



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

*GO Virginia Region 2*

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## **GO Virginia Region 2 Executive Committee**

January 22, 2025, 1:00 p.m.-3:00 p.m.

Roanoke Higher Education Center, Room 701A, 108 N Jefferson St,  
Roanoke, VA, 24016.

- Introductions (1:00-1:05)
- Financial Report (1:05-1:10)
- Project Proposal and Pipeline (1:10-1:45)
  - “Bright Beginnings: Childcare and Workforce Development Initiative” – (United Way of Central Virginia)
  - Project pipeline
- Administrative Updates (1:45-2:20)
  - Quarterly project reporting
  - Tableau Review
  - G&D plan 2025 process
- Council Business (2:20-3:00)
  - Speakers Bureau
  - Council Membership (Expirations and nominees)
  - Minutes

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

Public comment is welcome in writing. Please submit to Region 2 staff, Emmalee Wagner, [emmaleewagner@vt.edu](mailto:emmaleewagner@vt.edu) or Rachel Jones, [rachelcj@vt.edu](mailto:rachelcj@vt.edu) by 1/21 at 1:00p.m.

**Region 2 Allocations**

Updated 1/15/2025

**FY24 Per Capita Projects**

FY24 Allocation	<b>\$1,520,102.00</b>
FY23 Transfer	<b>\$275,389.88</b>
Project Returns	<b>\$322,141.58</b>
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	-\$843,402.46
<b>FY24 Remaining Balance</b>	<b>\$0.00</b>

**FY25 Per Capita Projects**

FY25 Allocation	<b>\$1,515,210.00</b>
Transfer from FY23/24 Capacity Building Contingency	\$124,492.39
GMP CLEAN	-\$100,000.00
<b>FY25 Remaining Balance</b>	<b>\$1,539,702.39</b>

**FY 23/24 Capacity Building (Support)**

Remaining Contingency funds from FY23/FY24	<b>\$41,529.03</b>
FY25 Allocation	<b>\$250,000.00</b>
FY25 Drawdown	<b>-\$41,529.03</b>
<b>Current Balance</b>	<b>\$250,000.00</b>

**Applications Under Consideration (Per Capita)**

Bright Beginnings: Childcare and Workforce Development Initiative	<b>-\$99,639.00</b> <i>planning</i>
<b>Total:</b>	<b>-\$99,639.00</b>
<b>Balance if All Per Capita Applications Approved:</b>	<b>\$1,440,063.39</b>

<b>FY25 Planning Cap</b>	<b>\$250,000.00</b>
<i>Planning applications</i>	\$199,639.00
<i>Percentage of planning cap</i>	80%
<i>Planning funds remaining</i>	\$50,361.00

<b>Project Status Summary</b>									
<b>Project Type &amp; FY</b>	<b>GOVA Funding Approved</b>	<b>GOVA Drawn Down to date</b>	<b>GOVA Funds Remaining</b>	<b>Match Funding</b>	<b>Match Drawn Down</b>	<b>Match Funds Remaining</b>	<b>Admin Fee</b>	<b>Admin Fee Draw Down</b>	<b>Admin Fee Remaining</b>
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	\$0.00	\$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	\$0.00	\$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	\$1,024,039.76	\$418,703.23	\$1,080,813.00	\$621,604.99	\$460,087.68	\$105,369.00	\$74,354.71	\$31,014.29
Per Capita FY23 Projects:	\$2,108,467.00	\$907,987.21	\$1,200,479.79	\$3,799,832.37	\$1,265,521.71	\$2,534,310.66	\$156,182.00	\$67,257.59	\$88,924.41
Per Capita FY24 Projects:	\$1,274,231.00	\$38,071.63	\$1,236,159.37	\$954,934.00	\$111,768.11	\$843,165.89	\$92,535.58	\$2,775.92	\$89,759.66
TPI FY24 Projects:	\$250,000.00	\$82,683.73	\$167,316.27	\$125,029.00	\$70,346.28	\$54,682.72	\$20,000.00	\$6,124.72	\$13,875.28
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
Per Capita FY25 Projects:	\$100,000.00	\$0.00	\$100,000.00	\$50,000.00	\$0.00	\$50,000.00	\$7,407.00	\$0.00	\$7,407.00
<b>TOTAL:</b>	<b>\$16,212,762.03</b>	<b>\$7,723,768.94</b>	<b>\$8,109,687.66</b>	<b>\$15,997,096.24</b>	<b>\$8,980,186.55</b>	<b>\$7,077,212.03</b>	<b>\$647,168.15</b>	<b>\$260,109.93</b>	<b>\$387,058.22</b>

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	\$272,387.74	\$43,523.26	\$189,354.00	\$153,581.21	\$35,772.79	
Workforce & Entrepreneurship in a Reg. Makerspace (Vector Space)	Per Capita (FY22)	6/14/2022	12/31/2024	\$324,000.00	\$304,083.02	\$19,916.98	\$162,100.00	\$118,428.58	\$43,671.42	
CS/ Root	Per Capital (FY22)	10/1/2022	3/30/2025	\$175,000.00	\$109,317.26	\$65,682.74	\$175,000.00	\$109,495.12	\$65,504.88	
Center for Entrepreneurship	Per Capita (FY22)	3/14/2023	3/14/2025	\$240,192.00	\$50,511.75	\$189,680.25	\$120,096.00	\$41,024.99	\$79,071.01	
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	\$166,667.00	\$0.00	\$96,666.77	\$95,164.02	\$1,502.75	
Industry 4.0 for the ACE Workforce	Per Capita (FY23)	3/1/2023	2/28/2025	\$500,000.00	\$105,812.70	\$394,187.30	\$251,300.00	\$107,680.04	\$143,619.96	
Lynchburg Beacon of Hope Career Acceleration Program	Per Capita (FY23)	8/1/2023	8/1/2025	\$540,000.00	\$214,798.39	\$325,201.61	\$352,200.00	\$114,119.50	\$238,080.50	
Falling Branch Corporate Park Regional Site Development	Per Capita (FY23)	7/1/2023	7/1/2025	\$324,000.00	\$262,897.92	\$61,102.08	\$2,810,765.60	\$824,000.12	\$1,986,765.48	
Strengthening Entrepreneurs' Impact	Per Capita (FY23)	12/1/2023	12/1/2025	\$577,800.00	\$157,811.20	\$419,988.80	\$288,900.00	\$124,558.03	\$164,341.97	
Region 2 Talent Pathways Planning Initiative	TPI (FY24)	11/20/2023	11/20/2024	\$250,000.00	\$82,683.73	\$167,316.27	\$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	\$24,894.18	\$540,105.82	\$538,335.85	\$98,581.34	\$439,754.51	
Manufacturing Workforce Strategy Development for the Lynchburg Region	Per Capita (FY24)	3/1/2024	3/1/2025	\$40,500.00	\$13,177.45	\$27,322.55	\$37,500.00	\$13,186.77	\$24,313.23	
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	
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	
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
GMP CLEAN	Per Capita (FY25)	10/1/2024	10/1/2025	\$100,000.00	\$0.00	\$100,000.00	\$50,000.00	\$0.00	\$50,000.00	Contract executed 11/7/2024



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# Bright Beginnings: Childcare and Workforce Development Project

*Type of Project: Planning*

*Applicant: United Way of Central Virginia*

*Localities covered: Bedford County and the City of Lynchburg*

**Target Industry Cluster(s): IT & Emerging Tech, Materials and Machinery Manufacturing**

**Investment Strategy: Talent/Workforce Development**

**Goal:** This initiative offers a unique solution: enabling employers to reserve high-quality childcare at certified centers for their employees. In a competitive talent market, this approach can significantly improve workforce stability and serve as a powerful tool for attracting and retaining top-tier talent.

## **Outcomes:**

- Advisory board/steering committee
- Childcare solutions
- Development of an Americorps Project
- Enhanced employer partnerships

Total GOVA  
Request:  
\$99,639

Total Match:  
\$50,000  
Local Match:  
\$50,000

Total  
Budget:  
\$149,639

# Project Pipeline

- NRV Regional Site Development Planning Project- NRV Regional Commission
- GOTECH in the New River Valley- Pulaski County Public Schools
- CS/root AI- Virginia Tech Department of Computer Science
- Nursing Program Expansion- Ferrum College
- Project Skill Shift- City of Roanoke

# Speaker's Bureau

- ▶ Purpose:
  - Bring awareness of GO Virginia grant opportunities and the regional impact of past and current GO Virginia projects to locality leaders and community members
  - Develop an understanding among local leaders of the priorities and strategies of GO Virginia Region 2
  - Encourage groups to develop collaborative proposals from across the region
- ▶ Request:
  - Region 2 Support Staff request council members to engage with local governing bodies and organizations in their sub-region through a GOVA presentation.
- ▶ Staff will manage logistics, prepare presentation materials and attend presentation to provide support as needed
- ▶ Sign-up form will be sent via email



# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

Total Projects Funded	Total Funds Allocated	Jobs Created to Date	Matching Funds Allocated
53 (35 Projects Completed)	\$16,212,762	894	\$15,997,096

## 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	40	106	-	128	361	-	N/A	12/31/2024
	Workforce & Entrepreneurship Initiatives in a Regional Makerspace – also see entrepreneurship metrics	N/A	86	29	-	594	-	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

# GO Virginia Region 2 Quarterly Report

Period: October-December 2024


	Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce	N/A	21	-	-	55	N/A	N/A	N/A	02/29/2025
	Lynchburg Career Accelerator	192	42	18	-	-	8	37	N/A	08/01/2025
	Educating Engineers for the Region 2 Workforce	-	-	-	-	-	-	-	N/A	07/01/2026
	Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth	-	-	-	-	-	-	-	N/A	07/01/2026
	ACA Classical & CTE Institute	N/A	-	-	N/A	-	-	-	N/A	06/30/2026
	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	

# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

Classrooms to Careers	10	4	-	-	168	-	129	130	
Blockchain Ecosystem Catalyst	-	85	4	-	365	-	46	-	
AMPL (also in sites)	-	34	75	-	500	-	-	-	
Developing a Destination for Talent	217	52	150	-	217	-	-	-	
Ignite Internship Expansion (ECB)	12	6	-	-	12	-	-	-	
Drone Zone	7	4	2.5	0	7	0	0	17	
Talent Collaborative	-	45	-	-	-	141	-	-	
CERE	N/A	78	98	-	-	-	-	-	
<b>Current Project Totals</b>	<b>500</b>	<b>643</b>	<b>504.5</b>		<b>4,685</b>	<b>510</b>	<b>724</b>	<b>734</b>	-

## ECB Progress Notes:

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**Bedford Metal Workforce Training Center:** The Advisory Team kickoff meeting was held on October 31, 2024. All members were in attendance in-person (except for one via Zoom). Following the kickoff, consultants toured the building. The Advisory Team was able to provide recommended individuals to populate a list of potential industry partners. The identification of industry and education partners continued in November and resulted in an in-person industry input session held at the Town of Bedford on December 11, 2024. A virtual industry input session was held on December 17, 2024. Outreach to industry and education partners continued in December and is ongoing. Additional input from industry via virtual one-on-one meetings is being scheduled for January 2025. **Project received no-cost extension through June 30, 2025.**

# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

**Region 2 Talent Pathways Initiative:** Tech Hub All Hands Meeting held on 11/2/24. Tech Hub members working toward submitting GO TEC application in Region 2. Project concepts developed based on primary data from employer surveys and interviews. Following the employer interviews, we analyzed the most common talent gaps for regional employers. The internal VT CECE team developed rough draft proposals addressing the most common gaps. We shared these proposals with implementation partners to review. Final deliverable of talent pathways plans for the clusters of Life Sciences and Biotechnology and Transportation, Manufacturing, and Autonomy have been completed. **Project received no-cost extension through January 10, 2025, and has entered closeout phase.**

**NRV Materials and Machinery Cluster Scale-Up:** Following the October 3<sup>rd</sup> webinar, the team held a larger in-person, GOTEC event with county Continuing and Technical Education directors, Superintendents, and Economic Development directors to gauge interest and capability in bringing GOTEC curriculum to the New River Valley. Industry partners have already expressed an interest in having more industry-focused curriculum at the middle school and high school levels. All counties conveyed their interest during this larger event and separate one-on-one meetings with the project and GOTEC teams. We are now working with specific CTE directors to support the writing of a GOVA grant to fund initial labs and programs across the region that would garner interest and understanding of advanced manufacturing in the region. This core group is also working with other regional stakeholders to gauge ability for a larger regional talent hub for manufacturing, which would also support the regional GOTEC program. On November 15<sup>th</sup>, the coalition held its third all-hands meeting at Virginia Tech, where members toured three separate campus labs that are industry-facing. Six members gave short presentations about their work, three members being from industry and three being support organizations for industry. The event ended with a tour of the DREAMS Lab at the Montgomery County Industry Park. The event hosted about 45 people; one-third industry, one-third education, one-third government. **Project received no-cost extension through February 19, 2025.**




**Manufacturing Workforce Strategy Development for the Lynchburg Region:** Educator Workforce Academy: We hosted the Educator Workforce Academy where superintendents, principals, Directors of CTE, and Leaders in Counseling learned about workforce development and available job opportunities by visiting employers on site at the facilities. 50 K-12 Leaders, 7 employers, 12 workforce partners participated in the Academy. School divisions are currently completing action plans to incorporate what they learned into their curriculum and programming. Received attendee evaluations, feedback and data to elevate planning for next year's academy. Nuclear Tech & Energy Workforce Analysis: Hickey Global has completed the initial data collection and has created a document with strategic recommendation. Employers within the industry will review this

# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

document to provide final feedback. Initial data collection suggests that the Lynchburg Region stands on a strong educational foundation with current program offerings. Connected Hickey Global with energy companies for one-on-one interviews.

## Implementation Progress Notes:

-  **Expanding Welding Training Capacity & Jobs in the Roanoke Valley:** Fall 2024 enrollment saw 57 students, which is 17 more than past semesters, representing an almost 50% increase from previous school years. Adults have registered for the adult welding class. However, not enough adults (10) have registered. BTEC is continuing to promote the class. Project has entered closeout phase.
-  **Lynchburg Career Accelerator:** This quarter, engagement with students, pausers, and 2Gen families remained a priority. For example, during Virginia College Application Week, the project team hosted multiple Career Exploration sessions for high school seniors, reaching close to 200 students. These sessions have already led to follow-up one-on-one meetings and preparation for job placements after graduation in May. To further extend our reach, we've started building a community college outreach list, aiming to connect with hundreds of students in the coming months who will need to continue their education or seek job placements. We've seen an increase in job placements, reflecting how our initiatives are effectively connecting students and job seekers with meaningful opportunities. We engaged in productive meetings with partners like United Way, Vector Space, and Job Corps, strengthening our collaborations. Additionally, we had the opportunity to present at the Virginia College Access Network (VCAN) Conference and participate in the Young Professionals Conference, where we shared project findings and built valuable relationships with partners locally and statewide. continued regular meetings with STRATA9 to monitor progress on the Career Acceleration Tool. With beta testing set to begin in February, we're on track to have a completed product ready by April or May. This tool will be instrumental in furthering our mission to provide meaningful career support and opportunities for our students and families. **In order to complete the remaining two playbooks for pausers and 2Gen, as well as the Career Acceleration Tool, project is in process of submitting a no-cost extension request.**
-  **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 PTAC convened on October 1, 2024. Project director met with GENEDGE at least every other week for help with advertising/engaging a wider audience in the region and to discuss progress. This

# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

quarter we offered Module 1 in October 2024: 21 participants from 7 regional companies, representing manufacturing across 4 counties and 1 city received 21 contact hours of education. Our annual networking event was moved from Spring to this Fall and was held on 11/1/24. We had 13 attendees from 7 companies representing 2 cities and 3 counties in the region. Included lab tours of Learning Factory and Harris Manufacturing. 21 of 30 regional companies have participated in workshop 1 to date. Our next offering will be in January 2025.

5 companies are discussing contracts with GENEDGE for technology assessments and will be completed by 2/28/25. **Project is in process of submitting a no-cost extension request to deliver remaining modules.**

**Workforce & Entrepreneurship Initiatives in a Regional Makerspace:** During Q4, the project team hosted CO.starters with SBDC and Opportunity Lynchburg: 11 entrepreneurs completed the program in Fall 2024. 10 of those graduates launched their businesses. CO.starters pitch night was held. 1 woman in machining student hired at Moore & Giles. 26 public workshops were held, including one with CVCC. Hosted engineering and mentoring program with BWXT and Framatome. Robot combat event was held with Virginia Episcopal School. Launched high school robotics team, consisting of 15 students trained. Engineering partnership meetings held with Randolph College. Project has entered the closeout phase.

**Regional Talent Strategy Implementation:** The regional talent portal has been launched and is being actively promoted and utilized by the community. The portal has received praise from the business community, public workforce stakeholders, and state administration. The final activities this quarter were solidifying the last of the career pathway videos that would be developed through funding of this project. The GRWDB was able to secure contracts with Yokohama Tire, Friendship, Firefli, Optical Cable Corporation, and BGDC Distribution. These pathway videos are being used to show the career opportunities with the regional businesses to multiple audiences. During Q4, an additional 8 employees were trained through on-the-job training activities with employers. A significant number of employees were upskilled this quarter with 44 additional incumbent worker training contracts signed through 5 employers. 7 individuals were placed in full time positions through work-based learning activities.

**Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth:** During Q4, continued engagement with the pipeline advisory team occurred, meeting more frequently to discuss transition plans and next steps. While no formal outreach events were conducted due to alignment with academic schedules, the project team developed a communication strategy targeting faculty, students, and

# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

partners to prepare for the Spring 2025 outreach events. Individual meetings with chamber leads and economic development organizations were conducted to promote the Talent Connector Program and the testing center, identifying additional advisory team members and potential partners. Progress was also made in planning for the addition of two new faculty members to the advisory team.

**Educating Engineers for the Region 2 Workforce:** During Q4, the engineering program officially launched, with a ribbon cutting in October. There are 32 students in the new Introduction to Robotics and Mechatronics Engineering class in Fall 2024. The internship plan was executed: implemented a number of internship opportunities, have created a website with internship information, and have shared information about internships with the current students. The project team has met with CloudFit, Mueller, Framatome, Frito Lay, Vector Space, and Outcomes Consulting Services to add internship opportunities. Planning to meet with Sentry and BWXT. Collaborating with Central Virginia Community College to finalize certification process.

**ACA Classical and CTE Institute:** The upfit of the space was completed in Q4. This includes new electrical panels, HVAC equipment, and wiring to support the welding and fabrication spaces. The space is now positioned for welding and fabrication equipment. CVCC has begun the processes of acquisition. The community college expects to have this equipment positioned for the 2025-2026 academic year.

## 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	1,640	-	07/01/2025
	Airport Commerce Park	-	-	N/A	N/A	N/A	-	05/01/2024

# GO Virginia Region 2 Quarterly Report

Period: October-December 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							
	Woodhaven	110	Yes	20	0	1150/375/0	110	
	Lynchburg Due Diligence	6 sites	Yes					
	<b>Totals</b>	<b>Unknown</b>	<b>Yes</b>	<b>20+</b>	<b>4</b>	<b>Water: 2,015 ft.</b>	<b>110+</b>	<b>-</b>

## Implementation Progress Notes:

- **Falling Branch Corporate Park:** Project Grading is approximately 60% complete. Road is 50% complete. Water line installed. New sewer line study is required. MSB issued updated construction schedule with April 10, 2025 set as completion date, ahead of the previously set completion date of June 30<sup>th</sup>.

## ECB Progress Notes:

- **GMP Clean:** Purchased cleanroom and associated equipment. Install begins in February, anticipated completion in April. 5 interviews have been held with internal Region 2 companies, and 3 interviews held with external companies to assess needs for cleanroom manufacturing. Project team have also met with infrastructure managers in the region who wish to install larger cleanrooms in their buildings once plans are finalized for larger spaces. Business plan development has begun, 9 months ahead of schedule. We have, most importantly, identified the fabricator for the cleanroom and begun fabrication- install is in February 2025, with first manufacturing beginning in April 2025- with two



# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

companies confirmed to use the space at that time. We have 2 additional companies who wish to tour the space at first chance to identify their interest in using the space.

## 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	29	N/A	16	86	N/A	N/A	12/31/2024
	CS/root	4	-	6	-	525	20	03/30/2025
	Center for Entrepreneurship	-	-	-	16	N/A	N/A	03/14/2025
	Strengthening Entrepreneurs' Impact	66	21	1	40	62	41	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	


# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

	Roanoke SBDC	66	-	27	-	-	-	
	Pivot and RAMP Up	-	-	-	24	11	72	
	<b>Project Totals</b>	<b>399</b>	<b>51</b>	<b>52</b>	<b>318</b>	<b>696</b>	<b>285</b>	


## Implementation Progress Notes:

 **Center for Entrepreneurship:** During Q4, the center held a Pitch Decks Workshop, with 12 businesses served. 2 additional manufacturing-based businesses were served through mentorship one-on-ones. Project team attended the Radically Rural Biotech meeting. Plans are underway to move into their physical space within the Lynchburg Regional Business Alliance by end of quarter 2. **Project has submitted a no-cost extension through March 2026 to address recommendations from a contractor in order to open their physical space.**

 **Strengthening Entrepreneurs' Impact:** In Q4, 12 entrepreneurs engaged, with five entrepreneurs completing the inaugural On RAMP cohort. The cohort ran from Sep. 24-Oct.16, with 6 of the 8 virtual sessions held in Q4, addressing a number of skills, including: 10/1 – On RAMP Class: Markets & Customers – Market Segmentation & Customer Discovery, 10/2 – On RAMP Workshop: Adam Donato, CardIsle – Discuss experience as an entrepreneur and RAMP alumni, 10/8 – On RAMP Class: The Business Case – From Problem Solved to Money in the Bank, 10/9 – On RAMP Workshop: Jess Edwards, Innovation Studio Director – Discuss social capital & networking and elevator pitch prep, 10/15 – On RAMP Class: Amanda Forrester with local SBDC to discuss starting a company, and 10/16 – On RAMP Workshop – Elevator Pitch Presentations. The Exit RAMP fall cohort concluded Oct. 16<sup>th</sup>, with the RAMP team continued to serve the three alumni companies that were selected into the program in September. All three RAMP alumni companies attended the inaugural Investor Roadshow, cohosted with Lighthouse Labs on November 20<sup>th</sup> in Durham, NC, providing a new training opportunity to pitch before investment companies and representatives. Another Exit RAMP workshop was offered to all RAMP alumni on Oct. 29<sup>th</sup> with 8 alumni founders present, and 7 alumni businesses served through this workshop. Demo Day and Tech the Halls events were held Dec. 11<sup>th</sup> at The Inn at Virginia Tech, which was a wonderful networking opportunity to hear final pitches from the fall In-Residence RAMP Cohort, as well as gather with a regional audience. There were 132 attendees, including 3 RAMP startups/presenters, 2 On RAMP cohort members, a handful of RAMP alumni, and staff. 15 new collective hires were made this quarter, including eight full-time and seven part-time positions.

# GO Virginia Region 2 Quarterly Report

Period: October-December 2024

 **CS/root:** A course on “Starting a CS Business” was completed this quarter with 32 participants. Six groups were judged and provided feedback. Further, all 32 participants learned the process of applied entrepreneurship. This course yielded three accepted applicants into the Winter 2024/25 cs/root cohort. The 2024 entrepreneur’s cohort continues to meet and two companies have applied to regional and national accelerator programs - RAMP and Y Combinator. 2 new businesses created this quarter, xStar Research and AttorneyAI, creating 3 additional jobs. \$10,000 was raised this quarter with many Board members and donors asking to discuss philanthropic support in early 2025. In order to complete the final deliverables of jobs and businesses created, **the project received a no-cost extension through March 30, 2025.**

## Projects in Process of Contracting:

Project VITAL



## GO Virginia Region 2 Executive Committee Meeting Minutes

October 10, 2024, 1:00p.m.- 3:00p.m.

Roanoke Higher Education Center, Room 701A, 108 N Jefferson Street, Roanoke, VA, 24016.

Executive Committee members in attendance: Eddie Amos (Chair), Beverley Dalton (Vice-chair), Paul Denham, Ray Smoot, Richmond Vincent, Justin Yalung.

Staff in attendance: John Provo, Scott Tate, Sarah Lyon-Hill, Jemma Sabokrouh, Rachel Jones, Alyssa McKenney, Emmalee Wagner.

The meeting convened at 1:00p.m. and adjourned at 2:59p.m.

### ***Financials Review***

Alyssa McKenney reviewed the financial reports included in the board packet. Council has a remaining balance of \$1,415,210 in per-capita funds. Alyssa then reviewed active project drawdown status.

### ***Project Updates***

#### ***Proposal Updates***

John Provo reviewed proposal updates, noting Project VITAL has entered contracting phase, which should be finalized by the end of the calendar year. GMP Clean has also entered contracting phase.

#### ***Project Pipeline***

Jemma Sabokrouh reviewed projects currently in the pipeline. There are 12 possible proposals that may come before council.

#### ***TPI Update***

Emmalee Wagner provided an update for the Region 2 Talent Pathways Initiative, noting all employer feedback has been incorporated and high impact project proposal recommendations have been shared with implementation partners. Project has received a no-cost extension through January 2025 in order to complete the final deliverable of talent pathway plans for the Life Sciences and Biotechnology and Transportation, Manufacturing, and Autonomy sectors.

### ***Administrative Updates***

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



Rachel Jones reviewed active project status, noting there are 2 current projects listed in yellow, meaning they did not meet one or more quarter 3 milestones and staff is monitoring. Center for Entrepreneurship was listed in yellow due to continued delays in the opening of their physical space within the Lynchburg Regional Business Alliance. Project team expects to submit a no-cost extension following recommendations from a contractor. Industry 4.0 for the Automated- Connected-Electrified (ACE) Workforce as the project has fallen behind in metrics reporting for students trained. Region 2 staff have met with the project team to discuss a remediation plan. All other active projects are listed in green, meaning they have met quarterly milestones and are on track with their current deliverables.

### ***Tableau Review***

Rachel Jones reviewed the Region 2 online tableau dashboard, an interactive web- based portal representing real time project data regarding outcomes/impact of active and closed projects existing in the region.

### ***Celebrate Success 2024***

Jemma Sabokrouh highlighted Region 2's upcoming celebrate success events to be held Friday, November 1, from 4:30-6:00p.m. at the Virginia Tech Data and Decision Sciences building to celebrate success in the NRV sub-region, the Roanoke Celebrate Success event on Thursday, November 7, from 4:30-6:00p.m., in the STEM building at Virginia Western Community College, and the Lynchburg Celebrate Success event on Wednesday, November 13, from 4:30-6:00p.m., at Randolph College.

### ***G&D Plan 2025 Process***

Sarah Lyon-Hill reviewed the formal Region 2 Growth & Diversification Plan 2025 update, noting she will be hosting employer workgroup roundtables in the upcoming calendar year. The final updated plan is due to state staff by October 31, 2025.

### ***Minutes***

The committee reviewed minutes from the Region 2 Executive Committee Meeting held on July 11, 2024. Chairman Amos asked if there were any corrections, additions, or questions regarding the minutes; there were none.

Ray Smoot motioned to approve the minutes, with Richmond Vincent seconding. All were in favor and none opposed.

The meeting adjourned at 2:59p.m.



## GO Virginia Region 2 Executive Committee Meeting Minutes

December 5, 2024, 3:30p.m.- 4:30p.m.

Via Zoom Webinar.

Executive Committee members in attendance: Eddie Amos (Chair), Beverley Dalton (Vice-chair), Paul Denham, Ray Smoot, Richmond Vincent, Justin Yalung.

Staff in attendance: John Provo, Jemma Sabokrouh, Rachel Jones, Emmalee Wagner.

Public in attendance: Cody Anderson, Bryan David, Aisha Johnson, Liz Povar, Emily Webb.

The meeting convened at 3:31p.m. and adjourned at 3:59p.m.

### ***Project Proposals***

#### ***AI Landscape Assessment (Virginia Chamber of Commerce)***

John Provo provided a brief overview of the project application before the committee. This project would be a statewide planning grant to assess the impact of AI on in-demand occupations in advanced manufacturing, life and health sciences, and IT and emerging technology. This initiative will inform the development of Blueprint Virginia, the chamber's strategic plan, requiring updates every 4 years. Virginia Chamber's request totaled \$50,000 in Region 2 funds and \$50,000 in Region 3 funds. Justin Yalung requested clarification on whether or not the Region 2 funds requested would come from their per-capita funds. John Provo confirmed the amount requested would be allocated from the per-capita funds. Provo confirmed there is a capped allocation of up to \$250,000 per fiscal year to fund planning projects. Emily Webb, Virginia Chamber of Commerce, highlighted the importance of this effort and how it will influence the development of Blueprint Virginia. Webb mentions the previous iteration of the Blueprint contains very little information on AI, noting the changing impact of this industry in the workforce. Bryan David, Region 3 staff, voiced his support of the effort, stating state staff have provided a pathway through the new statewide planning application process to meet the January kick-off of the blueprint update.

Executive Committee members recusing from the vote include Richmond Vincent as he serves on the Virginia Chamber of Commerce Board of Directors.

Justin Yalung motioned to approve the proposal, with Ray Smoot seconding. All were in favor and none opposed.

Virginia Chamber's request totaled \$50,000 in Region 2 per-capita funds, with a match of \$50,000.