



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

GO Virginia Region 2

GO Virginia Region 2 Council

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

Via Zoom Webinar: [GO Virginia Region 2 Council Meeting](#)

Webinar ID: 842 6173 9505

Passcode: 592173

- Introductions (2:00-2:05)
- Financial Report (2:05-2:10)
- Project Pipeline and Tableau Review (2:10-2:15)
- Council Business (2:15-2:30)
 - Council Membership (expirations and nominees)
- Project proposals (2:30-2:50)
 - “GMP CLEAN (Good Manufacturing Practices: Cleanroom manufacturing for Local Engineering Advancement in the New River Valley)”- Fralin Biomedical Research Institute at Virginia Tech Carilion
- Special Updates (2:50-3:45)
 - Project Spotlight: CVCC CTE Academy
 - Region 2 Talent Evaluation
 - Region 2 TPI update
- Council Business (3:45-4:00)
 - Quarterly project reporting



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GO Virginia Region 2

- Minutes
- Packet Information Item
 - Memo on GO Virginia Regional Collaboration
 - Port of Virginia Presentation

The meeting will adjourn at 4:00p.m.

Public comment is welcome in writing. Please submit to Region 2 staff, Jemma Sabokrouh, jemma@vt.edu or Rachel Jones, rachelcj@vt.edu by 7/22 at 2:00p.m.

Region 2 Allocations

Updated 7/3/2024

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
Manufacturing Workforce Strategy Development for the Lynchburg Region	-\$40,500.00
Developing IT & Cybersecurity Certification Pipeline (ITCCP)	-\$202,872.00
Randolph College Engineering	-\$367,000.00
Project VITAL *See Notes	-\$552,652.58
FY24 Remaining Balance	\$0.00

FY25 Per Capita Projects

FY25 Allocation	\$1,515,210.00
FY25 Remaining Balance	\$1,515,210.00

FY 23/24 Capacity Building (Support)

FY23 Allocation	\$250,000.00
FY24 Allocation	\$250,000.00
FY23 Drawdown	-\$166,058.00
FY24 Drawdown	-\$124,887.41
Current Balance	\$209,054.59

Applications Under Consideration (Per Capita)

GMP CLEAN	-\$100,000.00	<i>Planning</i>
Total:	-\$100,000.00	
Balance if All Per Capita Applications Approved:	\$1,415,210.00	

FY25 Planning Cap	\$250,000.00
<i>Planning applications</i>	\$100,000.00
<i>Percentage of planning cap</i>	40%
<i>Planning funds remaining</i>	\$150,000.00

**Note, total grant funding for Project VITAL is \$4,987,029. \$552,652.58 of Region 2's FY24 Per Capita funding will be utilized and the remaining balance will be funded from the Statewide Competitive funds.*

***Note, Region 2 has pending project returns totaling \$178,241.92, these returns will not be transferred to the FY25 per capita funding, instead they will be used to offset the recapture.*

Project Name	Funding Type & FY	Start Date	End Date	GOVA Funding Approved	GOVA Drawn Down to date	GOVA Funds Remaining	Match Funding	Match Reported to Date	Match Funds Remaining	Notes
Regional Talent Strategy Implementation	Per Capita (FY22)	6/1/2022	12/31/2024	\$315,911.00	\$214,314.68	\$101,596.32	\$189,354.00	\$110,479.04	\$78,874.96	Contract extension executed extending project end date to 12/31/2024
Workforce & Entrepreneurship in a Reg. Makerspace (Vector Space)	Per Capita (FY22)	6/14/2022	12/31/2024	\$324,000.00	\$255,069.66	\$68,930.34	\$162,100.00	\$118,428.58	\$43,671.42	Contract extension executed extending project end date to 12/31/2024
CS/ Root	Per Capital (FY22)	10/1/2022	9/30/2024	\$175,000.00	\$85,708.71	\$89,291.29	\$175,000.00	\$90,581.99	\$84,418.01	
Airport Commerce Park Regional Development	Per Capita (FY22)	5/1/2023	7/30/2024	\$190,000.00	\$172,955.00	\$17,045.00	\$95,000.00	\$86,500.00	\$8,500.00	Contract extension executed extending project end date to 7/30/2024
Center for Entrepreneurship	Per Capita (FY22)	3/14/2023	3/14/2025	\$240,192.00	\$22,163.02	\$218,028.98	\$120,096.00	\$16,000.20	\$104,095.80	
Bedford Metal Workforce Training Center	Per Capita (FY22)	8/1/2023	6/30/2025	\$99,900.00	\$0.00	\$99,900.00	\$201,000.00	\$0.00	\$201,000.00	
Expanding Welding BTEC	Per Capita (FY23)	12/13/2022	12/12/2024	\$166,667.00	\$128,479.21	\$38,187.79	\$99,666.77	\$69,867.02	\$29,799.75	
Industry 4.0 for the ACE Workforce	Per Capita (FY23)	3/1/2023	2/28/2025	\$500,000.00	\$78,427.37	\$421,572.63	\$251,300.00	\$80,836.33	\$170,463.67	
Lynchburg Beacon of Hope Career Acceleration Program	Per Capita (FY23)	8/1/2023	8/1/2025	\$540,000.00	\$118,321.00	\$421,679.00	\$352,200.00	\$275,580.50	\$76,619.50	
Falling Branch Corporate Park Regional Site Development	Per Capita (FY23)	7/1/2023	7/1/2025	\$324,000.00	\$0.00	\$324,000.00	\$4,585,000.00	\$0.00	\$4,585,000.00	
Strengthening Entrepreneurs' Impact	Per Capita (FY23)	12/1/2023	12/1/2025	\$577,800.00	\$56,399.99	\$521,400.01	\$288,900.00	\$49,260.73	\$239,639.27	
Region 2 Talent Pathways Planning Initiative	TPI (FY24)	11/20/2023	11/20/2024	\$250,000.00	\$52,103.93	\$197,896.07	\$125,029.00	\$34,628.56	\$90,400.44	
NRV Materials and Machinery Cluster Scale-up	Per Capita (FY24)	10/19/2023	10/19/2024	\$98,859.00	\$0.00	\$98,859.00	\$102,528.00	\$0.00	\$102,528.00	
ACA Classical & CTE Academy Welding	Per Capita (FY24)	7/1/2024	7/1/2026	\$565,000.00	\$0.00	\$565,000.00	\$538,335.85	\$0.00	\$538,335.85	Contracting in process
Manufacturing Workforce Strategy Development for the Lynchburg Region	Per Capita (FY24)	3/1/2024	3/1/2025	\$40,500.00	\$0.00	\$40,500.00	\$37,500.00	\$0.00	\$37,500.00	Contracting in process
Developing IT & Cybersecurity Certification Pipeline (ITCCP)	Per Capita (FY24)	7/1/2024	7/1/2026	\$202,872.00	\$0.00	\$202,872.00	\$116,863.00	\$0.00	\$116,863.00	Contract executed 7/1/2024
Randolph College Engineering	Per Capita (FY24)	7/1/2024	7/1/2026	\$367,000.00	\$0.00	\$367,000.00	\$379,784.00	\$0.00	\$379,784.00	Contracting in process
Project VITAL	Per Capita (FY24) & Statewide Competitive			\$4,987,029.00	\$0.00	\$4,987,029.00	\$2,517,443.16	\$0.00	\$2,517,443.16	Contracting in process

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	\$148,098.04			
Per Capita FY20 Projects:	\$1,782,567.00	\$1,622,794.44	\$159,772.56	\$1,272,290.00	\$1,171,367.18	\$141,145.26	\$27,162.00	\$27,162.00	\$0.00
ERR FY20 Projects:	\$1,110,700.00	\$1,109,141.94	\$0.00	\$566,610.00	\$570,743.57	\$0.00	\$23,598.00	\$23,598.00	\$0.00
Per Capita FY21 Projects:	\$844,157.00	\$794,295.95	\$18,469.36	\$695,042.00	\$669,979.51	\$25,062.49	\$62,530.00	\$58,836.99	\$3,693.01
Per Capita FY22 Projects:	\$1,442,743.00	\$847,951.06	\$594,791.94	\$1,080,813.00	\$508,040.90	\$572,773.19	\$105,369.00	\$61,954.69	\$43,414.31
Per Capita FY23 Projects:	\$2,108,467.00	\$381,627.57	\$1,726,839.43	\$5,574,066.77	\$475,544.58	\$5,098,522.19	\$156,182.00	\$28,268.18	\$127,913.82
Per Capita FY24 Projects:	\$1,274,231.00	\$0.00	\$1,274,231.00	\$1,175,010.85	\$0.00	\$1,175,010.85	\$92,535.58	\$0.00	\$92,535.58
TPI FY24 Projects:	\$250,000.00	\$52,103.93	\$197,896.07	\$125,029.00	\$34,628.56	\$90,400.44	\$20,000.00	\$4,005.13	\$15,994.87
Statewide Competitive Projects FY24:	\$4,987,029.00	\$0.00	\$4,987,029.00	\$2,517,443.16	\$0.00	\$2,517,443.16	\$159,791.57	\$0.00	\$159,791.57
TOTAL:	\$16,112,762.03	\$6,952,669.17	\$8,959,029.36	\$17,991,407.49	\$7,929,159.50	\$10,121,671.75	\$647,168.15	\$203,824.99	\$443,343.16

GOVA R2 July 11 GMP Clean Project Summary:

Preliminary version for Council

Planning or ECB Application

GMP CLEAN (Good Manufacturing Practices: Cleanroom manufacturing for Local Engineering Advancement in the New river valley)

Applicant: Fralin Biomedical Research institute at Virginia Tech Carilion

Participating Localities: City of Roanoke, County of Montgomery

Investment Strategy: Cluster Scale-Up

Targeted Industries: Life Sciences & Biotechnology

Type of Project: Planning (ECB)

Project Goal(s):

This project will identify the requirements and specific needs of start-up and emerging companies for high-tech modular Cleanrooms in Virginia Region 2, impacting a range of industries related to Life Science & Biotechnology. The project will also develop a business model and operating plans for Clean room manufacturing.

Project Description:

FBRI has identified a critical need for cleanroom manufacturing spaces in Region 2, in order to retain start-ups and enable company growth in place. Qentoros, Tiny Cargo and Acomhal, the three first JLABS incubator companies from the region, all require GMP-level manufacturing to create sterile pharmaceutical products that are required for clinical trials; this need is echoed by numerous others. None of these companies have the capabilities, using currently existing region infrastructure, to do so-these companies are currently at this stage of development, highlighting the potential to lose valuable businesses in 2024 if we do not address this lack of infrastructure. Modular cleanroom spaces may be able to fill this need and can be installed within existing facilities at a much lower cost than full-scale new construction.

This project will

1. identify the need and requirements for cleanroom manufacturing space by small companies and start-ups;
2. develop a prototype GMP space at FBRI to allow interim validation that cleanroom manufacturing space is feasible, supportable, and functional for the types of companies identified in Step 1
3. work with locality partners to determine appropriate building space and potential existing infrastructure that can house early stage production cleanrooms on the order of 2500 sq-ft
4. develop a profitable business model and operations strategy for constructing, implementing, and operating one or more cleanroom facilities to serve our localities in support of current and future companies

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$100,000
Matching Funds	\$130,000
Local Match	\$ 50,000
Additional Leverage	\$94,000
Total Project Budget	\$230,000

Outcomes:

- Inventory/report of small company needs per cleanroom manufacturing
- Development of prototype space at FBRI, available for small company use as a “stopgap”
- Identification of suitable buildings/properties in Region 2 for modular cleanroom manufacturing
- Development of business plan and operating model for cleanroom buildout and use in Region 2

Application review:

Application reviewed by Quina Weber-Shirk and Scott Tate, Region 2 Support Organization; Janice Crawford, Region 2 Council member; and John Newby and Caron Trumbo, VA BioHub (subject matter experts)

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
Pathway after planning period	YES

Selected Feedback Questions or Items of Note:

- Seeks to meet a critical gap or need in region and strengthen ecosystem for startups in biotech space (need for high tech small-space manufacturing for initial production).
- “three companies currently “At Risk” of either having to transfer IP to external entities or relocate to an external locality if Cleanroom Mfg. space is not available to allow them to manufacture the products/pharmaceuticals they wish to create - which means at minimum losing tax revenue in the City of Roanoke and Montgomery County.”
- “This application really speaks to what we are striving to be and be recognized for in the Life Sciences and Biotechnology Industry Cluster here in Virginia to support unlimited scale-up opportunities”.
- FBRI has strong capacity to execute and good partners in place.
- Applicant is working on additional letters of support from private sector companies.
- One of the lead faculty for FBRI on this project is also employed by Tiny Cargo – they will utilize established VT conflict of interest processes to establish a clear management plan if funds are awarded.
- Applicant may need to address/ amend the calculation of in-kind match from partners (all using \$400/hour consultant rates). DHCD has flagged this in prior applications

Region 2 Project Pipeline:

Proposal Title/ Focus	Applicant Organization	Grant Type	G&D Strategy	Industry Cluster
Goodwill Adult High School & Credentialing	Goodwill of the Valleys	Implementation	Talent	Multiple
Legacy Education Center	Legacy Education Center	Implementation	Talent	Multiple
Controlled Environment Agriculture	Institute of Advanced Learning and Research (IALR)	Statewide Competitive	Cluster Scale-up	IT & Emerging Tech; Materials & Machinery Manufacturing

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

Type of Project: Per-capita (implementation)

Applicant: Fralin Biomedical Research Institute at Virginia Tech

Localities covered: City of Roanoke, Montgomery County

Target Industry Cluster(s): Life Sciences and Biotechnology

Investment Strategy: Innovation Cluster Scale-Up

Goal: Project GMP CLEAN will determine the need for high-tech Cleanrooms in Virginia Region 2, impacting a range of industries. These include the technology, biotechnology, nanotechnology, pharmaceutical, manufacturing, nutraceutical and agriculture industries. This planning grant proposal is the first stage of work required to retain and attract high value biotechnology and technology startups in the region. It is compiled of four steps: initial research, builds to implementation of a small cleanroom, identification of larger spaces capable of housing large cleanrooms, then finishes with plans for operations of large cleanrooms to accommodate needs identified in earlier steps.

Outcomes:

1. Build small pilot cleanroom
2. a plan describing the operations of a larger cleanroom to accommodate industry needs for a high-tech cleanroom manufacturing space identified through the planning project

Total GOVA
Request:
\$100,000

Total Match:
\$120,000
Local Match:
\$40,000

Total
Budget:
\$220,000



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Talent Evaluation

Contribution Analysis

July 23, 2024

Lead Evaluator: Elli Travis

Data Collection: Rachel Jones, Emmalee Wagner

Analytical Support: Quina Weber-Shirk, Jemma Sabokrouh

Expected Talent Outcomes for GOVA R2

Short Term Outcomes

Improved understanding of
job market for graduating K-
12 talent

Improved understanding of
job market for graduating
post-secondary talent

Improved understanding of
the workforce

Improved knowledge and
promotion of workforce
training resources



Medium Term Outcomes

Strengthened pipeline
to priority industry
clusters

Enhanced employer
engagement

Reduced brain drain

Attracting skilled
talent to the region

More skilled labor in
target industry sectors



Long Term Outcomes

Increase in # jobs retained or filled

Overall increase in above median
wage jobs

Strengthened regional collaboration

Talent Evaluation Purpose and Approach

- ▶ Assess the medium-term outcomes and impacts of the GO Virginia Region 2 Talent Strategy for projects taking place between 2017-2023.
- ▶ Portfolio of 14 dynamic programs within a complex regional system
- ▶ Aim: understand how GO Virginia Region 2 investments contribute to regional outcomes
- ▶ Limitations:
 - Complex project designs
 - Long time-horizons to expected impacts
- ▶ Relational systems approach using contribution analysis

What can contribution analysis tell us?

- ▶ Has the program influenced, or made an important contribution to the observed outcomes?
- ▶ Why has the outcome occurred?
- ▶ What role did the program play?
- ▶ Is it reasonable to conclude that the program has made a difference?
- ▶ What conditions are needed to make this type of program succeed?

Our focus: Do Region 2 GOVA Talent Projects contribute to the following outcomes? If so, how?

Medium Term Outcomes

Strengthened
pipeline to
priority
industry
clusters

Enhanced
employer
engagement

Reduced
brain drain

Attracting
skilled talent
to the region

More skilled
labor in target
industry
sectors

14 Projects Reviewed

Planning:

- Lynchburg Beacon of Hope: Future Centers Playbook
- Carilion Building a Regional Health Sciences Talent Pipeline
- Career & Technical Education Study
- Industry 4.0 for the Region 2 Workforce
- Stopping the Brain Drain

Training

- Region 2 Talent Collaborative
- Blockchain Ecosystem Catalyst
- Additive Manufacturing Partnership Labs (AMPL)
- Central Virginia Community College CTE Academy
- Enhancing the Region through New Technologies for Unmanned Systems (Drone Zone)

Internships

- Classrooms to Careers
- Developing a Destination for Talent
- Experiential Learning in Tech Employment (ELITE)
- Ignite Internship Expansion

Total metrics

People trained	1,799
Job placements	248
Businesses served	185
New interns placed	429
New programs implemented	7
Credentials awarded	1,719
Students that completed a dual enrollment program	543

Methods

- ▶ Identified **14 talent projects** for evaluation
 - ▶ Closed projects, from between 2017-2023
 - ▶ Analyze quarterly and final reports according to key outcomes
 - ▶ Summarize outcome metrics based on final reports
- ▶ Conducted interviews with **11 talent grantees** to identify additional outcomes, contextual factors, and unintended effects
- ▶ Conducted interviews with **4 companies** from all 4 priority industry clusters to triangulate grantee interview and discuss outcomes
- ▶ Collected and analyzed **regional educational industry-relevant data**
- ▶ Created **contribution stories** for each medium-term outcome, illustrating if and how positive changes are occurring

Results: Contribution Stories

1. Story 1: Strengthened pipeline to priority industry clusters
2. Story 2: Employer engagement
3. Story 3: Reduced brain drain
4. Story 4: Attracting skilled talent
5. Story 5: Increased regional completion of degrees or certificates

Talent Pathways Initiative

Quarter 2 (April-June 2024)



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Background

- Talent pathways - "... aligning educational curricula with employer needs, embedding internships, apprenticeships, and other work-based learning opportunities in the curricula, and facilitating full-time employment in Virginia after graduation."

Industry	Projected Job Growth ('22-'28)	Regional hourly wage (avg.) (\$24.85 for region)	Gross Regional Profit
Life Science & Biotechnology	26%	\$31.83	\$2.80B
Transportation & Autonomous Manufacturing	37%	\$33.77	\$1.91B

- **Industries** - Life Science & Biotechnology and Transportation & Autonomous Manufacturing
 - GOVA prioritizes in-demand occupations with higher wages
 - GOVA prioritizes traded sectors

Q2 2024 Milestones

- **Situational Analysis** of Transportation & Autonomous Manufacturing completed.
 - Presented to Implementation Partners for review on May 14th.
 - Utilized in asset map creation.
- Continued supporting the development of a sustainable Life Science & Biotech. employer coalition with the **BRPHSC Talent Pathways** task force.
- Continued the **gap analysis** for Life Science & Biotechnology and Transportation & Autonomous Manufacturing industries to collect **primary data**.
 - Employer-driven data is vital for impactful projects
 - One-on-one interviews with industry leaders and employers
 - The data collection process began slowly but is gaining traction in Q3; leveraged additional partnerships and created a survey to enhance employer engagement

Interview Protocol & Process

- Timeline: Robust feedback from employers complete by the end of August.
- Key interview objectives
 - Understand company's current recruitment challenges now and in the next 2-5 years.
 - Understand specific competencies or skills needed now and in the next 2-5 years.
 - Determine in what ways companies are already connected to local education and if there is opportunity for further engagement.
 - Discover what type(s) of continuing education are offered to employees and what opportunities for advancement are available for employees in our region.
- Created a survey as a final touch point.
- Interview/survey responses used to complete Gap Analyses milestone in Q3.

GO Virginia Region 2 Quarterly Report

Period: April-June 2024

Total Projects Funded	Total Funds Allocated	Jobs Created to Date	Matching Funds Allocated
52 (35 Projects Completed)	\$16,112,762	775	\$17,991,407

Area One: Talent development, attraction, and retention

	Talent: Aggregated Metrics (from beginning of project – present)									
Status	Project Title (grey indicates closed project)	Metrics								Contract end date
		Internships completed	Businesses served	New jobs created	Jobs retained	Students trained	Upskilled employees	Credentials awarded	Dual enrollment	
	Regional Talent Strategy Implementation	N/A	19	52	-	60	92	-	N/A	12/31/2024
	Workforce & Entrepreneurship Initiatives in a Regional Makerspace – also see entrepreneurship metrics	N/A	64	14	-	314	-	N/A	N/A	12/31/2024
	Expanding Welding Training Capacity & Jobs in the Roanoke Valley	N/A	5	-	-	-	-	46	N/A	12/12/2024

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Period: April-June 2024

	Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce	N/A	9	-	-	18	N/A	N/A	N/A	02/29/2025
	Lynchburg Career Accelerator	192	40	6	-	-	-	6	N/A	08/01/2025
	Project Eagle + - also see entrepreneurship metrics	N/A	6	5	-	N/A	-	N/A	N/A	
	ELITE Internship Program	62	17	17	-	-	-	-	-	
	CVCC-CTE Academy	-	123	-	-	2,655	-	466	587	
	Classrooms to Careers	10	4	-	-	168	-	129	130	
	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	-	-	-	

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Period: April-June 2024

	Drone Zone	7	4	2.5	0	7	0	0	17	
	Talent Collaborative	-	45	-	-	-	141	-	-	
	CERE	N/A	78	98	-	-	-	-	-	
	Current Project Totals	411	591	423.5		4,316	233	693	734	-

ECB Progress Notes:


Bedford Metal Workforce Retention Center: Town to close on property at 1 Abrasive Avenue in early July. Progress has been made by the attorneys working for the seller and a third-party company to resolve the issue of infrastructure improvements that are required to be done by the seller prior to conveying the property to the Town EDA. This is related to a requirement by the Bedford Regional Water Authority that a sewage lift station at the facility must be improved before the seller can convey that to the Water Authority. The Town EDA is not a party in that improvement but requires the lift station be conveyed to the Water Authority before taking possession of the facility since this has been an issue for years but unknown to the EDA. The seller cleared the deed of trust with US Bank, an international financial institution. The EDA gave the seller until May 1, 2024 to close, expecting them to have resolved all issues for the transfer. This did not happen due to the sewer issue resolution and the unforeseen involvement by all parties to get the Water Authority what was required for funds for improvement to the sewer lift station. **Project received no-cost extension through June 30, 2025.**

Region 2 Talent Pathways Initiative: Situational analyses completed by CECE TPI team. Previously presented to implementation partners and simplified to share with regional industry employers to facilitate gap analysis. Employer focus groups were held April 10, 12, and 15 in Lynchburg, Blacksburg and Roanoke. Regional education asset map developed and completed for Life Sciences & Biotechnology industry cluster. Completed list of regional employers related to Transportation Manufacturing & Autonomy industry. Three companies connected with Tech Hubs have provided some feedback related to talent needs for the gap analysis of the Transportation Manufacturing & Autonomy industry cluster. Project team will hold interviews throughout the summer to gather robust feedback by the end of Q3. The project coordinator continues to hold individual interviews with industry leaders (through the relationship with the Blue Ridge Partnership for Health Science Careers (BRPHSC). Project coordinator requested assistance from the VT Corporate Research Center to help facilitate employer engagement and outreach among the life science and biotech tenants. The BRPHSC is establishing a biotech workgroup (for its own


GO Virginia Region 2 Quarterly Report

Period: April-June 2024

processes) The BRPHSC work group will meet monthly starting in June and CECE will participate. Data collected from this workgroup can be used to inform the TPI project.

 **NRV Materials and Machinery Cluster Scale-Up:** Ecosystem map drafts were completed. In Q2, the project team hosted one in-person consortium meeting, one webinar, and several other smaller conversations that have supported coalition building and coalescing of future project plans. We continue to talk with companies and industry representatives to understand market demand for services. Project team beginning to draft an outline of the roadmap deliverable and identify data/knowledge/sections that need addressing.


Implementation Progress Notes:

 **Expanding Welding Training Capacity & Jobs in the Roanoke Valley:** All mechanical systems and welding booth construction is complete; additional welding booth equipment to be ordered with remaining grant funds. All 10 welding booths are now operational. Signing Day to celebrate welding graduates occurred on May 10, 2024, with 8 welding students signing employment agreements with 5 local companies (Altec, New River Electric, Canatal Steel, R&R Tire Express, Lawrence Companies). High school welding enrollment will be on an annual, not semester, basis. Fall 2024 enrollment is currently at 57 students, which is 17 more than past semesters, representing an almost 50% increase from previous school years.


 **Lynchburg Career Accelerator:** We are continuing our efforts in appropriate data collection, working on the backend of the digital tool, deploying our services, and running our social media outreach. Through this program, we have contacted hundreds of students and their families about our services. Additionally, we have launched a FAFSA completion project that will support the outcomes of the Career Acceleration Project, providing another opportunity to engage with students and families, connecting them with certificate, college programs, and upskilling opportunities. We are collaborating with industry partners to assess their needs and determine how we can best connect our target populations with them. We have just finished our Summer 2024 internships, with every student retained and successfully completing the program. Four students were hired to remain on staff at their internship site for the remainder of the summer.

GO Virginia Region 2 Quarterly Report


Period: April-June 2024



Industry 4.0 for the Automated- Connected- Electrified (ACE) Workforce: Staff is monitoring as project has fallen behind in metrics reporting for students trained. This quarter the project team met on a weekly basis. The Project Technical Advisory Committee (PTAC) convened on April 2, 2024. We invited previous Module 1 workshop participants to discuss their experiences at the workshop and how they can implement the training. The next quarterly PTAC meeting is scheduled for August 9th at Virginia Western Community College. Annual stakeholders event rescheduled for Fall to accommodate holiday travel. Project team met with PTAC chair weekly. This quarter we did not deliver any modules. Instead, we focused efforts on increasing attendance at the workshop planned for July 17-19 in Lynchburg. We have the highest attendance so far with 20 registrations. The Navigator met with several companies around the region to increase registrations for the workshop, such as CB Fleet, Belvac, Elbit Systems, Lynchburg Regional Alliance, and Career Works. Planning continues for Module 2. We are planning to deliver it this fall.



Workforce & Entrepreneurship Initiatives in a Regional Makerspace: During Q2, the project team partnered with Beacon of Hope to hold a 3-week long teen entrepreneur program. Held a UL Sculpture Class, 6 college students completed a semester of design, welding, and plasma cutting. Makerspace planning consultation for SEED Center at Longwood University. JobCorps partnership (2 days of skilled volunteerism and plasma workshop at Vector Space). Planning Meetings occurred for Women in Machining with CVCC, Office of Economic Development, and Beacon of Hope. Planning meetings with Ondsel, FIRST Chesapeake, LCS Education Foundation, BWXT, Framatome, and other partners. SBDC/Randolph College CO.STARTERS course planning and curriculum development took place in Q2. STEMSkills three-day workshop series for neurodiverse youth was also held this quarter. Project team participated in makerspace tours at BuildRVA, MidSouth Makers, and TheCo in Tennessee. JobCorps partnership (2 days of skilled volunteerism and plasma workshop at Vector Space).



Regional Talent Strategy Implementation: The reimagined Experience Conference was held the first week of May, an event organized by the Roanoke Regional Partnership. The event was modeled after the Tom Tom Festival in Charlottesville, Virginia and had a variety of discussions, networking sessions, professional development, and other relevant sessions throughout the two-day event. While the Roanoke Regional Partnership spearheaded the conference, the planning committee including community colleges and other higher-education institutions in the region, the Greater Roanoke Workforce Development Board, the Roanoke Blacksburg Technology Council, and other

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relevant stakeholders. More information on the conference content and organizations that were partners, please visit the conference website at <https://get2knownoke.com/experience-conference/>.

The regional talent portal is getting closer and closer to launch, with the final stages of content development and finalization in progress during Q2. The site structure and format has been approved by all organizations and Firefli is working with Roanoke Regional Partnership on final tweaks to get ready for launch. An event is being planned in September 2024 to showcase the website in full and highlight other workforce development activities over the last year. More information on this event will come soon!

Area Two: Collaborative Sites and infrastructure

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

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	Woodhaven	110	Yes	20	0	1150/375/0	110	
	Lynchburg Due Diligence	6 sites	Yes					
	Totals	Unknown	Yes	20+	4	Unknown	110+	-

Implementation Progress Notes:



Falling Branch Corporate Park: Site Plan approved on 01/31/2024, and project bids received on March 7th. County has approved \$2.8M Construction Cost. Town of Christiansburg, VA provided Construction Permit on May 30th. Town approved construction to begin on June 27, 2024.

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Area Three: Entrepreneurship and Business Development


Entrepreneurship: Aggregated Metrics from Implementation Projects								
Status	Project Name	Metrics						Contract end date
		Jobs created	Existing businesses expanded	New businesses created	Businesses served	Entrepreneurs engaged	Mentors engaged	
	Workforce & Entrepreneurship Initiatives in a Regional Makerspace – also see talent metrics	14	N/A	5	62	N/A	N/A	12/31/2024
	CS/root	-	-	3	-	525	15	09/30/2024
	Center for Entrepreneurship	-	-	-	-	N/A	N/A	03/14/2025
	Strengthening Entrepreneurs' Impact	16	17	-	19	35	27	11/30/2025
	Project Eagle + - also see talent metrics	5			6			
	VIC-REI	-	-	-	-	-	-	
	TAF – Increasing the Birth Rate of High Growth Companies 2	19	-	-	50	22	30	
	TAF – Increasing the Birth Rate of High Growth Companies	-	17	-	51	51	29	
	RAMP	210	13	2	45	36	93	
	Roanoke SBDC	66	-	27	-	-	-	
	Pivot and RAMP Up	-	-	-	24	11	72	
	Project Totals	330	47	37	257	680	266	

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Period: April-June 2024

Implementation Progress Notes:

 **Center for Entrepreneurship:** Held an advisory board meeting on June 27th. A significant portion of the Center is focused on creating a physical space to host mentor meetings and events. Approximately 3000 sq ft of the Lynchburg Regional Business Alliance is marked as dedicated space for the Center. A corner of the building has experienced consistent and ongoing flooding and water damage and we have been unable to “open” the space. Because physical space is central to the milestones of mentor meetings, training, and events, those initiatives have been on hold. Project team is currently discussing a path forward with a contractor to open the physical space. Project intends on submitting a no-cost extension request following final recommendations from contractor.

 **Strengthening Entrepreneurs' Impact:** The Ecosystem Navigator Program (ENP): The ENP program is underway, as we already have partnered with FBRI, Carilion Clinic Innovation, and other ESO's to introduce and establish commitment about the ENP framework and process. In Q2, we supported 10 initial entrepreneurs in the soft launch of ENP with initial first call assessments and discussions with six entrepreneurs primarily in the ideation life cycle stage (without a formal business), and four entrepreneurs with a business. Out of the 10 entrepreneurs that received an initial assessment and meeting, these were the referrals and next steps that were established: 1) five entrepreneurs are relevant to the ENP program, 2) four candidates were directed to apply to the On RAMP cohort in the fall (one of them, which was formally accepted); 3) and one entrepreneur was directed to apply to the RAMP In Residence Cohort this fall. Mentor Network Development: A RAMP Alumni and Mentor Recruiting/Engagement Event was hosted on Thursday, April 11 (4-5PM) at The Shenandoah Club, in Roanoke. There were 33 attendees total, including staff, RAMP alumni, the 2024 Spring Cohort Members, and 12 mentors. Out of the 12 mentors, we recruited five new potential mentors. On RAMP: The RAMP team met with 10 entrepreneurs this quarter and established a formal process for the ENP/On RAMP process, including a first call assessment to screen and filter entrepreneurs for ENP and/or On RAMP candidates. There were four (of the 10) entrepreneurs that were specifically directed to the On RAMP cohort this fall. A virtual RAMP Pitch & Polish was held on April 23, with two companies who received pitch/business model feedback from a panel of six mentors. The RAMP Director has met with 20 early-stage investment groups and has established recurring meetings with 7 of those groups. Those investors span technology, health, and life sciences sectors with a focus on seed stage investment. To date, 10 connections from RAMP Alumni to

GO Virginia Region 2 Quarterly Report

Period: April-June 2024

investors have been made. Innovation + Entrepreneurship (I&E) Ecosystem annual review, which consists of compiling and tracking Virginia Region 2 data regarding the innovation and entrepreneurship climate from 2022-2023. This 11-page report was posted to the Verge website in April, with e-newsletter promotion to regional stakeholders, board members, and Verge alliance networks. [Interactive innovation dashboards](#) are annually updated to reflect the innovation ecosystem of Region 2 of Virginia through patents filed, R&D funding, the STEM-H talent pipeline, and the capital ecosystem climate through the years.

Projects in Process of Contracting:

ACA Classical and CTE Institute

Manufacturing Workforce Strategy Development for the Lynchburg Region

Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth

Project VITAL

Educating Engineers for the Region 2 Workforce



GO Virginia Region 2 Council Meeting Minutes

April 23, 2024, 1:00p.m.- 3:00p.m.

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

Council members in attendance: Michelle Austin, Nathaniel Bishop, Whitney Czelusniak, Greg Feldmann, Michael Friedlander, Don Halliwill, Vince Hatcher, Pat Huber, Fourd Kemper, Marty Muscatello, Kim Payne, Debbie Petrine, John Putney, Ray Smoot, Luke Towles, Cathy Underwood, Richmond Vincent, Jacob Wright, Justin Yalung.

Council members attending remotely: Kenneth Craig, Janice Crawford, Amy Sebring.

Council members not in attendance: Eddie Amos (Chair), John Capps, Beverley Dalton (Vice-chair), Paul Denham, Mike Hamlar, Bif Johnson, Marty Muscatello.

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

Public in attendance: Peter Sheldon, Gary Dop, Lane Williams, Jason Vaughn, Elizabeth Dorsett, Heather Lindby, Jackie Lackey, Jess Edwards, Aileen Helsel, Kristy Ojeda, Erin Burcham, Mark Monday, Marc Nelson, Brandy Salman.

The meeting convened at 1:01p.m. and adjourned at 3:05p.m.

Financials Review

Alyssa McKenney reviewed the financial reports included in the board packet. Council has a remaining balance of \$1,163,024 in per-capita funds. If the three proposals before council is approved, there will be a remaining balance of \$110,641.

Council Business

Council Membership

Ray Smoot recommended the reappointment of the following council members to serve an additional three-year term: Paul Denham and Fourd Kemper. Michelle Austin has declined an invitation to serve an additional term. Smoot then offered the names of Nanci Hardwick, MELD Manufacturing, and Doug Agner, Wabtec.

Greg Feldmann motioned in favor of member reappointments, and the nomination of two new members, and Richmond Vincent seconded. All were in favor and none opposed.

Region 2 MOU and Budget Review



Quina Weber-Shirk reviewed the proposed Region 2 MOU and budget which would allow Virginia Tech's Center for Economic and Community Engagement to remain the support organization for GO Virginia Region 2 through the next two years.

Don Halliwill motioned to approve the MOU and budget. Greg Feldmann seconded. All were in favor and none opposed.

Project Pipeline and Tableau Review

Quina Weber-Shirk reviewed the project pipeline; listing 5 possible proposals that may come before council. Weber-Shirk then unveiled the Region 2 online tableau dashboard which is an interactive web-based portal representing real time project data regarding outcomes/impact of active and closed projects existing in the region.

Project Proposals

Educating Engineers for the Region 2 Workforce

Scott Tate offered a brief overview of the new project proposal, "*Educating Engineers for the Region 2 Workforce*", submitted by Randolph College. Peter Sheldon, Gary Dop, and Lane Guilliams, Randolph College, shared project deliverables and answered questions from the council. Huber requested clarification on how an undergraduate degree in mechatronics goes beyond an engineering technology degree. Sheldon responded stating Randolph College has courses specializing in mechatronics and robotics certifications that differ from skills taught in other engineering degrees. Feldmann inquired on the starting salary of a graduate coming from this program. Sheldon responded stating the starting salary is around \$65,000. Feldmann inquired on the life expectancy of the lab equipment. Sheldon and Dop stated they believe the equipment will need to be updated/replaced every 5-10 years. Friedlander inquired on the existence of traditional aspects of computer science courses such as coding ect, to be integrated in the proposed mechatronics courses to be taught. Sheldon responded that those skills will be integrated into their course materials.

Randolph College's request totaled \$367,200 in Region 2 per-capita funds, with a total match of \$692,584.

Michelle Austin motioned to approve this proposal, and Vince Hatcher seconded. All were in favor and none opposed.

Citizens Broadband Expansion

Scott Tate offered a brief overview of the new project proposal, "*Citizens Broadband Expansion*", submitted by Citizens Telephone Cooperative. Jason Vaughn, Citizens Telephone Cooperative, shared project deliverables and answered questions from the council. Smoot inquired on the matching funds committed by the Appalachian Regional Commission (ARC), noting action by the body of GO Virginia Region 2 would be conditional on favorable action by the ARC in terms of providing the required match. Vaughn responded stating potentially, if the ARC does not grant the matching funds, Citizens would seek



an alternate funding source. Sebring inquired on the CRC's involvement. Jeff Crowder, Virginia Tech Division of IT, stated Brett Malone (president of VT CRC) did provide a letter of support for the project.

Citizens Telephone Cooperative's request totaled \$378,000 in Region 2 per-capita funds, with a total match of \$350,000.

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

Project Vital

Scott Tate offered a brief overview of the new project proposal, "*Project Vital*", submitted by VERGE. Erin Burcham, VERGE, shared project deliverables and answered questions from the council. Austin inquired on the state process should one region not receive approval from their regional council. Sara Dunnigan, Department of Housing and Community Development, stated if one of the three involved regional councils do not approve this proposal then the applicants would need to return to their individual councils to request funding following implementation of suggested improvements from state guidance. Vincent inquired on the estimated return on investment of the proposal. Burcham stated the 3-year ROI estimate is the creation of 406 jobs, and the 5-year ROI estimate is the creation of 558 jobs within the region.

VERGE's request totaled \$4,932,028 in statewide competitive funds, with a total match of \$2,516,443.

Council members recusing from the vote include Justin Yalung, Pat Huber, Michael Friedlander, Don Halliwill, Nathaniel Bishop.

Fourd Kemper motioned to approve this proposal, and John Putney seconded. All were in favor and none opposed.

Special Updates

Virginia Department of Housing and Community Development (DHCD)

Sara Dunnigan, DHCD, introduced the new GO Virginia Program Manager, Shara Gibson. Dunnigan continued sharing program updates from the state level following the review of the JLARC report and recommendations. Of the 16 recommendations listed in the report, 2 of them are policy related. DHCD has implemented two committees at the state level: a committee who monitors governance of the board, and a committee dedicated to program performance and evaluation. These committees will review and address the JLARC recommendations for improvement. Two revised policies have been implemented: expanded access to statewide competitive funds by allowing access to these funds by a single region. The second policy is expected to be implemented at the June state board meeting, which would allow access to funds used for proposals benefitting the healthcare industry. Proposals related to healthcare will be considered at the state level if a region can provide evidence that lack of healthcare services is limiting their ability to grow one or more of their traded industry sectors, then GO Virginia



funds can be used to increase capacity to increase the pool of qualified workers to support the healthcare industry.

Proposal Updates

Quina Weber-Shirk shared updates for the applications who received Region 2 Council approval at their last meeting in January: these proposals were not voted on at the state board meeting in March due to lack of quorum at the state level. They will now be considered at the state board meeting in June. Rachel Jones then shared updates regarding the previously approved proposal, ACA Classical & CTE Institute, stating the project team has submitted the following updates to their original proposal: additional focus on the fabrication space, with higher electrification needs due to additional equipment being sought, and a reduction in the number of welding booths from 22 to 10 as students will alternate between welding and fabrication equipment.

TPI Update

Emmalee Wagner shared quarter 1 milestones met by the Region 2 Talent Pathways Initiative, as well as upcoming quarter 2 goals.

Quarterly Project Reporting

Rachel Jones reviewed active project status, noting there are six current projects listed in yellow, meaning they did not meet one or more quarter 1 milestones and staff is monitoring. Region 2 Talent Pathways Initiative did not meet Q1 milestones due to a delay in a regional gap analysis. Center for Entrepreneurship due to a continued delay in the opening of their physical space at the Lynchburg Regional Business Alliance. Regional Talent Strategy Implementation due to delays in the finalization of a web-based talent portal. Bedford Metal Workforce Retention Center due to continued delays closing on the Winoa property. Project has received a no-cost extension through June 30, 2025. Lynchburg Career Accelerator due to delays in the establishment of a core training program for career acceleration coaches, as well as the creation of a final brand and communications plan. Industry 4.0 for the Automated- Connected-Electrified (ACE) Workforce as the project has fallen behind in metrics reporting for students trained. All other active projects are listed in green, meaning they have met quarterly milestones and are on track with their current deliverables.

Minutes

Council reviewed minutes from the Region 2 Council Meeting held on January 25, 2024. Smoot asked if there were any corrections, additions, or questions regarding the minutes; there were none.

Pat Huber motioned to approve the minutes, with John Putney seconding. All were in favor and none opposed.

The meeting adjourned at 3:05p.m.

July 3, 2024

SENT VIA ELECTRONIC MAIL

Leah Fremouw, Vice Chair for Regional Councils
GO Virginia State Board
c/o Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

RE: GO Virginia Regional Collaboration

Dear Ms. Fremouw,

We welcome you to the position of Vice Chair for Regional Councils and celebrate the opportunity to work with you to increase communication and collaboration between the state board and regional councils. As regional leaders, we are deeply committed to the GO Virginia program. We continue to serve because of the economic impact and collaboration that we see in our region through the GO Virginia program.

The state board received a letter last year from all nine regional councils commenting on the JLARC report on GO Virginia. In that letter, the chairs of the regional councils highlighted our belief that substantive collaboration between the state board and regional councils is foundational as the program looks to its future.

As project applications move from the regions to the state, we greatly appreciate the board work-group process. In fact, like many of the regional councils, we have modeled our own review processes on the combination of review by staff, council members, and outside subject matter experts. However, in recent years the Region 2 Council has seen occasional communication gaps as applications move from our hands to yours. Sometimes small questions lead to long delays of months, putting match funding at risk and moving projects past optimal implementation windows. Perhaps most importantly, these delays leave some applicants discouraged, confused, and uncertain whether participating in the program is worth the effort.

As chair and vice chair of the Region 2 Council, we make ourselves available to you. Regional staff would be happy to coordinate a meeting or discussion. Please accept our invitation to join a Region 2 Council meeting at your convenience – our upcoming quarterly meetings are July 23rd (virtual on Zoom) and October 24th (hybrid Roanoke/ Zoom).

Thank you,

William Amos
Chair, GO Virginia Region 2 Council
c Sara Dunnigan, DHCD Deputy Director

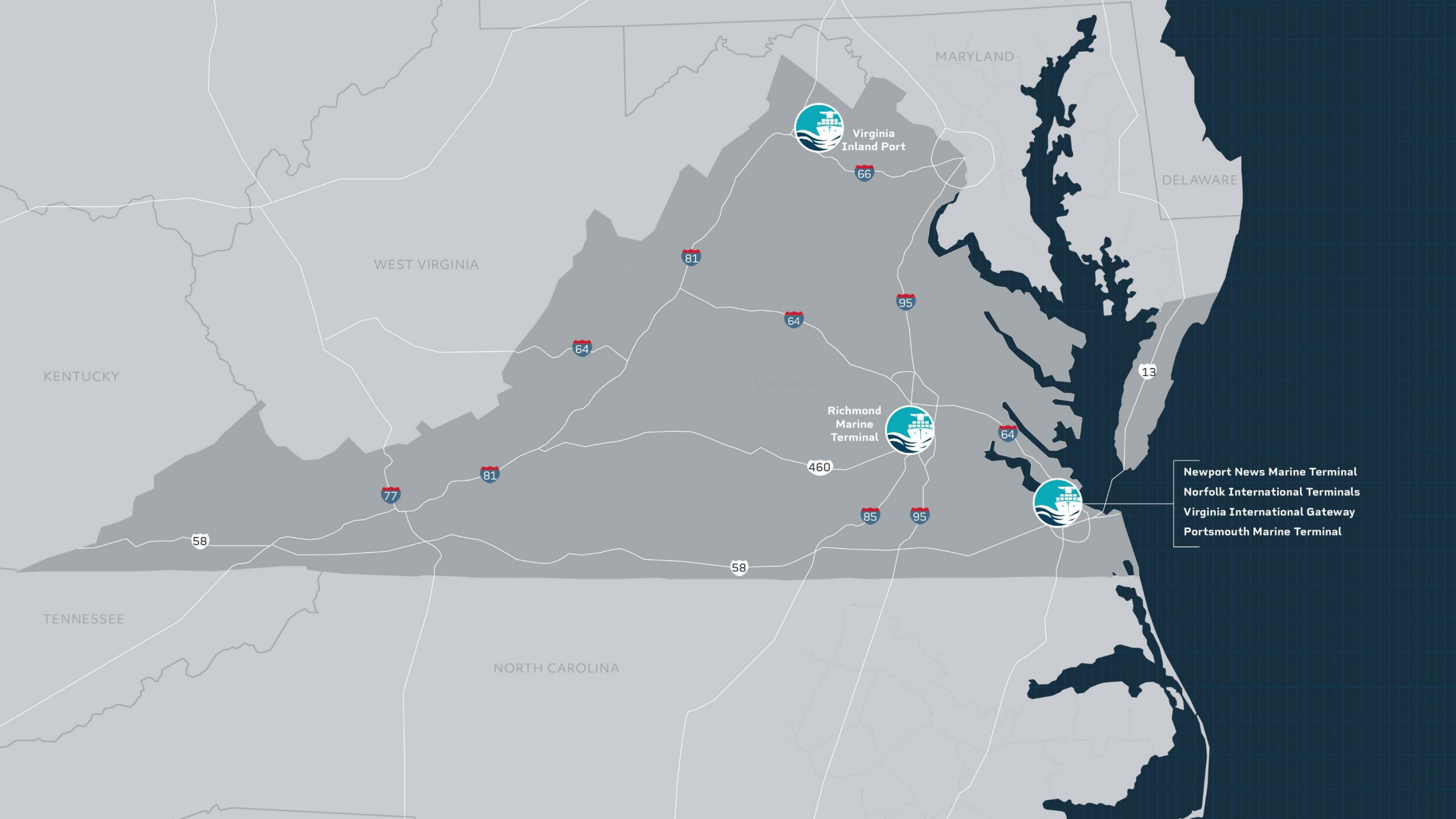
Beverley Dalton
Vice Chair, GO Virginia Region 2 Council



THE PORT OF
VIRGINIA®

AMERICA'S MOST MODERN GATEWAY

GO Virginia Region 2: Executive Committee Briefing
July 11, 2024



Virginia
Inland Port

66

81

64

64

95

13



Richmond
Marine
Terminal

460

81

77

58

58

85

95



- Newport News Marine Terminal
- Norfolk International Terminals
- Virginia International Gateway
- Portsmouth Marine Terminal



REACH FARTHER, FASTER.

Our competitive East Coast location positions you to deliver to 75% of the U.S. population in 2 days or less.

The Port's Mission, Values, Impact, & Outreach

Mission: The Port of Virginia delivers opportunity by driving business to, and through, the Commonwealth of Virginia.

Values:

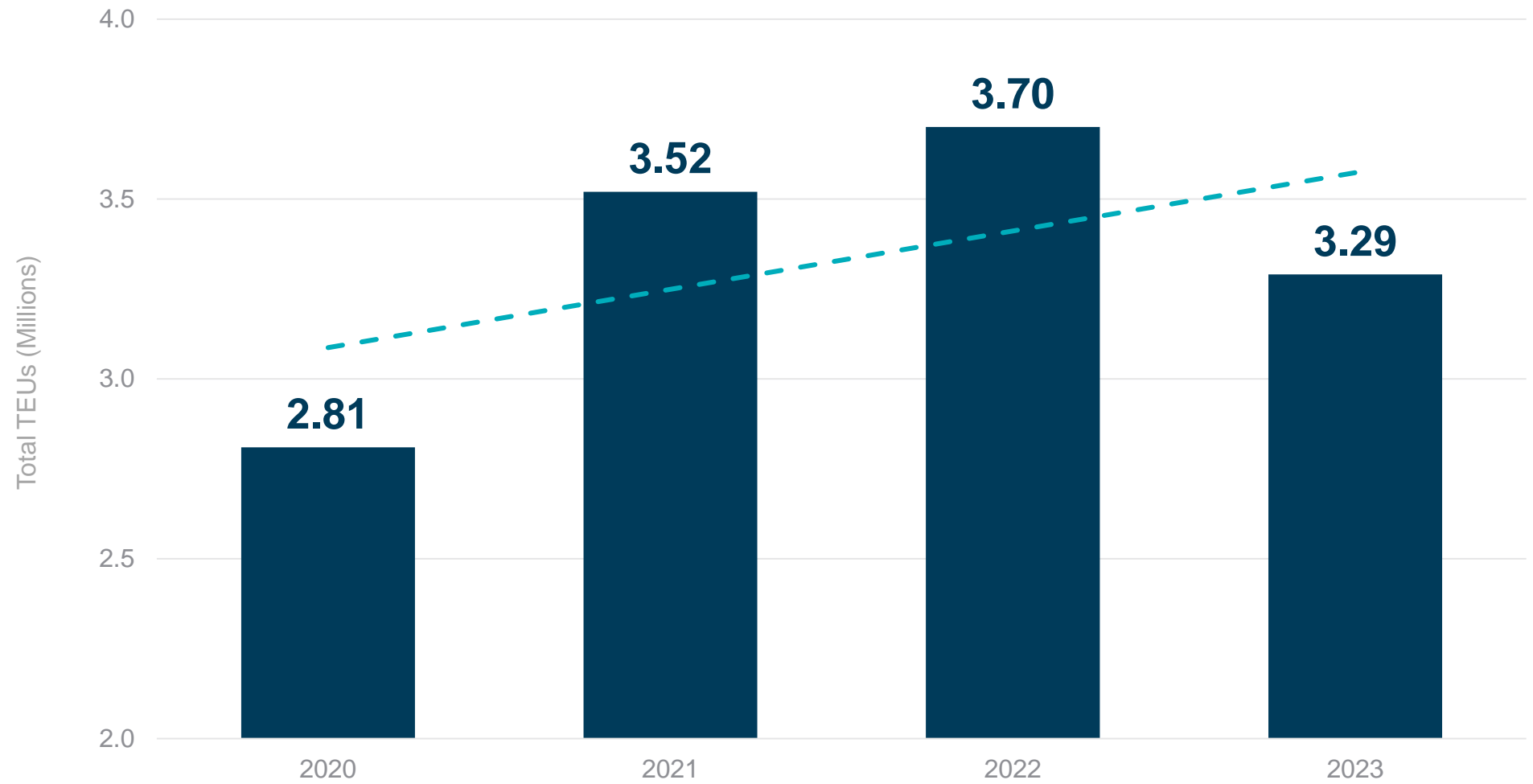
- Accessibility
- Fortitude
- Innovation
- Mindfulness
- Safety
- Sustainability

Impact: Notable economic development announcements since January 2023 located in Region 2 that use the Port of Virginia.

- Camrett Logistics
- Mack Trucks
- Altec Industries

Outreach: The Port team is actively supporting port-centric developments across the entire Commonwealth through planning, advocacy, and grants.

Container Volumes 2023



Economic Impact



26.0M
TONS OF CARGO



\$41.4B
IN LABOR INCOME



560K
JOBS IN VIRGINIA



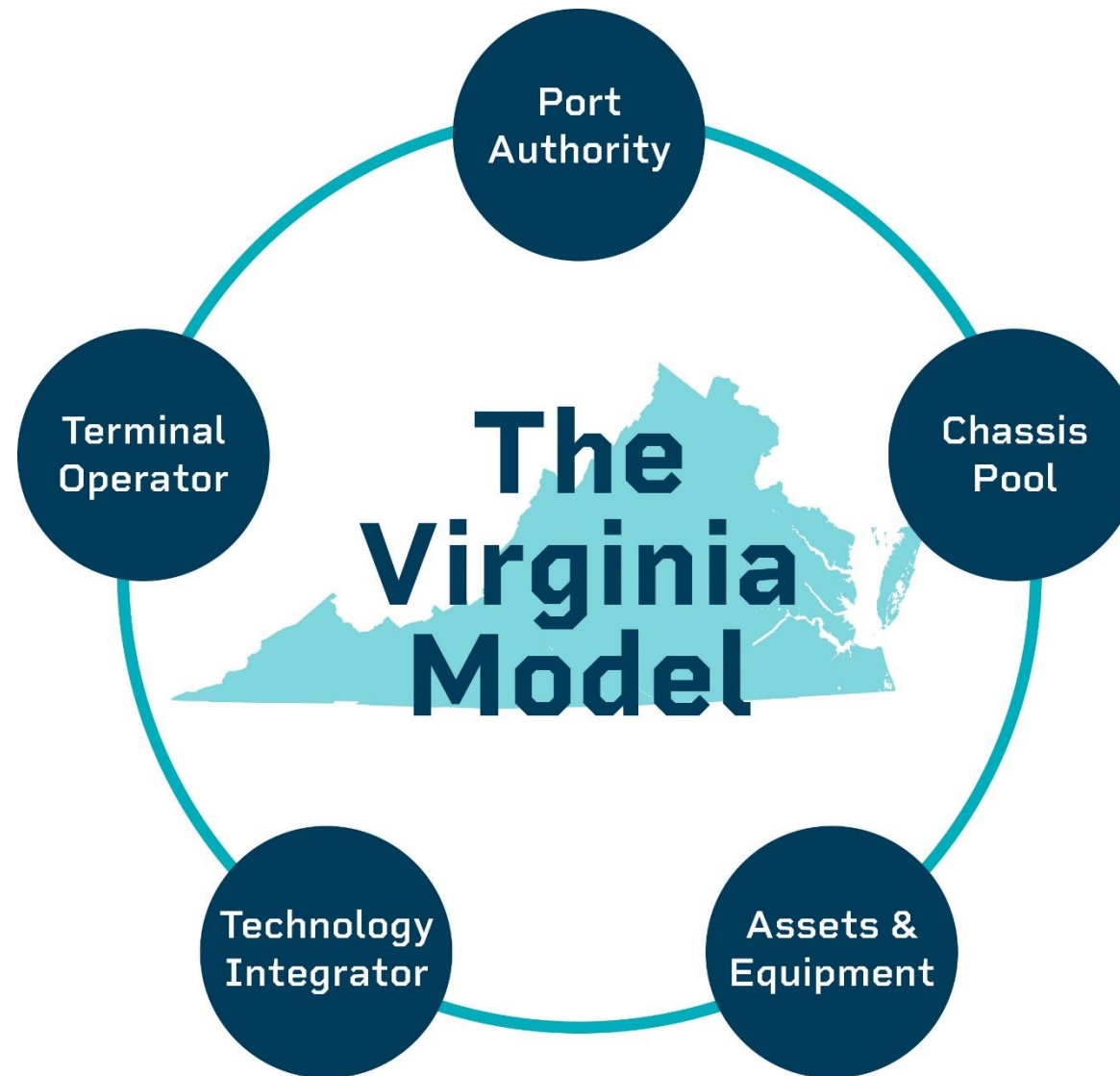
\$124.1B
IN SPENDING



\$5.8B
IN S&L TAXES

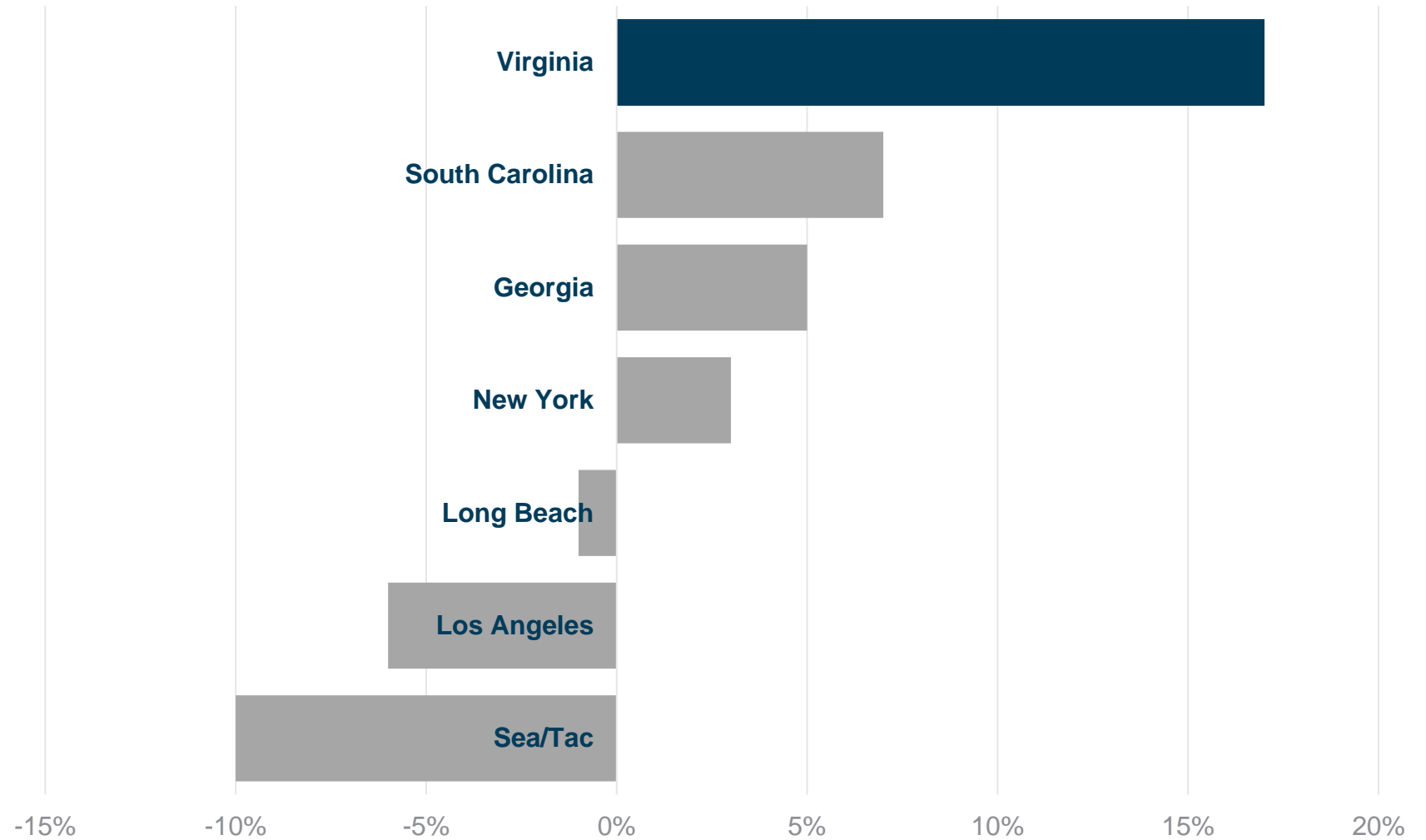
Increases compared with FY21 Port Economic Impacts • Source: The Fiscal Year 2022 Virginia Economic Impacts of The Port of Virginia, Raymond A. Mason School of Business, William & Mary

The Virginia Model



Virginia Leads in Port Growth

US Container Port Growth Comparison (2020-2023 Total TEUs)



Top Imports & Exports

2023

	IMPORT COMMODITIES	EXPORT COMMODITIES
1	Furniture	Soybeans & Soybean Products
2	Plastic Products	Paper & Paperboard, including waste
3	Auto Parts	Pet & Animal Feeds
4	Sheets, Towels, Blankets	Wood Pulp
5	Auto/Truck Tires & Tubes	Logs & Lumber
6	Toys	Synthetic Resins & Plastics
7	Paper & Paperboard, including waste	Grains & Flour Products
8	General Cargo	Plastic Products
9	Machinery Misc.	Base Metals (Aluminum & Scraps)
10	Hardware	Fabrics

\$1.4 BILLION GATEWAY INVESTMENT PROGRAM

Inland Port Improvements | **\$18M**

RICHMOND MARINE TERMINAL & VIRGINIA INLAND PORT

North NIT Modernization | **\$650M**

NORFOLK INTERNATIONAL TERMINALS

Rail Yard Expansion | **\$83M**

NORFOLK INTERNATIONAL TERMINALS

Channel Dredging | **\$450M**

NORFOLK HARBOR

Offshore Wind Hub | **\$220M**

PORTSMOUTH MARINE TERMINAL

USEC's Deepest, Widest Channels

Two-Way ULCV Passage Now Open & 55' Deep Channel Coming in 2025

Project Advantages:

- Reduce ULCV stays by up to 15%
- Increased efficiency & reliability
- 55' (17 meters) channel depth (deepest on U.S. East Coast)
- Less idling, less emissions

Investment: \$450M | Project Completion: August 2025



Powered By 100% Clean Energy



Receiving all electrical power needs from clean sources – wind, solar, hydro, nuclear.



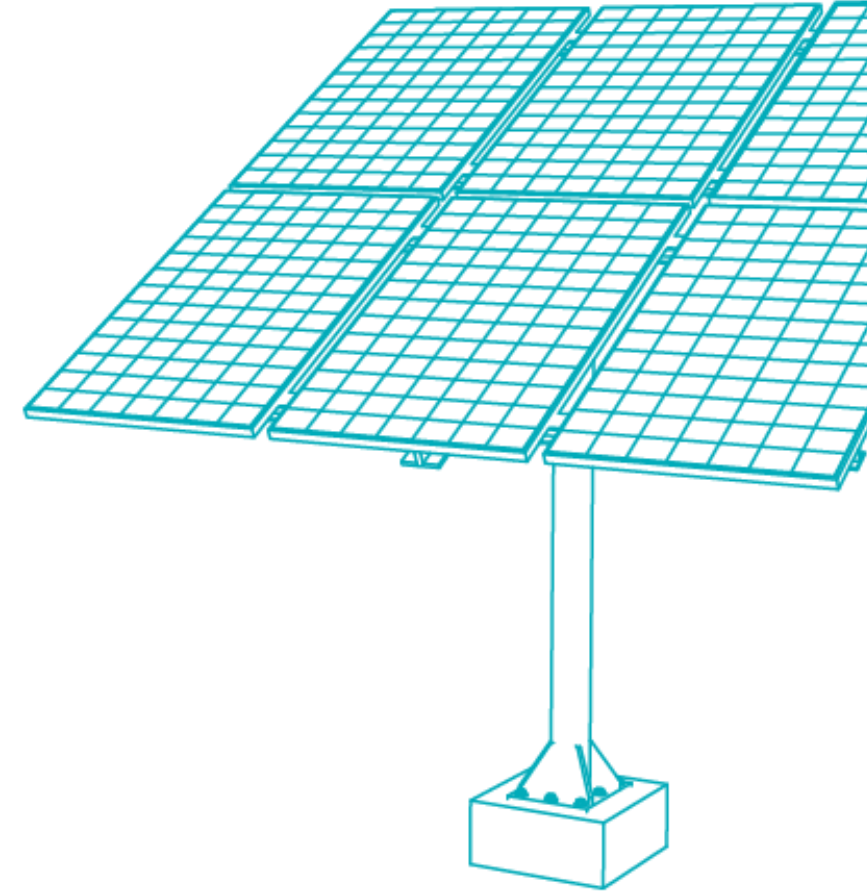
Produces a 45% reduction in carbon emissions per container.



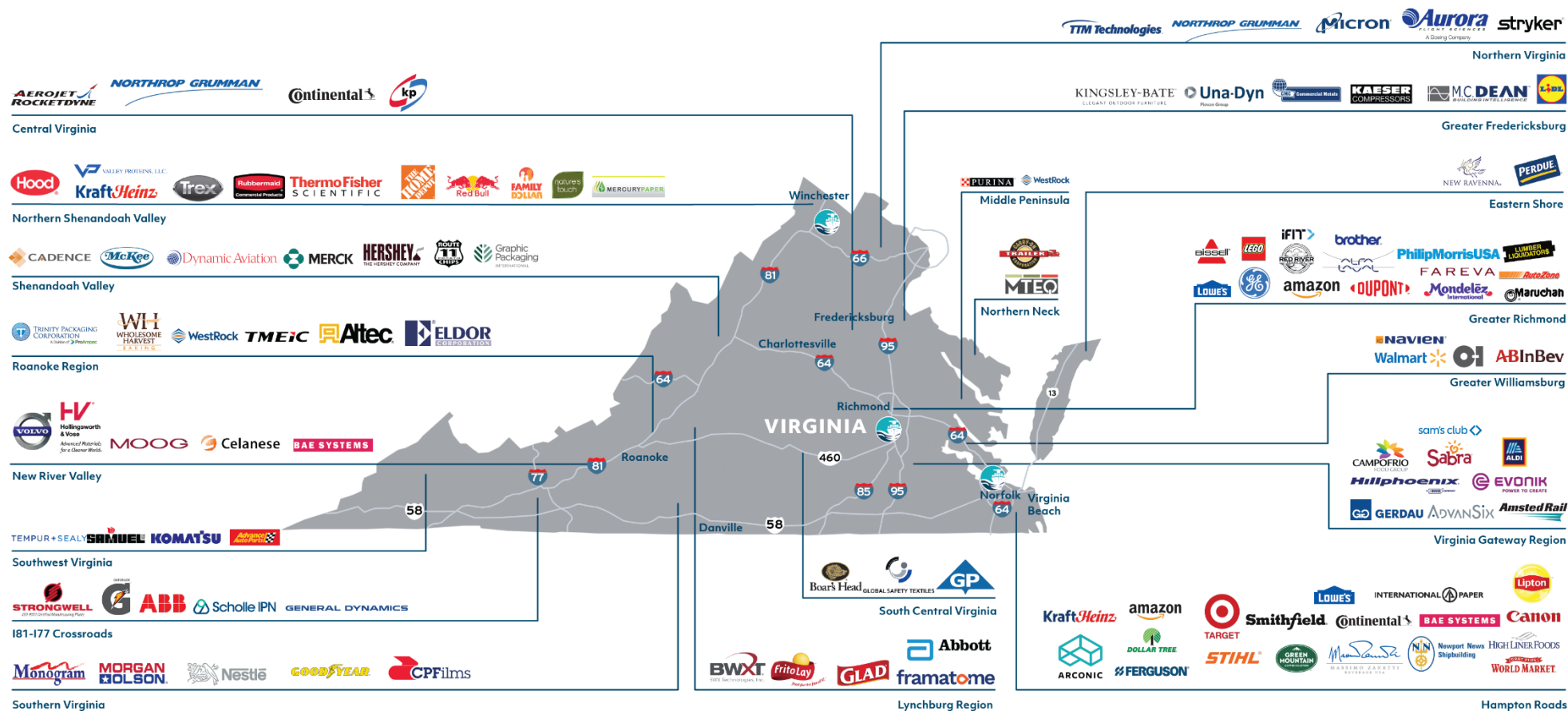
The first major U.S. East Coast port to be powered by 100% clean energy.



The U.S. East Coast's largest fleet of hybrid and electric equipment.



Virginia Distribution & Manufacturing Centers



Region 2 Profile



The Port of Virginia, one of the largest and fastest growing ports in the nation, serves as a global gateway, connecting businesses across the Commonwealth to customers around the world. Leading employers – including manufacturers, distributors, and commodity traders from agricultural, automotive, retail and other industries – rely on the port's modern infrastructure, professional workforce, and the world's largest container vessels to connect with overseas markets. As Virginia's role in international trade continues to grow and we invest in deeper, wider, and safer channels with modern terminals, jobs and economic impact grow as well.

Region Calendar Year

GO VA Region 2 - Activity Through The Port of Virginia in Calendar Year 2023

Businesses

189

Cargo Value

\$277.01M

Short Tons Shipped

36,992



Top businesses located in GO VA Region 2 - shipping cargo through The Port of Virginia in Calendar Year 2023 include:

- CAMRETT LOGISTICS
- DYNAX AMERICA
- MCAIRLAIDS INC
- MOORE AND GILES
- SCHEWEL FURNITURE COMPANY
- THE UTTERMOST CO
- VIRGINIA TRANSFORMER
- VOLVO GROUP
- VTC TROUTVILLE
- YOKOHAMA TIRE CORP

**We are an economic engine and a catalyst
for commerce throughout Virginia**

Economic Impact

\$124.1 billion

Spending on goods and services

Jobs

565,000

Employees supported by
The Port of Virginia

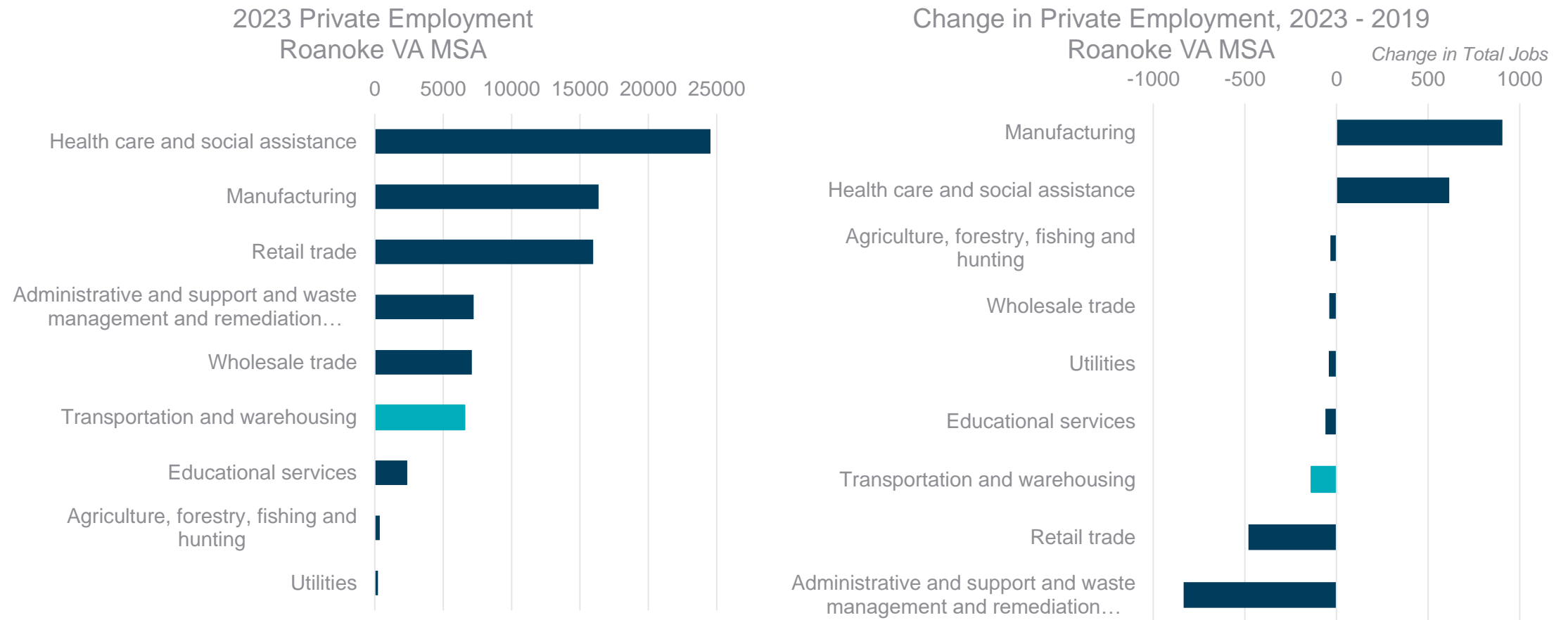
Total Wages

\$41.4 billion

Annual salaries and labor income

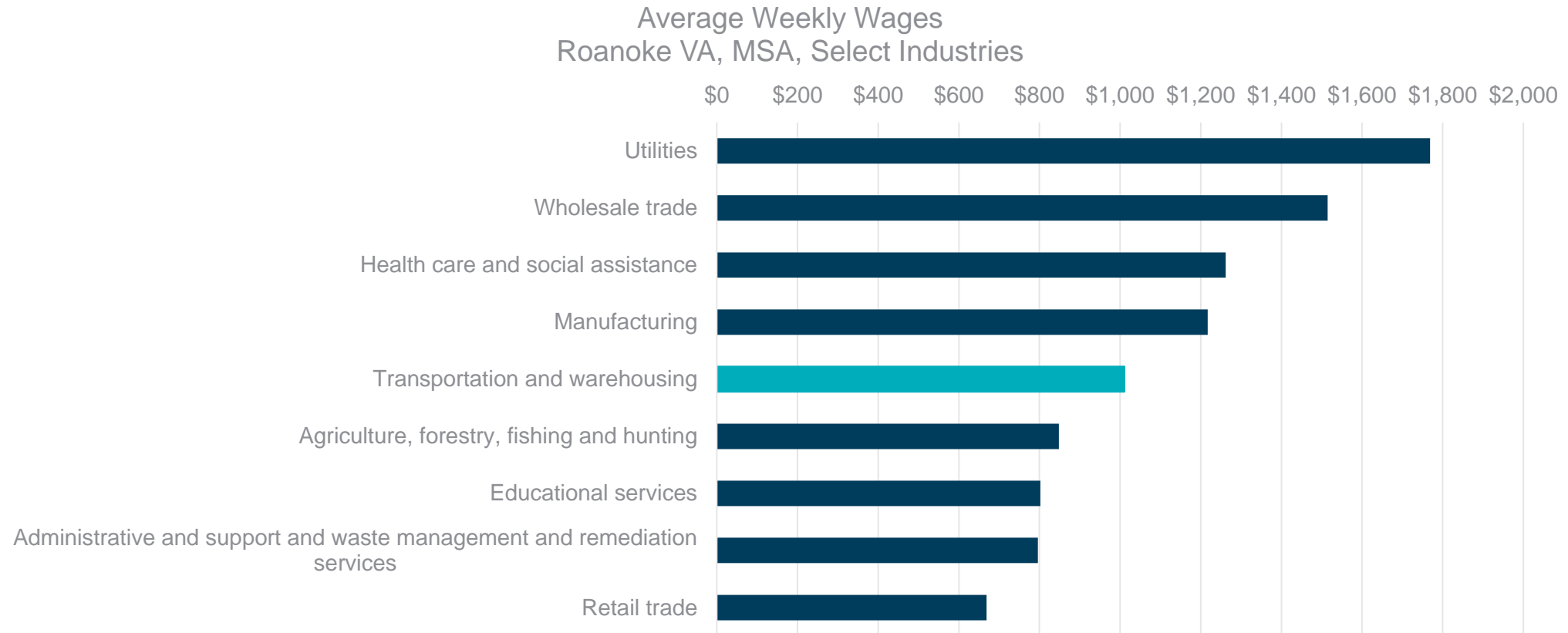
The Fiscal Year 2022 Virginia Economic Impacts of The Port of Virginia, 2023, Raymond A. Mason School of Business, William & Mary

Roanoke, VA MSA Employment



Source: Bureau of Labor Statistics, Quarterly Census of Employment and Wages; Private, NAICS Sectors, Roanoke VA MSA, All Establishment Sizes; Selected industries based on data availability.

Roanoke, VA MSA Average Weekly Wages



Source: Bureau of Labor Statistics, Quarterly Census of Employment and Wages; Private, NAICS Sectors, Roanoke, VA MSA, All Establishment Sizes; Selected industries based on data availability.

Partnering to Create Economic Growth and Prosperity



DOCK > DOOR

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