



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

GO Virginia Region 2

GO Virginia Region 2, Executive Committee Meeting

January 21, 2021, 1:00p.m.- 3:00p.m.

- Introductions (1:00-1:05)
- Financial Report (1:05-1:15)
- Proposal Review (1:15-2:20)
 - Virginia Tech Foundation
 - Carilion Clinic
 - Lynchburg Beacon of Hope
 - The Advancement Foundation
 - Lynchburg Regional Business Alliance
- Special Updates (2:20- 2:40)
 - VIC Regional Entrepreneurship Initiative
 - Broadband Task Force
- Council Business (2:40-2:50)
 - Council Vacancies
- Staff Updates (2:50-3:00)
 - Proposal Pipeline

Region 2 GO Virginia Council

Project Title: Biotech Lab Space Development
Applicant: Virginia Tech Corporate Research Center
Localities covered: City of Roanoke, Montgomery County (as well as NRV and Roanoke sub-region localities)
Growth & Diversification Plan Strategy Area (s): Sites and Buildings

GOVA Funds Requested: \$100,000 in GOVA ECB funds requested, with a match of \$55,000

Project Description:

The Virginia Tech Corporate Research Center, Inc. (VTCRC), a wholly owned subsidiary of the Virginia Tech Foundation, Inc. (VTF), proposes to lead development of a comprehensive assessment, conceptual design, and associated operational plan to support both Roanoke and Blacksburg's life and health sciences ecosystem with flexible laboratory space. The scope of the project is to assess the demand and projected growth in need for lab space in Region 2, create a working plan to serve the entire region, and create an initial conceptual design with associated presentation materials to drive investor and market interest.

Region 2 suffers from an unacceptable lack of lab space available to startups and regional entities to foster the commercialization and growth of the biotech industry. Our vision is to design, develop and operate lab space under the VTF's leadership through the VTCRC infrastructure to support commercial entities as well as young startups in both Roanoke and the New River Valley (NRV). This effort complements other regional efforts in place to incubate life and health sciences activity and retain talent in our region.

This project will be led by the VTCRC through the VTF and will include input and guidance from all relevant stakeholders in the region, including Montgomery County, City of Roanoke, Valleys Innovation Council (VIC), RAMP, Roanoke Blacksburg Technology Council (RBTC), Fralin Biomedical Research Institute at VTC, Onward NRV, New River Valley Regional Commission, Roanoke Regional Partnership, and Link License Launch from Virginia Tech.

We have identified and assembled a qualified team to perform the necessary tasks and manage the project. Facility Logix, a private firm imminently knowledgeable in the Virginia life and health science market, will lead the initial task and assessment portion of the study. EDC and SMBW, along with engineers and designers within the VTCRC staff, will perform the design and conceptual modeling. Finally, the VTCRC staff, with support from the VTF and regional stakeholders, will create the operating plan and projections for the facilities.

In order to support Virginia Tech's ongoing translation of research into commercial opportunity in the life and health sciences segments, viable lab space is needed outside the confines of university labs. While investigators can demonstrate feasibility as university researchers, once they create a commercial enterprise and begin working on private projects, they must find other space. Regional economic development leadership has no viable capacity nor the detailed plan to assist in recruiting and satisfying the needs of biotech companies looking to locate in our region. Compounding this issue, all of the available lab space in the region is either fully occupied or poorly configured to be of use to the types of companies our region is producing.

The urgency of this issue is further demonstrated below:

- Third-party developers have expressed interest in investing in the creation of lab space in our region. The output of this proposed project will provide the much-needed quantification and projection of demand to further engage investors to move forward.

- Three existing biotech companies in the VTCRC have expressed need to expand and commit to new facilities. Projections obtained from these companies are between 300-400 new jobs.
- The VTCRC routinely receives requests for investigators seeking lab space. We currently have a backlog of 9 companies seeking lab space of various forms.
- The VTCRC and the VTF have actively been involved in discussions with Fralin Biomedical Research Institute and VIC constituents to serve the needs of the Roanoke region. A comprehensive plan to address the needs of these main hubs of research will lead to an economically scalable operating model that can best support both jurisdictions.
- The Fralin Biomedical Research Institute at VTC (FBRI) is creating growing demand for private space from startups and industrial partnerships. While the VTC facilities are ideal for university research, these companies have no suitable facility to perform basic GMP level studies to support their discovery.
- RAMP is launching its first life sciences cohort, intended to cultivate the earliest startups from the region. These companies will need space and currently they must resort to service lab companies outside the region. This pipeline of possibly 10 new startups will need space.
- Smaller companies do not have the budget to build out their own labs, but they need space. This causes them to look outside the region (MD, NC) to utilize shared or co-working lab facilities. Worse – these companies will outsource expensive work that could be performed in-house, missing an opportunity to fund jobs.

The VTCRC believes that the impact of this project along with the subsequent development could ultimately lead to 800-1,000 new jobs created in the life sciences industry in Region 2.

Project Assessment (Due to the Virginia Tech applicant, staff review was conducted by Donna Morris of Region 5; External reviewer – Deborah Roder, Life Sciences Business Development Manager for Prince William County; Region 2 Council reviewer – Janice Crawford).

Strengths

- “This project is very strong, as it touches on each of the strategies outlined in the Region 2 Economic Growth and Diversification Plan”
- Applicant capability and capacity to execute is “VERY STRONG: The applicant and partners involved in this project bring a wealth of experience and expertise in life and health sciences and beyond.”
- There is “a strong team to do the initiative. I know Facilities Logix from their work in Prince William County and have found them to be knowledgeable and helpful.”
- “The project has received the support of multiple partners across the region, both public and private. All clearly confirm their commitment and desire to actively engage in the planning, development, and sustainability of this program.”
- “While the project is focused on the life sciences and health care cluster, it clearly provides opportunity to grow other priority clusters in Region 2, such as emerging technologies and IT and manufacturing.”
- “Will increase Virginia’s visibility in biotechnology ecosystem” and “Will stimulate the industry working to improve and save lives through life science innovation”
- “A flexible facility plan that includes coworking, lab, and anchor tenant space. Specifically, I like how there are options within the plan for all levels/stages of companies.”
- “Will attract researchers to the area and Will attract new companies to the area”
- Project advances “The desire to stimulate the industry as a whole, working to improve and save lives through life science innovation. The lab space would facilitate sharing research and products with Virginia and national commercial biotech companies.”

- “The need is known and not currently being addressed by regional economic dev efforts”

Weaknesses

- None specifically cited by reviewers. See below for comments and questions.

Questions/Misc.

- “This project would be a natural connection to the statewide Virginia Bio Connect program, recently awarded a GO Virginia Competitive Grant.”
- “The timing of the initiative to scope out demand. COVID, and COVID related funding, has changed the trajectory of the life science sector. This feasibility will occur after the initial COVID expansion and after the vaccines have been introduced to the market. It should capture both the growth from COVID funding and if that growth will be sustained in the near/ medium future.”
- Will the final plan include recommendations for facility needs and future development in both Roanoke AND Montgomery County?
- Will the plan include site, facility, operating, and equipment recommendations, cost projections, and sources of funding?
- “I would like to see greater inclusion of entrepreneurial resources in the feasibility study. I would include the Center for Innovative Technology (CIT), the SBDC state-wide network, and any local resources.”

Region 2 GO Virginia Council

Project Title: Building a Regional Health Sciences Talent Pipeline – Charting Career Pathways and Standardizing Curricula
Applicant: Blue Ridge Partnership for Health Science Careers (Fiscal agent: Freedom First Foundation; Project lead contact: Carilion Clinic)
Localities covered: The counties of Roanoke, Botetourt, Craig, Franklin, Alleghany, Montgomery, Floyd, Pulaski and Giles and the Cities of Salem, Roanoke, Radford, and Covington
Growth & Diversification Plan Strategy Area (s): Talent/Workforce

GOVA Funds Requested: \$100,000 in GOVA ECB funds requested, with a match of \$106,355

Project Description:

The project seeks funds to advance the life and health sciences talent pipeline by establishing a new initiative to better:

- 1) meet the acute and growing need of regional employers for qualified workers, including technicians and others.
- 2) support the region's emerging Health and Life Sciences (H&LS) ecosystem and
- 3) make the region stronger as a magnet for attracting established companies in the H&LS sector seeking to expand or relocate.

This new initiative will align with the region's economic development efforts, helping to ensure that talent pathways are responsive to the needs of employers, will foster entrepreneurship, and provide meaningful careers. The project was inspired by a model in Texas and expands on a smaller pilot effort led by Roanoke City, Roanoke County, and Botetourt County.

This project establishes a collaborative regional partnership and is supported by the region's higher education entities and community colleges, the school systems, local governments, and major sector employers including Carilion Clinic, LewisGale Regional Health System, and others.

GO Virginia funds will help stand up and operationalize the Partnership Executive Committee and Task Forces; to conduct a regional situational assessment and analysis; research best practices; identify/inventory existing and needed resources; and consult and engage with major stakeholders. These funds would also help pay for the creation of an informational website and information storage platform for Partnership work product.

Over the course of one year, this project will accelerate the establishment of a new model for wide-spread business-education collaboration, increase the number of health and life sciences graduates and begin to formalize a health sciences talent pipeline.

The project aims to better align, enhance and expand the training, workforce development, and educational offerings to support the acute and growing needs of employers and scale a qualified health sciences talent pipeline quickly to continue our region's competitiveness in the H&LS industry sector. The project will help establish a collaborative to move with urgency to work with public institutions and private employers to more systematically collaborate to leverage resources, align curriculum with employers' future growth strategies and encourage trans-disciplinary innovation.

Project Assessment (Region 2 staff reviewer – Scott Tate; External reviewer – Julia Potter, Potter Enterprises; Region 2 Council reviewer – Beverly Dalton)

Strengths

- Impressive and extensive list of collaborative partners including both public and private sector partners. Clear evidence of local government/school systems participation.
- Seeks to address and advance a clear and pressing strategic priority in the Region 2 G&D plan: supporting and growing the life science sector in Region 2, which is critical since in some ways this is still a nascent or early stage sector. The growth of life science companies and workforce is intricately linked to the region's health sciences enterprise.
- "There is so much evidence of need, capacity to meet the need and the longer view of impact and entrepreneurship. I particularly like the structure of partnership."
- "I am so impressed with the work taking place and the aspiration to fortify and expand it."
- "Overall, I think the application is outstanding. It is very well written and very compelling."

Weaknesses

- No real weaknesses here. However, we might ask the applicant how they will specifically engage and include life sciences and biotechnology sector companies and entrepreneurs, especially early stage and high growth potential enterprises – in terms of their workforce and training needs and overall involvement. I presume that the letter from RAMP and high-level engagement of FBRI will be one vehicle for that to happen.

Questions/Misc.

- Can/will the situational analysis and future state/gaps analysis include a specific and extensive focus on life science and biotechnology cluster in the region, the intersections with the health care sector, and the specific ways that workforce, education and training can support the future growth of bio/life sciences entrepreneurs and companies?
- How will this intersect and differ from VA BIO project and the regional hub?

Region 2 GO Virginia Council

Project Title: Futures Centers expansion
Applicant: Beacon of Hope
Localities covered: City of Lynchburg, Amherst County, (and one TBD locality in Region 2, in Lynchburg sub-region)
Growth & Diversification Plan Strategy Area (s): Talent and Workforce

GOVA Funds Requested: \$95,480 in GOVA ECB funds requested, with a match of \$138,600

Project Description:

For the past 8 years, Lynchburg's Beacon of Hope has partnered with the Lynchburg City Schools to operate high-school based Future Centers. The Future Centers have proven effective in increasing students' pursuit of, access to, and affordability for post-secondary education, certification and training.

This project aims to scale the Future Centers model outside the City of Lynchburg. The project would:

- (1) To scale the Future Centers model to Amherst County High School and at least a third high school location in Region 2000 and the CVCC capture area,
- (2) To catalyze local school districts and economic development/business leaders around building a pipeline from high school to in-demand workforce openings
- (3) To provide needed essential career success skills in the high schools that will help students more successfully launch into the workforce

Beacon of Hope plans to pilot the establishment of High School-based Future Centers in Amherst and another locality using virtual technology, a roving satellite Future Center advisor, partial time from designated on-site staff, in-kind space, and articulated partnerships with high schools, LEAs, and local community business partners.

Beacon of Hope has had a number of inquiries from other localities in Region 2 and beyond about replicating their successful model, but have lacked the internal resources to devote to these efforts. The applicant intends to use the GO Virginia Capacity Grant to create the scalable model which can be ported to Amherst County High School, potentially Altavista and other Region 2 (Lynchburg sub-region) High School systems who are interested in its outcomes. We also intend to pilot the scaled Future Center model at these high schools with the intentions of accomplishing both short- and longer-term measurable outcomes. These include:

- Increasing student/family awareness of local post-secondary educational opportunities and pathways,
- Increasing access to degree and certification programs for traditionally underserved students and families,
- Accessing resources to make degree or certification programs more affordable for our students,
- Increasing the percentage of students who graduate from LCS, ACHS and other local high schools with a viable post-secondary education or employment plan,
- Increasing the percentage of students who graduate from LCS, ACHS and other partner schools with a portable set of work-ready skills,
- Providing increased opportunities for student externships/internships/experiential learning in high demand sectors,

One key element of creating a seamless pipeline between High School and Workforce is the GO Virginia-supported CTE Academy at CVCC. Through the Future Centers, Beacon of Hope will inform and prepare students to better access the CTE Academy and provide on-site success support at CVCC for students while enrolled.

The project expects to:

- Increase the percentage of Amherst, Altavista, and TBD locality graduates pursuing direct employment/industry training, college, or technical certification after graduation;
- Increase enrollment by ACHS and ACS graduates in local post-secondary programs and CVCC;
- Increased FAFSA completion rates by families in all Future Center communities;
- Increase the percentage of students who submit applications to college or technical certification programs, increase the percentage of successful enrollments;
- Utilizing the CVCC Future Center, ensure greater successful transitions for graduates to CVCC and support student transitions along the way;
- Increase opportunities for experiential engagement among students, the local business community and higher education partners;
- Increase student and family participation in college readiness workshops, career exploration programs, scholarship applications, and Virginia College Application Week, thereby creating increased recognition of next steps.

Focusing on these outcomes in the City of Lynchburg, Amherst, Altavista, CVCC and a TBD locality, Beacon of Hope looks to perpetuate a locally-based, locally-supported critical mass of young people moving toward successful education, certification or training. These outcomes directly address the Region 2 Council's core strategies: (1) strengthening the pipeline from K-12 to higher education to career, especially within the Region's target growth sectors (advanced manufacturing, health care, emerging technologies, and education). The expected outcomes address some of the strengths, opportunities, and challenges articulated in the Growth and Diversification Plan. The Future Center expansion seeks to (1) increase student/family access and awareness to employment opportunities, (2) address a dearth in soft skills, and (3) create experiential learning opportunities—all high priorities for the Council in addressing Talent Development. The project also addresses the core strategy of increasing completions of degrees (and certifications) applicable to target sectors. In addition, the project provides specific and structured support to students with socioeconomic disadvantages and helps advance more equitable and inclusive development of the region.

Project Assessment (Region 2 staff reviewer – Scott Tate; External reviewer – Melinda Leland, United Way of Southwest Virginia; Region 2 Council reviewer – Nathaniel L. Bishop)

Strengths

- “Proposal seeks to develop a scalable model that could be used by nearby jurisdictions.”
- The applicant has proven their ability to develop and implement a successful program that has produced measurable results in terms of student outcomes.
- “Project proposal indicates an increase of 27% in number of Lynchburg high school students pursuing college, on-the-job- training, or certification programs since its beginning in 2012.”
- The project would hold high likelihood to help more high school and community college students matriculate and succeed, especially more vulnerable populations and would thus offer promise to truly increase the early pipeline to higher wage occupations in the region.
- The project does seek to advance and respond to several of the talent strategies in the Region 2 G&D plan.
- “The proposal speaks to collaborate with nearby jurisdictions to coordinating efforts for a pipeline that supports students in education and career development to remain in the region.”
- “Proposal shows good collaboration with CVCC and programs their with same goals.”
- “Proposal sates commitments by partnering jurisdictions to provide matching funds through budgeted dollars or in-kind donations. “
- “Strong demonstration of regional collaboration with Lynchburg City, Amherst County and then discovery of the third partner.”

- “Shows and provides statistics of success for retention and success rates in already established centers.”

Weaknesses

- Might be good if the third locality was pre-identified?
- Would be good to add details on the Region 2 higher wage occupations for which Futures Centers students could be a good fit.
- Could more specifically focus on Region 2 key occupations in priority industry sector and how the program will increase enrollment and support workforce/jobs in those areas

Questions/Misc.

- If successful scaling to the other 2 Lynchburg area localities, might a future per capita project help expand this to other interested Region 2 localities, including some in Roanoke or NRV sub-regions?
- Is there any data as to how many of the Future Center students have been retained in the area to become part of workforce?

Region 2 GO Virginia Council

Project Title: Ag/ Food Technology and Business Innovation Center
Applicant: The Advancement Foundation
Localities covered: The town of Bedford and the county of Bedford.
Growth & Diversification Plan Strategy Area (s): Technology Development

GOVA Funds Requested: \$85,000 in GOVA ECB funds requested, with a match of \$42,500

Project Description:

The Advancement Foundation proposes to conduct a needs assessment and feasibility around emerging technology in agriculture, food/beverage processing and business incubation in the Bedford area. The proposal also seeks to serve the larger regional and statewide efforts intended to provide a stronger network of business development and emerging technology support for agricultural – food/beverage industries.

The assessment and study are intended to produce a framework for identifying and addressing the needs of ag-food sector enterprises and emerging ag technologies in areas such as research and development, processing, business acceleration, emerging agriculture technologies, sustainable farming, bio-renewable resources and other emerging agriculture opportunities. The project aims to inform the development of a proposed agriculture/food technology business and innovation center that would include research and development, business incubation/acceleration, small scale processing, training and education and product development and testing.

Project Assessment (Region 2 staff reviewer – Scott Tate; External reviewer – Kathlyn Terry, Appalachian Sustainable Development; Region 2 Council reviewer – William Fralin

Strengths

- The project does seek to advance the region’s agriculture and food sciences sector in a direct way, and that is one of Region 2’s priority industry sectors. There have been very few projects to date that directly address this sector as a substantive focus.
- “It appears that this project responds well to Region 2’s strategies in advancing technology, supporting entrepreneurship, and potentially collaborative development of sites and buildings.”
- The project does appear to emerge from local government and partner interest in Bedford (town and county).
- “The partners that are aligned to participate in this project is the biggest strength of the proposal. “

Weaknesses

- “Looks to be limited to Bedford.” (While a town/county may meet minimum threshold of local participation, the type of project here would likely need a wider number of partner localities which do not appear to yet be involved).
- “There is no evidence of the type of HIGH PAYING jobs that might be created in the future.” This is a key question for applicant.

- “I believe the success of this project will depend on the ability to narrow the focus down to a few areas in order to gain a true understanding of the viability and usefulness of such a center.”
- The project does seem to lump a lot of possible activities and focus areas into the narrative, without a lot of detail or description as to specifics.
- While the team has some clear strengths, expertise, and a few key partnerships (such as IALR and VIC), the level of expertise, engagement, and involvement of non-affiliated experts AND private sector partners (the private sector support letter appears to be from a consultant who regularly works with the applicant) may be a question.
- “I am sure a study could be conducted” but “Not sure they can pull off the AG Tech Business Center.”

Questions/Misc.

- How will entities, companies, partners, entrepreneurs, and localities beyond Bedford County be engaged? Why have other localities not been engaged?
- “I would encourage the project team to leverage the lessons learned from other such centers across the commonwealth and in surrounding states. That may have been implied but not explicitly stated.”
- “The proposal was not clear enough on who will oversee implementation of this project. The experience of that individual will be a critical factor in the success of this project.”
- “I was unclear about what specific industries in food and ag will be targeted.”
- What kinds of high-paying jobs or companies might be created if they were to be successful?

Region 2 GO Virginia Council

Project Title: Site-specific Readiness for Amelon Industrial/IT Growth Center
Applicant: Lynchburg Regional Business Alliance (LRBA)
Localities covered: Amherst County (and through LRBA - the City of Lynchburg and the counties of Amherst, Appomattox, Bedford, and Campbell and the Towns of Altavista, Amherst and Appomattox)
Growth & Diversification Plan Strategy Area (s): Sites and Buildings

GOVA Funds Requested: \$297,000 in GOVA Per Capita funds requested, with a match of \$526,105

Project Description:

The Lynchburg Regional Business Alliance is applying for a Go Virginia Region 2 site-specific readiness grant to build an Industrial/IT Growth Center on lot 6 of Amelon Commerce Center in Amherst County. The building will be 40,000 square feet divided into eight individual industrial spaces to manage industrial and information technology start-up companies that have grown out of their home spaces. The building will be funded by a US EDA grant, however, there is a gap in the project for site-specific improvements. LRBA is requesting GOVA funds to prepare the site for the construction of an industrial building: completing a detention pond, VDOT entrance work, DEQ requirements, utility work, etc.

The Amelon site-specific readiness project builds on past GOVA projects lead by the Lynchburg Regional Business Alliance to prepare industrial sites for manufacturing companies and high-paying jobs. GOVA Region 2 has funded two grants called Due Diligence LYH that have advanced a portfolio of publicly held industrial sites along the Virginia Business Site Readiness Scale (VBRSP) with seven jurisdictions participating. The Alliance serves as the regional economic development organization for the City of Lynchburg and the counties of Amherst, Appomattox, Bedford, and Campbell and the Towns of Altavista, Amherst and Appomattox.

This proposed project will move this publicly owned industrial property to the final stage - ready to build - for a site that was deemed "Highly Developable" for Advanced Manufacturing (Small Scale) for Region 2 and Virginia by the VBRSP/KPMG evaluation. Lot 6 in the Amelon Commerce Center is owned by the Economic Development Authority of Amherst County (AEDA). The Amelon Commerce Center is an industrial park located in Madison Heights on a VDOT connector road 2 miles from the US 29 Bypass, a 4-lane interstate quality highway. The AEDA completed all due diligence and completed preliminary grading on the 14-acre lot in 2018. GOVA funds would be used to prepare the site for construction of an industrial building: completing a detention pond, VDOT entrance work, DEQ requirements, utility work, etc. This project is a collaboration between The Lynchburg Regional Business Alliance and municipalities in Region 2, including Amherst County.

This site-specific readiness project is a part of a larger plan to build a Manufacturing/Tech Growth Center on the site for start-up and emerging businesses with a focus on advanced manufacturing and IT. The Manufacturing/Tech Growth Center would be a 40,000 SF industrial building with 8 flexible spaces. Start-up and emerging manufacturers often need readily available, affordable, modern industrial spaces when they grow out of their basements, barns, or garages. According to the LRBA, the region has depleted the existing industrial building inventory and without space to grow or start their business, these businesses are forced to move out of the region or remain stagnant, meaning a loss of investment and high-paying jobs. With the high cost of building and the complicated regulations, growing companies do not have the time or capacity to find a site and construct a building.

Advanced manufacturing is a target industry for GOVA 2 and the Lynchburg region. The Amelon Industrial/IT Growth Center would help fill a gap in the manufacturing ecosystem in the region. Another piece of the Amelon Industrial/IT Growth Center would be 4 smaller spaces for IT

companies. The AEDA was able to attract an IT company to Amherst County (Integrated Technology Group - letter of support attached) and the AEDA, Amherst County Public Schools and ITG partnered to offer IT certification classes to high school students with the goal of growing an intern program and eventual IT jobs. However, the pandemic hit just as the program was kicking off.

The Amelon Industrial/IT Growth Center would have fiber communication, a shared conference room, and business counseling services and training through collaboration with the SBDC Lynchburg region (letter of support attached). This project dovetails with the GOVA 2 priority for entrepreneur recruitment, as Virginia ranks 23 out of 25 for entrepreneur retainage. The Alliance and the AEDA have been participating in the Regional Entrepreneurship Initiative Process.

The investment and higher-paying jobs that this project would attract fall within the GOVA 2 priorities. As GOVA strives to create higher-paying jobs through incentivized collaboration, which diversifies and strengthens the economy in every region, our region strives to answer the needs of start-up and emerging companies. The Amelon Industrial/IT Growth Center will cultivate and attract new and emerging businesses, thus bringing new investment and higher-paying jobs in the manufacturing and technology fields. Cluster development in manufacturing and IT, as well as talent retention, is another driver. With IT companies in the Amelon Industrial/IT Growth Center, students from local high schools and the Central Virginia Community College will have a place to intern and start their careers, providing workforce development and retention.

This project would benefit the entire Lynchburg region by providing a construction-ready industrial site and allow development of the Amelon Industrial/IT Growth Center which will supply 8 modern industrial business spaces for startup and emerging businesses in the GOVA 2 target clusters of manufacturing and IT, provide services for growing businesses, and an opportunity for workforce development and retention.

Project Assessment (staff review, John Provo, Virginia Tech; External reviewer – Josh Lucas, Virginia Industrial Advancement Alliance; Region 2 Council reviewer – Sandy Davis).

Strengths

- “Applicant Capability should be considered a strength”
- “Proposed project has strong likelihood of spurring growth of jobs in emerging technology and IT”
- “To have facilities to train and retain specialized IT workers would address a regional need and advance future growth”
- “Addresses several categories in the Region 2 G&D plan (e.g. sites, adv/mfg and IT clusters).
- “Applicant describes long term, regional, data-driven approach to selecting sites”
- Applicant appears to have capacity to execute project as “Applicant managed/currently managing several GOVA grants”.
- The applicant is “developing a US EDA grant that may leverage this GOVA investment”
- Project is “driven by new industry opportunities”
- This is a “very forward-thinking project”.

Weaknesses

- “there appears to be a lack of regional participation in financing, and in other areas of tangible support. Have other localities provided letters of support and view this as a regional benefit? Is

any portion of the in-kind provided by multiple localities? Is the regional impact substantial enough for the entire amount?"

- "ROI discussion is not very specific" and may need to be stronger and more detailed.
- "Applicant provides one industry letter. Additional demonstration of private sector interest would be helpful."
- "Applicant describes regional benefits and provides one locality letter. A second locality letter endorsing the regional benefits sites would be helpful. "

Questions/Misc.

- "The applicant references VEDP sites study re: "developability" for Region 2 and apparently this site scores well. The applicant should also provide appreciate some evidence of "sector suitability" from the same report."
- What is the status/likelihood of the referenced EDA funding?



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

Project Title: Biotech Lab Space Development

Applicant: Virginia Tech Corporate Research Center

Localities covered: Montgomery County and city of Roanoke, including NRV and Roanoke sub-regions as focus area.

GOVA Funds Requested: \$100,000 in GOVA ECB funds requested, with a match of \$55,000

STAFF Comments and Overview

(Also see PROJECT BRIEF for Summary, Strengths, Weaknesses, and Questions)

Project Title: Ag/Food Technology and Business
Innovation Center

Applicant: The Advancement Foundation

Localities covered: Bedford (town and county)

GOVA Funds Requested: \$85,000 in GOVA ECB funds
requested, with a match of \$42,500

STAFF Comments and Overview

(Also see PROJECT BRIEF for Summary, Strengths,
Weaknesses, and Questions)

Project Title: Futures Centers Expansion

Applicant: Beacon of Hope

Localities covered: Lynchburg, Amherst and TBD locality

GOVA Funds Requested: \$95,480 in GOVA ECB funds requested, with a match of \$138,600

STAFF Comments and Overview

(Also see PROJECT BRIEF for Summary, Strengths, Weaknesses, and Questions)

Project Title: Building a Regional Health Sciences Talent Pipeline - Charting Career Pathways & Standardizing Curricula

Applicant: Blue Ridge Partnership for Health Science Careers (Fiscal agent: Freedom First Foundation; Project lead contact: Carilion Clinic)

Localities covered: NRV and Roanoke sub-regions

GOVA Funds Requested: \$100,000 in GOVA ECB funds requested, with a match of \$106,355

STAFF Comments and Overview

(Also see PROJECT BRIEF for Summary, Strengths, Weaknesses, and Questions)

Project Title: Site-specific Readiness for Amelon
Industrial/IT Growth Center

Applicant: LRBA

Localities covered: Amherst County (and LRBA)

GOVA Funds Requested: \$297,000 in GOVA Per Capita
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STAFF Comments and Overview

(Also see PROJECT BRIEF for Summary, Strengths,
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