurship: Aggregated Metrics from Implementation Projects							
Status	Project Name	Metrics					
		Jobs created	Existing businesses expanded	New businesses created	Businesses served	Entrepreneurs engaged	Mentors engaged
	Workforce & Entrepreneurship Initiatives in a Regional	8	N/A	4	62	N/A	N/A

GO Virginia Region 2 Quarterly Report

Period: October-December 2023

Makerspace – also see talent metrics							
Project Eagle + - also see talent metrics	5	-	N/A	6	N/A	N/A	
CS/root	-	-	3	-	525	15	
Center for Entrepreneurship	-	-	-	-	N/A	N/A	
Strengthening Entrepreneurs' Impact	-	-	-	-	-	-	
VIC-REI	-	-	-	-	-	-	
TAF – Increasing the Birth Rate of High Growth Companies 2	19	-	-	50	22	30	
TAF – Increasing the Birth Rate of High Growth Companies	-	17	-	51	51	29	
RAMP	210	13	2	45	36	93	
Roanoke SBDC	66	-	27	-	-	-	
Pivot and RAMP Up	-	TBD	TBD	24	11	72	
Project Totals	308	30	36	238	634	239	

Implementation Progress Notes:

 **Center for Entrepreneurship:** Project did not meet Q4 milestones due to a delay in the opening of the LRBA facility space. Project team is coordinating plans for capital improvements to the physical space, expected completion in Q1. Held an introductory meeting for Board of Advisors, ICAP, and small businesses. Director has made connections with Launch CLT and 757 Collab as models and mentors. Planned an Ecosystem Mapping Project for Feb 1 which will be facilitated by CO.STARTERS Co. Staff is monitoring.

GO Virginia Region 2 Quarterly Report

Period: October-December 2023



Strengthening Entrepreneurs' Impact: RAMP team compiled their initial list of mentors and tentative ESOs that we plan to utilize and tap into for this new grant project. Continued formalized work will take place in Q1 of 2024 as we onboard a new RAMP Director, John Hagy, who will support this project. An internal team meeting to discuss the grant project, scope of work, and grant commitments was held on Tuesday, November 28, including Verge and RAMP team members.

Projects in Process of Contracting:

ACA Classical and CTE Institute

Materials and Machinery Cluster Scale-Up



GO Virginia Region 2 Council Meeting Minutes

October 19, 2023, 2:00p.m.- 4:00p.m.

Room G-102A, Fralin Biomedical Research Institute, 4 Riverside Circle, Roanoke, Virginia, 24016.

Council members in attendance: Eddie Amos (Chair), Michelle Austin, Nathaniel Bishop, John Capps, Kenneth Craig, Janice Crawford, Whitney Czelusniak, Beverley Dalton (Vice-chair), Sandy Davis, Paul Denham, Greg Feldmann, Michael Friedlander, Vince Hatcher, Pat Huber, Bif Johnson, Fourd Kemper, Marty Muscatello, Kim Payne, Amy Sebring, Ray Smoot, Jacob Wright, Justin Yalung.

Council members participating remotely: Debbie Petrine, Luke Towles, Cathy Underwood, Richmond Vincent.

Council members not in attendance: Don Halliwill, Mike Hamlar, John Putney.

Staff in attendance: John Provo, Scott Tate, Sarah Lyon-Hill, Quina Weber-Shirk, Rachel Jones, Alyssa McKenney, Julia Kell.

Public in attendance: Charlie Jewel, Machel Hall, Cody Anderson, Angie Hall, Kayleigh Hall, Scott Weimer, Kevin Byrd.

The meeting convened at 2:01p.m. and adjourned at 3:57p.m.

Financials Report

Alyssa McKenney reviewed the financial reports included in the board packet. Council has a remaining balance of \$1,670,299 in per-capita funds. If the three proposals before council is approved, there will be a remaining balance of \$693,878.

Project Proposals

Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth

Scott Tate offered a brief overview of the new project proposal, *“Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth”*, submitted by Radford University Economic Development. Charlie Jewel, Radford University Economic Development, shared project deliverables and answered questions from the council.

Radford University’s request totaled \$202,872 in Region 2 per-capita funds, with a local match of \$116,863.

Council members abstaining from the vote include Pat Huber.



Bif Johnson motioned to approve this proposal, and Greg Feldmann seconded. All were in favor and none opposed.

NRV Materials and Machinery Cluster Scale-Up

Scott Tate offered a brief overview of the new project proposal, “*NRV Materials and Machinery Cluster Scale-Up*”, submitted by the New River Valley Regional Commission. Kevin Byrd, New River Valley Regional Commission, shared project deliverables and answered questions from the council.

New River Valley Regional Commission’s request totaled \$98,859 in Region 2 per-capita funds, with a local match of \$99,000.

Council members abstaining from the vote include Pat Huber and Vince Hatcher.

Paul Denham motioned to approve this proposal, and Richmond Vincent seconded. All were in favor and none opposed.

ACA Classical & CTE Institute

Quina Weber-Shirk offered updates to the ACA application from Appomattox County following their project deferral at the state level. Concerns at the state level surrounded the ownership of the space and equipment, specifically that state funded equipment could become stranded assets if the ACA programming ceased to exist. To mediate the concerns at the state level, Central Virginia Community College, partnering with the ACA institute, has agreed to take ownership of the equipment and become the lead applicant for the programming.

Special Updates

Report of G&D Updates

Sarah Lyon-Hill provided an overview of 2023 Region 2 Growth & Diversification Plan Updates. Every 2 years, the regional support organization must update the Region 2 Council’s Growth and Diversification Plan following a high level review process of economic development needs existing within the three sub-regions of Roanoke Valley/Alleghany Highlands, Lynchburg, and the New River Valley. The updated plan can be viewed [here](#).

Virginia Economic Development Partnership (VEDP)

Jason El Koubi, Virginia Economic Development Partnership, presented state level updates with the Region 2 Council.

Council Business

Quarterly Project Reporting



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

GO Virginia Region 2

Rachel Jones reviewed active project status, noting there are two current project listed in yellow, meaning they did not meet one or more quarter 3 milestones and staff is monitoring. The Regional Talent Strategy Implementation grant did not meet Q3 milestones due to a delay in the second convening of the Talent Advisory Council. The Bedford Metal Workforce Training Center did not meet Q3 milestones due to a delayed closing on the Winona property. One project is listed in red this quarter meaning they are behind on milestones from two or more quarters. Expanding Welding Training Capacity and Jobs in the Roanoke Valley did not meet Q3 milestones due to a delay installation of equipment, along with delays in AEP placing a transformer on site; project expected to go over budget. Region 2 staff have scheduled a meeting with the project team to discuss grant challenges in November. All other active projects are listed in green, meaning they have met quarterly milestones and are on track with their current deliverables.

The meeting adjourned at 3:57p.m.



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

IV. JLARC Report: Recommendations Summary

- *Joint Legislative Audit Review Commission Directive: Review GO Virginia with an eye toward legislative intent:*
 - *Promote Regional Collaboration*
 - *Grow and Diversify Regional Economies*
- *Process: interview DHCD Staff, Regional Stakeholders, and State Board Members and also review relevant reporting outcomes data*



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

IV. JLARC Report: Recommendations Summary

- *Summary of Results: 16 Recommendations and 2 Policy Considerations*
- *Recommendations fall into 3 categories:*
 - *Creation of a clearer and more accurate outcomes reporting process*
 - *Make programmatic eligibility changes including better definitions of traded sector industry activities as well as the consideration of healthcare as a fundable project type*
 - *Create flexibility for Regions to access the Fund, including flexibilities in the Competitive Fund and lowering match requirements*



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

IV. JLARC Report: Recommendations Summary

- *Takeaways and Reasons to be Encouraged*
 - *All of the recommendations in the report are clearly actionable*
 - *Many of the recommendations were already underway prior to the report being written, including Competitive Fund changes and healthcare discussions happening with the Healthcare Investment Taskforce established at the last Board meeting*
 - *DHCD staff is working on developing a plan of action to implement the JLARC recommendations and we're excited about the efficiencies suggested*



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

V. JLARC Study Discussion and Next Steps

- *Program Evaluation Committee – Designation of Chair, Todd Stottlemeyer*
- *Governance and Policy Committee – Designation of Chair, Emily O’Quinn*



December 21, 2023

Nancy Howell Agee, Chair
GO Virginia State Board
c/o Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

Dear Chair Agee,

We join you in celebrating the release of the recent Joint Legislative Audit and Review Commission (JLARC) report on the GO Virginia program. The report's headline conclusions, that GO Virginia is improving regional collaboration and that projects have positive regional economic impacts, validate the choices we have made to volunteer our time to participate in the program at the regional level.

We also want to thank you and state staff for taking proactive steps to address issues covered in the report. The creation of new paths for access to the State Competitiveness Fund will be of great value in addressing one of JLARC's concerns with the full utilization of program funds. We also appreciate the creation of several state board committees to engage on issues of evaluation and process. We hope regional leadership will be purposely engaged in discussions with these committees and active contributors, moving the program forward together.

We also believe serious consideration is warranted for JLARC's recommendation to amend the Code of Virginia to return match requirements for GO Virginia projects to those utilized during the FY21–FY23 timeframe. The JLARC report provides very persuasive evidence that the 2:1 match requirement for all types of grants and waiver of local match enhanced the utilization of funds, increased the commitment of other matching funds, and still provided meaningful paths for local commitments.

Yours in partnership,

DocuSigned by:
Mark Eschle
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Mark Eschle
Chair, GO Virginia Region 1 Council

DocuSigned by:
William Amos
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William Amos
Chair, GO Virginia Region 2 Council

DocuSigned by:
Timothy Clark
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Timothy Clark
Chair, GO Virginia Region 3 Council

DocuSigned by:
Mark Hourigan
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Mark Hourigan
Chair, GO Virginia Region 4 Council

DocuSigned by:
Thomas Frantz
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Thomas Frantz
Chair, GO Virginia Region 5 Council

DocuSigned by:
John Anzivino
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John Anzivino
Chair, GO Virginia Region 6 Council

DocuSigned by:
Raul "Danny" Vargas
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Daniel Vargas
Chair, GO Virginia Region 7 Council

DocuSigned by:
Joanie Eiland
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Joanie Eiland
Vice-Chair, GO Virginia Region 8 Council

DocuSigned by:
Ethan Dunstan
BA3996D3F50E481...

Ethan Dunstan
Chair, GO Virginia Region 9 Council

cc: Sara Dunnigan, DHCD Deputy Director



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

January 19, 2024

(Members of the Regional Delegation)
Richmond, VA 23219

Dear Senator/Delegate,

Thank you for your service in the 2024 General Assembly. We want to bring your attention to one issue that will cross your desk during this session.

The Joint Legislative Audit and Review Commission (JLARC) recently released a report on Growth Opportunity (GO) Virginia. The program was launched with support from senior business leadership to help enhance regional collaboration in the state and address long standing economic challenges. That effort resulted in legislation adopted by the General Assembly in 2016 that supports regional projects to promote workforce training, site development, and entrepreneurship.

The JLARC report found that GO Virginia is improving regional collaboration and has supported hundreds of projects that are improving economic conditions in every corner of the state. As members of the GO Virginia Region 2 Council, we feel this validates the choice we have all made to volunteer our time to participate in the program.

The JLARC study also found that the program is not duplicative of other state efforts and has a high standard for project approval. Further, the effort has leveraged over \$228 million in private, local, and federal funding to augment the state's investment in the program.

We hope you will consider efforts to sustain robust funding for the program in the state budget. We also hope you will give serious consideration to JLARC's recommendation to amend the Code of Virginia to reduce match requirements to previous levels. This is currently addressed by Delegate Austin's HB 237, and Senator Carroll-Foy's SB 496. We believe the report provides very persuasive evidence that this enhanced the utilization of funds, increased the commitment of other matching funds, and still provided meaningful paths for local commitments.

Sincerely,

William Amos, GO Virginia Region 2, Chair,

Beverley Dalton, GO Virginia Region 2, Vice-Chair

Amos, Eddie, Dr., <i>Chair</i>	GE Digital (Retired)
Dalton, Beverley, <i>Vice-Chair</i>	English Construction
Austin, Michelle	Bank of Botetourt
Bishop, Nathaniel, Dr.	Carilion Clinic
Capps, John, Dr.	Central Virginia Community College
Craig, Kenneth	Liberty University
Crawford, Janice	Framatome, Inc.
Czelusniak, Whitney	American Electric Power (AEP)
Denham, Paul	Southern Air Inc.
Feldmann, Greg	Skyline Capital
Friedlander, Michael, Dr.	Fralin Biomedical Research Institute
Halliwill, Don	Carilion Clinic
Hamlar, Mike	Hamlar-Curtis Funeral Home, PAC director
Hatcher, Vince	Hollingsworth & Vose Company
Huber, Patricia, Dr.	New River Community College
Johnson, Bif	Hurt & Proffitt
Kemper, Fourd	Woods Rogers Attorneys at Law
Muscattello, Marty	MM Consulting
Payne, Kimball	The Berkley Group
Petrine, Debbie	Commonwealth Care of Roanoke
Putney, John	Bedford County
Sebring, Amy	Virginia Tech
Smoot, Ray, Dr.	Virginia Tech Foundation (Retired)
Towles, Luke	Pinnacle Financial Partners
Underwood, Cathy	Branch Builds
Vincent, Richmond	Goodwill of the Valleys
Wright, Jacob	Alleghany Highlands School Board/Merry Go Round Farms
Yalung, Justin	IV Labs

Unobligated Balances								
Funding Source	FY22 Per Capita	CAMS Total Balance ¹	FY23 Allocation ²	FY23 Reporting Unobligated Balance ³	FY24 Allocation ²	FY24 Reporting Unobligated Balance ³	FY23 TPI Planning	Totals
Region 1 Per Capita	\$ -	\$ 1,613,821.99	\$ 1,000,000.00	\$ 613,821.99	\$ 1,000,000.00	\$ 1,000,000.00	\$ -	\$ 1,613,821.99
Region 2 Per Capita	\$ -	\$ 1,163,024.58	\$ 1,527,228.00	\$ -	\$ 1,520,102.00	\$ 1,163,024.58	\$ -	\$ 1,163,024.58
Region 3 Per Capita	\$ -	\$ 1,220,070.33	\$ 1,000,000.00	\$ 220,070.33	\$ 1,000,000.00	\$ 1,000,000.00	\$ 117,000.00	\$ 1,337,070.33
Region 4 Per Capita	\$ -	\$ 5,271,954.74	\$ 2,552,285.00	\$ 2,695,481.74	\$ 2,576,473.00	\$ 2,576,473.00	\$ -	\$ 5,271,954.74
Region 5 Per Capita	\$ -	\$ 3,642,078.79	\$ 3,413,581.00	\$ 238,497.79	\$ 3,403,581.00	\$ 3,403,581.00	\$ -	\$ 3,642,078.79
Region 6 Per Capita	\$ -	\$ 716,238.16	\$ 1,034,304.00	\$ -	\$ 1,048,808.00	\$ 716,238.16	\$ -	\$ 716,238.16
Region 7 Per Capita	\$ -	\$ 8,364,617.00	\$ 4,969,819.00	\$ 3,392,006.00	\$ 4,972,611.00	\$ 4,972,611.00	\$ -	\$ 8,364,617.00
Region 8 Per Capita	\$ -	\$ 227,747.00	\$ 1,078,449.00	\$ -	\$ 1,081,613.00	\$ 227,747.00	\$ 250,000.00	\$ 477,747.00
Region 9 Per Capita	\$ -	\$ 1,369,235.97	\$ 1,000,000.00	\$ 369,235.97	\$ 1,000,000.00	\$ 1,000,000.00	\$ 250,000.00	\$ 1,619,235.97
Statewide Competitive	\$ 4,237,969.31	\$ 24,736,258.12	\$ 10,174,334.00	\$ 10,351,477.81	\$ 10,146,811.00	\$ 10,146,811.00	\$ -	\$ 24,736,258.12
	\$ 4,237,969.31			\$ 17,880,591.63		\$ 26,206,485.74	\$ 867,000.00	\$ 49,192,046.68

Obligated funds and current budget updated as of 12/31/23

¹Amounts reflected in CAMS.

²Amounts allocated by the GO Virginia Board.

³Amounts reflected in quarterly financial reporting to ensure the latest fiscal year does not have a larger unobligated balance than what was allocated. Project balances are being reported on the preceding year if it applies.