



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

GO Virginia Region 2

GO Virginia Region 2 Executive Committee

July 11, 2024, 1:00 p.m.-3:00 p.m.

Via Zoom Webinar:

<https://viriniatech.zoom.us/j/89655999360?pwd=A38oVwVeqXxQBJucbpgeL1YRrpDL79.1>

Passcode: 032732

Webinar ID: 896 5599 9360

- Introductions (1:00-1:05)
- Financial Report (1:05-1:10)
- Project Pipeline and Tableau Review (1:10-1:15)
- Council Business (1:15-1:30)
 - Council Membership (expirations and nominees)
- Project proposals (1:30-1:50)
 - “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 (1:50-2:40)
 - Port of Virginia
 - Region 2 Talent Evaluation
 - Region 2 TPI update
- Council Business (2:40-3:00)



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GO Virginia Region 2

- Quarterly project reporting
- Memo on GO Virginia Regional Collaboration
- Minutes

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

Public comment is welcome in writing. Please submit to Region 2 staff, John Provo, jprovo@vt.edu or Rachel Jones, rachelcj@vt.edu by 7/10 at 1:00p.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

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



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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

Talent Pathways Initiative

Quarter 2 (April-June 2024)



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Q2 2024 Milestones

- **Gap analysis of jobs, skills, and trainings needed by Life Science & Biotech. employers complete via focus groups, one-on-one interviews, and surveys.**
 - Review focus group findings, one-on-one interviews, and surveys.
 - Identify highest-impact strategies for pathway development within/to industry.
- **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.**
- **Hold talent-needs discussions with Transportation & Autonomous Manufacturing employers throughout Q2 to collect primary data.**
 - This data collection process has been slow to start but is gaining traction as Q3 begins.
 - Additional methods of engagement (**VEDP, local economic developers, cold calling, etc.**).

Q3 2024 Goals

- We revised the timeline of our quarterly milestones; working on each industry concurrently through Q3.
 - **Gap analyses developed for Life Sciences & Biotechnology industry cluster** (Originally in Q1 2024).
 - **Gap analyses developed for Transportation Manufacturing & Autonomy industry cluster**(Originally in Q2 2024).
- **Industry coalition convenes for Transportation Manufacturing & Autonomy industry cluster.**
- **Highest-impact pathway projects for Life Sciences & Biotechnology industry cluster identified.**
 - (Originally in Q2 2024) Wrap up employer outreach at the end of August and begin this milestone. Curriculum gaps have been noted by the BRPHSC and can be suggested to or implemented in Roanoke public school system in the near future.
- **Highest-impact pathway projects for Transportation Manufacturing & Autonomy industry cluster identified.**

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.

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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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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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	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.**
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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

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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.

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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: Project has not submitted a Q2 report.

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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							
	Woodhaven	110	Yes	20	0	1150/375/0	110	

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	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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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. Held an advisory board meeting on June 27th. 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

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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



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

GO Virginia Region 2

GO Virginia Region 2 Executive Committee Meeting Minutes

April 11, 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), Michelle Austin, Paul Denham, Ray Smoot.

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

Public in attendance: Liz Povar.

The meeting convened at 1:02p.m. and adjourned at 3:04p.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

Chairman Amos 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.

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.

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. Members of the executive committee inquired on the connection between this project and an earlier GO Virginia Region 2 project, CVCC CTE Academy. Tate replied confirming the connection between both projects and involvement of CVCC students.

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

Citizens Broadband Expansion

Scott Tate offered a brief overview of the new project proposal, “Citizens Broadband Expansion”, submitted by Citizens Telephone Cooperative. Members of the executive committee requested clarification on the involvement of the VT quarry. Tate replied that a business located closely to the quarry would be served by the project. Members then requested a letter of support describing the broadband need from the president of the VT CRC. Staff confirmed the letter of support would be obtained ahead of the council meeting.

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

Project VITAL

Scott Tate offered a brief overview of the new project proposal, “Project Vital”, submitted by VERGE. Ray Smoot inquired on the attraction of 12 prospective businesses, requesting clarification on the intended location of these businesses. Tate responded stating the project would focus on the attraction of new businesses within Region 2.

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

Special Updates

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

Executive Committee members reviewed minutes from the Region 2 Executive Committee Meeting held on January 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 Michelle Austin seconding. All were in favor and none opposed.

The meeting adjourned at 3:04p.m.