



GO Virginia Region 2 Council Meeting Minutes

November 2, 2022, 1:00p.m.- 3:00p.m.

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

Council members in attendance: Eddie Amos (Vice-chair), Michelle Austin, Nathaniel Bishop, John Capps, Kenneth Craig, Janice Crawford, Beverley Dalton, Patricia Huber, Victor Iannello, Kim Payne, Debbie Petrine, Ray Smoot (Chair), Luke Towles, Justin Yalung.

Council members participating remotely: Sandy Davis, Fourd Kemper, Marty Muscatello.

Council members not in attendance: Paul Denham, John Dooley, Michael Friedlander, Vince Hatcher, Mike Hamlar, Floyd Merryman, John Putney.

Staff in attendance: John Provo, Scott Tate, Rachel Jones, Alyssa McKenney, Julia Kell.

Public in attendance: Mary Zirkle, Traci Blido, Ken McFadyen, Marjette Upshur, Megan Lucas, Matt Earnest, Scott Weimer, Nicole Akers, Bob Bailey, Andrew Lagala, Nina Rezai, Mike Ketron, Bob Patterson.

The meeting convened at 1:03p.m. and adjourned at 2:38p.m.

Financials Review

Alyssa McKenney reviewed the financial reports included in the board packet. If all 4 proposals are approved, council will have a remaining balance of \$1,607,618 in per-capita funds. Alyssa McKenney then reviewed drawdown status of all active Region 2 projects, as well as support org staff drawdown for administrative purposes.

Project Proposals

Expanding Welding Training Capacity and Jobs in the Roanoke Valley

Scott Tate began with a brief overview of the new project proposal, *Expanding Welding Training Capacity and Jobs in the Roanoke Valley*, submitted by the Botetourt County Economic Development Authority. The Botetourt County Economic Development Authority is seeking \$166,667 in GO Virginia funds to help support the installation of ten new welding booths at BTEC's campus in Fincastle. This expansion is projected to deliver forty-five new welders, with an expected starting salary of \$41,200, to the regional workforce over the initial three-year project term. Ken McFadyen, Botetourt County Economic Development Authority, reviewed project deliverables and answered questions from the council.

The Botetourt County Economic Development Authority's request totaled \$166,667 in Region 2 per-capita funds, with a match of \$83,333.



Victor Iannello motioned to approve this proposal, and Kenneth Craig seconded. All were in favor and none opposed.

Center of Entrepreneurship

Scott Tate began with a brief overview of the new project proposal, *Center of Entrepreneurship*, submitted by the Lynchburg Regional Business Alliance. This project seeks to establish an entrepreneurial center of excellence for the Greater Lynchburg region, to serve as an anchor and catalyst for the region's entrepreneurial ecosystem. The Center would foster an environment for new and serial entrepreneurs to raise capital, access resources and garner the support system needed to take their products and/or solutions into the marketplace. The project includes providing direct assistance to entrepreneurs, (30 clients per year); increasing the available support space for targeted startups by 5,000 square feet; increasing the access to capital by up to \$400,000; and providing 10-12 training and business development events to 200 attendees each year in areas of access to capital, business development, and Knowledge, Skills and Abilities (KSA) development. Megan Lucas, Lynchburg Regional Business Alliance, reviewed project deliverables and answered questions from the council.

Lynchburg Regional Business Alliance request totaled \$240,192 in Region 2 per-capita funds, with a match of \$199,035.

Victor Iannello motioned to approve this proposal, and Kim Payne seconded. All were in favor and none opposed.

Airport Commerce Park Regional Development

Scott Tate continued with a brief overview of the new project proposal, *Airport Commerce Park Regional Development*, submitted by the City of Lynchburg. This project seeks funding for due diligence to advance the Airport Commerce Park site from a Virginia Business Ready Sites Program site characterization Tier 2 to a Tier 3 to strengthen competitive position in the global marketplace and attract advanced manufacturing, technology, and life sciences with a potential focus on aerospace. This effort will be completed within the first 12 months, and will include a traffic impact analysis, a preliminary geotechnical exploration and report, a boundary and topographic survey, a Phase 1 environmental assessment, a waters of the US delineation and determination, a cultural resources review, a threatened and endangered species review and a preliminary engineering report. Marjette Upshur, Lynchburg Economic Development Authority, reviewed project deliverables and answered questions from council. Eddie Amos inquired on the possibility of any height restrictions through the redevelopment of the site. The applicant team responded by stating there will be no height restrictions until development reaches the fence. Council inquired on utilities that will be accessible following project completion. The applicant team responded by stating there will be water, sewer, fiber, and natural gas available.

City of Lynchburg's request totaled \$190,000 in Region 2 per-capita funds, with a match of \$95,000.

Kim Payne motioned to approve this proposal, and Beverley Dalton seconded. All were in favor and none opposed.



Industry 4.0 for the ACE Workforce

Scott Tate continued with a brief overview of the new project proposal, *Industry 4.0 for the Automated-Connected- Electrified (ACE) Workforce*, submitted by the Virginia Tech College of Engineering. Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce” is a cluster scale-up project led by Virginia Tech College of Engineering and focused on the transportation manufacturing and technologies sector. In 2021, Virginia Tech was competitively selected as one of the finalists in the Economic Development Administration’s Build Back Better Regional Challenge Competition. The Phase I award helped establish an Automated-Connected-Electrified (ACE) Coalition of over 150+ public, private, and non-profit organizations. Though the Phase II funding was not awarded, the Coalition desires to proceed with initiatives to facilitate asset alignment, develop plans to assist in firm growth, build a shared identity for the cluster, and develop a diverse and technically ready workforce. Matt Earnest, Nicole Akers, and Scott Weimer, VT College of Engineering, addressed project deliverables and answered questions from council.

Virginia Tech’s College of Engineering’s request totaled \$500,000 in Region 2 per-capita funds, with a match of \$250,000.

Kenneth Craig motioned to approve this proposal, and Eddie Amos seconded. All were in favor and none opposed.

Special Updates

GO Virginia Talent Pipeline Innovation Program

The Talent Pathways Initiative (TPI) is a new planning grant to help regional councils build better buy-in from industry leaders and strengthen alignment with workforce and education in one or two priority industry clusters. The GO Virginia State Board will allot each region up to \$250,000, with current match rules of 1:2 non-state match (up to \$125,000). With subsequent funding, the Board can support implementation projects that align training curricula with business needs, facilitate work-based learning experiences, and develop entrepreneurial talent. The Region 2 Executive Committee recommends that the TPI focus on two of the region's largest and fastest-growing clusters: Life Sciences & Health Care and Transportation Manufacturing & Autonomy. From both a market perspective and an assessment of cluster capacity, these clusters are ripe for the sustained transformational growth the state envisions will follow the planning effort. Further, the regional executive committee recommends the current region 2 support org, Virginia Tech’s Center for Economic and Community Engagement (VT-CECE), assumes the TPI planning grant’s project manager role.

Michelle Austin motioned to approve the focus areas of the TPI grant, with Debbie Petrine seconding. All were in favor and none opposed.

Quarterly Project Reporting



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

GO Virginia Region 2

John Provo reviewed active project status, noting there are two current projects listed in yellow, meaning they did not meet a quarter 3 milestone and staff is monitoring. All other active projects are listed in green, meaning they have met quarterly milestones and are on track with their current deliverables. Included in the packet were project extension requests from the Lynchburg Beacon of Hope grant, as well as the Building a Regional Health Sciences Talent Pipeline grant.

Minutes

Council reviewed meeting minutes from the GO Virginia Region 2 Council Meeting held on August 2, 2022. Chairman Smoot asked if there were any corrections, additions, or questions regarding the minutes; there were none.

Nathaniel Bishop motioned to approve the minutes, with Beverley Dalton seconding. All were in favor and none opposed.

The meeting adjourned at 2:38p.m.

DRAFT