



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

GO Virginia Region 2

GO Virginia Region 2 Executive Committee

July 17, 2023, 1:00 p.m.-3:00 p.m.

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

- Introductions (1:00-1:05)
- Financial Report and KPI (1:05-1:15)
- Project proposals (1:15-2:00)
 - “Strengthening Entrepreneurs’ Impact” - VERGE Alliance
 - “ACA Classical & CTE Institute” – Appomattox Christian Academy in partnership with Appomattox County and CVCC
- Special Updates
 - Preliminary report of G&D updates (2:00-2:20)
- State updates, Cody Anderson, Virginia Department of Housing and Community Development (2:20-2:25)
 - Matching fund requirements
- Council Business (2:25-3:00)
 - Membership reappointments
 - Outline for celebrate success event
 - Quarterly project reporting
 - Minutes
- Packet information item



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GO Virginia Region 2

- Electronic meeting authorization

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 7/14 at 1:00p.m.

Region 2 Allocations

Updated 7/11/2023

FY 22 Per Capita Projects

FY 22 Allocation	\$1,542,946.00
Lynchburg Beacon of Hope	-\$97,740.00
Regional Talent Strategy	-\$315,911.00
Workforce & Entrepreneurship Initiatives in a Regional Makerspace	-\$324,000.00
Gupton Initiative (Statewide) Region 2 support requested	-\$10,000.00
CS/root	-\$175,000.00
Airport Commerce Park Regional Development	-\$190,000.00
Center for Entrepreneurship	-\$240,192.00
Bedford Regional Workforce Retention Center	-\$99,900.00
Transfers to FY 23 Per Capita	-\$90,203.00
FY22 Remaining Balance	\$0.00

FY 23 Per Capita Projects

FY 23 Allocation	\$1,527,228.00
Transfer from FY18	\$28,658.12
Transfer from FY21 Per Capita	\$506,000.00
Transfer from FY 21/22 Capacity Building	\$106,575.67
Transfer from FY22 Per Capita	\$90,203.00
Industry 4.0 for the ACE Workforce	-\$500,000.00
Expanding Welding Training Capacity & Jobs in the Roanoke Valley	-\$166,667.00
Lynchburg Beacon of Hope Career Acceleration Program	-\$540,000.00
Falling Branch Corporate Park Phase II Regional Site Development	-\$324,000.00
FY23 Remaining Balance	\$727,997.79

FY24 Per Capita Projects

FY24 Allocation	\$1,520,102.00
FY24 Remaining Balance	\$1,520,102.00

FY 23/24 Capacity Building (Support)

FY23 Allocation	\$250,000.00
FY24 Allocation	\$250,000.00
FY23 Q1/Q2/Q3 Drawdown	-\$124,836.00
Current Balance	\$375,164.00

Applications Under Consideration (Per Capita)

Strengthening Entrepreneur Impact- RAMP	-\$577,800.00
ACA Classical & CTE Academy Welding	-\$624,713.00
Total:	-\$1,202,513.00
Balance if All Approved:	\$1,045,586.79

FY23 Planning Cap

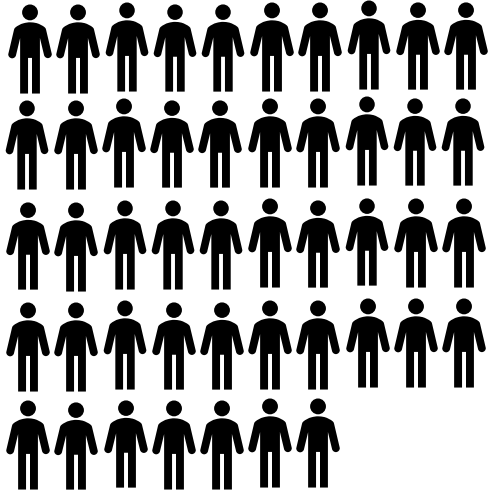
FY23 Planning Cap	\$250,000.00
<i>Planning applications</i>	\$99,900.00
<i>Percentage of planning cap</i>	40%

Project Status Summary

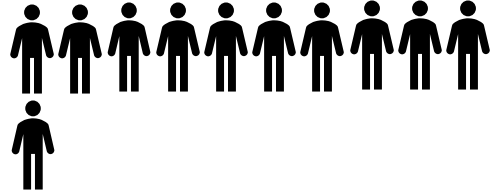
Project Type & FY	GOVA Funding Approved	GOVA Drawn Down to date	GOVA Funds Remaining	Match Funding	Match Drawn Down	Match Funds Remaining	Admin Fee	Admin Fee Draw Down	Admin Fee Remaining
Per Capita FY18 Projects:	\$1,263,507.00	\$1,086,718.14	\$28,663.89	\$3,252,380.71	\$2,901,110.76	\$353,216.13			
Per Capita FY19 Projects:	\$1,197,486.00	\$1,058,036.14	\$139,449.86	\$1,732,722.00	\$1,597,744.44	\$202,637.60			
Per Capita FY20 Projects:	\$1,782,567.00	\$1,298,482.11	\$484,084.89	\$1,272,290.00	\$991,356.93	\$303,299.85	\$27,140.00	\$19,463.63	\$7,676.37
ERR FY20 Projects:	\$1,110,700.00	\$1,109,141.94	\$1,351.51	\$566,610.00	\$570,743.57	\$0.00	\$23,598.00	\$23,598.00	\$0.00
Per Capita FY21 Projects:	\$844,157.00	\$389,649.11	\$454,507.89	\$695,042.00	\$464,467.05	\$230,574.95	\$25,367.00	\$8,822.35	\$16,544.65
Per Capita FY22 Projects:	\$1,442,743.00	\$311,054.88	\$1,131,688.12	\$999,800.00	\$212,723.91	\$787,077.18	\$106,786.00	\$23,041.07	\$83,744.93
Per Capita FY23 Projects:	\$1,530,667.00	\$0.00	\$1,530,667.00	\$5,205,966.77	\$0.00	\$5,205,966.77	\$113,382.00	\$0.00	\$113,382.00
Per Capita FY24 Projects:									
TOTAL:	\$9,171,827.00	\$5,253,082.32	\$3,770,413.16	\$13,724,811.48	\$6,738,146.66	\$7,082,772.48	\$182,891.00	\$74,925.05	\$107,965.95

Project Pipeline: Q2 Snapshot

47 Event Participants



11 Interest Meetings



3 Letters of Interest



2 Applications



GO Virginia Region 2 by the numbers:

44 projects funded

29 projects completed

\$9,171,827 total GO
Virginia funds approved

\$13,523,811.48 total
match committed

2643 5-year job estimate

1719 businesses served

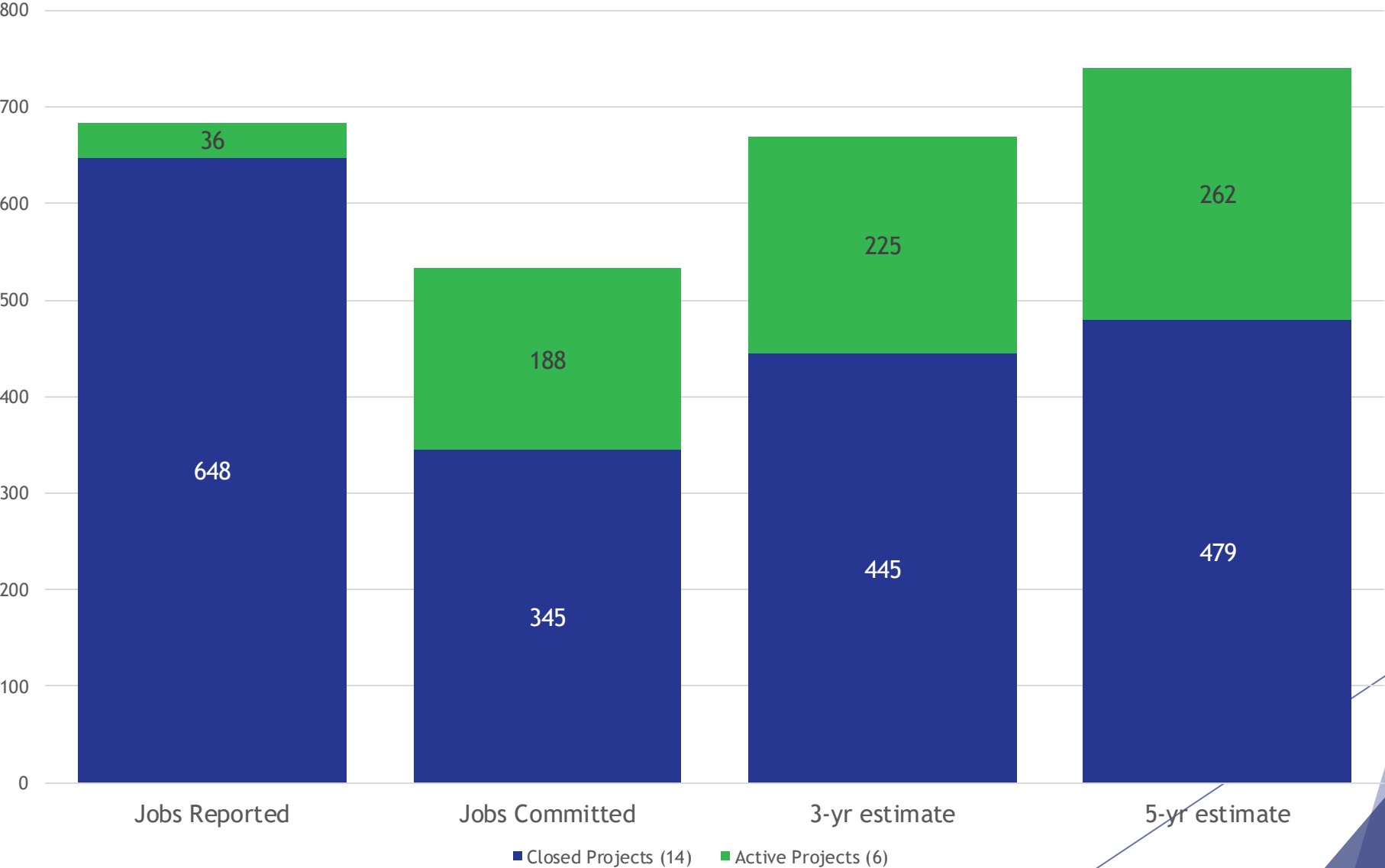
725 jobs created/filled

832 credentials awarded

398 internships created

110 industrial acres
improved

Projects Reporting Jobs Created/ Filled During the Grant



Region 2 GO Virginia Council –

Project Title: Strengthening Entrepreneurs' Impact
Applicant: Verge
Localities covered: This project will focus on the Verge primary service area (greater Roanoke-Alleghany region and NRV region).
Growth & Diversification Plan Strategy Area (s): Entrepreneurship, Cluster Scale-Up
Region 2 Industry Sector: IT & Emerging Technology; Lifesciences & Healthcare
GOVA Funds Requested: \$577,800 in GO Virginia funds requested, with a match of \$275,500 (including \$152,500 in locality contribution).

Project Description:

This project seeks to support the evolving needs of early-stage entrepreneurs and ultimately strengthen the technology and biotech industry ecosystem that supports the New River Valley and Roanoke Region. The Verge Alliance is the only organization in the state that marries together a technology and biotech accelerator and a technology council to look at the needs of the region's innovation economy from small startups to larger corporations. RAMP specifically focuses on accelerating and supporting Region 2 technology and biotech companies. Currently RAMP has served companies from nine localities in Region 2, including Lynchburg.

Through its success in the past two years, RAMP is seeing more applications at an earlier stage that need additional support that isn't covered in their current model. With this project Verge seeks to launch OnRAMP (programming and support for early-stage entrepreneurs); enhance Exit RAMP (expanded support for the network of cohort companies post-accelerator); and elevate the strategies in the Region 2: Innovation Ecosystem Report.

Outcomes of this proposed project are a formalized OnRAMP cohort program and an Ecosystem Navigator Program. For Exit Ramp, scaled programming outcomes would include continuing education to RAMP alumni companies and founders, capital and funding opportunities for early-stage companies, better alignment with specific human capital needs and greater mentorship development & retention. Finally, by using upgraded digital tools, such as Crunchbase to gather data, Region 2: Innovation Ecosystem Report will be enhanced with early stage startups information.

This project aligns with all three Entrepreneurship and Business Development strategies of the Region 2 Growth and Diversification Plan. By scaling OnRAMP and Exit RAMP programming GOVA funds would encourage resource collaboration among capital, mentoring and other business resource providers. This project aligns with strategy 1, increasing presence of and access to capital investors in the GOVA Growth and Diversification Plan. RAMP outlines activities: to encourage development of pre-seed and early-stage seed funding, that connect regional companies to investors outside the region, that help formalize and professionally sustain regional network(s), and train entrepreneurs in acquiring funding. OnRAMP programming aligns with strategy 2, expanding and coordinating mentorship and training resources to increase the supply and flow of investible ventures. RAMP outlines: activities to start mentorship programs for OnRAMP and activities that would encourage resource collaboration among capital, mentoring and other business resource providers. Finally this project will improve awareness of existing capital, mentorship & training resources, strategy three.

Return on Investment was calculated for a three-year and five-year timeline. Based on real time data that was collected from RAMP over the past two years it was determined that ROI % at three years would be 124% and at five years, 474%.

Project Assessment: (Reviewers included Susan Baker, Managing Director, GO NorthernVA; GO Virginia Council member Luke Towles; and Paul Nolde, 757 Collab, Managing Director.)

(In lieu of detailed review comments, we have synthesized feedback into a concise synopsis of strengths, along with any remaining areas of question or weakness not already addressed by the applicant).

Key Strengths

- Proven track record with grant execution; applicant capacity to implement is strong.
- Strong entrepreneurial network, particularly in the Roanoke-NRV part of the region.
- Project builds on an existing infrastructure and flows from previous and current work.
- Strong and impressive locality support and match.
- The project would provide enhanced support to early-stage entrepreneurs as well as to RAMP alumni companies and founders, including assistance with opportunities for capital and funding resources outside Region 2.
- Clear alignment with Region 2 G&D plan and Region 2: Innovation Ecosystem Report
- Strong partnerships and evidence of collaborative approach and engaged stakeholders from private sector to localities.
- Mentor structure is excellent.
- Strong and significant ROI.
- Leveraging activities completed under two previous rounds of funding, the overall jobs metrics are reasonable, given they are working with existing companies.
- Great descriptions of how partnerships with other programs are utilized throughout the Commonwealth.
- The metrics look good (number of jobs, businesses expanded, businesses served, entrepreneurs engaged, mentors engaged).

Weaknesses or Questions

- While having multiple successful grant completions is a good thing, is there a point at which RAMP's operations achieve sustainable growth that is less reliant upon state/federal grants?
- The ROI seems ambitious. Can the applicant elaborate more on how the ROI was calculated? How many companies each year will they need to run through the funnel to get to the outcomes they are projecting? Does this need revising to reflect more conservative estimates?
- OnRamp program could be more concisely and clearly defined, especially how the components exist beyond networking and referral. The distinction between the Ecosystem Navigator Program and OnRamp is less clear. Are these two separate programs, or is the taskforce the means, and the Navigator Program the end?
- The applicant cites OnRAMP programming as a new element, responding to observed needs. What specific ecosystem gaps have been observed that have led Verge to develop this project?
- This is less an issue with the applicant, than a query about the ecosystem - Is there a system or partner map that illustrates the paths for entrepreneurs and the various resources and providers for each stage (in region and outside region)? There are many players and programs here, and it can be confusing to discern where the gaps and overlaps might exist and how programs and players fit together.
- Consider adding the \$ amount of funds invested from private or out-of-state sources as an additional metric (not just the number of fund investments).

Region 2 GO Virginia Council –

Project Title: ACA Classical & CTE Institute
Applicant: Appomattox Christian Academy
Localities covered: This project will focus on the county of Appomattox but will serve students and employers in the Greater Lynchburg, CVCC service area.
Growth & Diversification Plan Strategy Area (s): Workforce Development
Region 2 Industry Sector: Materials & Machinery Manufacturing
GOVA Funds Requested: \$674,690.04 in GOVA funds requested, with a match of \$355,545.

Project Description:

This project is a partnership between the County of Appomattox, Central Virginia Community College (CVCC), and the Appomattox Christian Academy (ACA). ACA is developing the ACA Classical & CTE Institute to offer workforce training for youth and adults in welding and machining. CVCC will operate the welding program at the Institute and already offers degree-track classes on-site. The GOVA request would add welding facilities at the Institute to add capacity to existing programs and increase fabrication space available to students throughout the service area.

The ACA Classical and CTE Institute seeks to train welders to meet critical needs in advanced manufacturing industry sectors. The number of graduates from CVCC's welding programs tripled from 2021 to 2023. The programs are at capacity for lack of physical space. The applicant cites a report for CVCC from a private consultant that finds the number of welders, cutters, solderers, and brazers working in Central Virginia is 686 with an average wage of \$53,800. The annual demand for replacements is 74. The report also identified MIG welding and welding as the foremost programs with skills gaps at CVCC. The report cites 42 openings for MIG welders and no candidates from CVCC. For other welders, 24 candidates from CVCC would satisfy 37% of the 65 openings.

ACA plans 20 new welding booths and new fabrication space. These facilities would add capacity for 35 more welding students annually throughout the Central Virginia Planning District and enhance the educational experience of every CVCC welding student (current enrollment: 143) by introducing the first dedicated fabrication shop for welders-in-training in the region. Every CVCC welding student would have access to the shop, where they would learn related tasks like prep, measuring, and bending along with welding. The Institute will enable CVCC to expand its welding program to include NCCER curricula for welding (Phase I) and implement pipefitting (Phase II).

The applicant cites an ROI including 118 direct jobs created and a 27.54% five-year ROI to the state.

Project Assessment: (Reviewers included Region 2 staff Quina Weber-Shirk and Elli Travis, GO Virginia Council member Justin Yalung, and Rhonda Hodges, Vice President, Workforce, Economic, and Community Development, Patrick & Henry Community College.

(In lieu of detailed review comments, we have synthesized feedback into a concise synopsis of strengths, along with any remaining areas of question or weakness not already addressed by the applicant.)

Key Strengths

- Partnership with community college to increase seat capacity for in-demand program (welding), to benefit both Appomattox county and the larger service area.
- The Institute will introduce the first dedicated fabrication shop for welders-in-training in the region.
- CVCC plans to offer students opportunities to receive portable credentials via curricula for welding (Phase I) and pipefitting (Phase II) certified by The National Center for Construction Education and Research.
- Clearly defined and documented demand for welders and machinists within the region, with strong connection to employers
- Collaborative nature of the application between ACA, CVCC, employers, and the localities
- Innovative renovation and re-use of a historic facility to expand access to education and training opportunities within the region
- Expansion of CVCC's CTE Academy, a growing program already funded in part by a GO Virginia grant
- Strong private-sector partner in Virginia MetalFab (VMF) who is investing in the region and creating new jobs
- Good range of support letters; proposed advisory council roster is a broadly representative group.

Weaknesses or Questions

- Supports industry talent training but does not directly create new jobs.
- The size of the GOVA request is significant (nearly ½ of our typical annual available amount); and the ROI for five years is only 27 %. Could the requested GOVA funding be better used?
- By year 5, all or most of their graduates should be in higher wage employment. If the facilities will add capacity for 30 more welding graduates annually, that's 150 people trained for a significant amount of local job openings. Why will only 1/3 of their trainees get employment regionally?
- The GOVA request appears solely for welding equipment, not costs to deliver programming. Is GOVA the best source of funding for this project?
- How will students be connected to jobs? There is not as much detail provided on how students will be identified, recruited, supported, and connected to employers.
- The average welder pay listed by applicant (\$53,800) appears slightly lower than median wage in Region 2, but this is likely a data difference as median wages for welders and machinists fall within our target sector for region 2, and are occupations supported in other projects.
- Can the applicant provide a more detailed description of the welding program classes? How many classes will be offered each semester? What are the number of anticipated students each semester? How many will be traditional (youth) students, and how many will be adults?
- Consider adding the following metrics: Number of students served, Number of businesses served/employers engaged, Number of enrollments (potential for dual enrollment too?), Number of credentials awarded, Number of jobs fulfilled/created/retained.

- Other milestone metrics that were useful for the CERE program who did something similar with equipment and training: lab facility equipment installed, guide developed, in use by students, in use by faculty, in use by industry, revenue from lab usage.



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Growth & Diversification Plan 2023 Update

GOVA Region 2, 7/17/23 Executive Committee Meeting
Sarah Lyon-Hill, Associate Director for Research Development

Overview



Goals of 2023 Plan



Regional Highlights



Skills Gap Analysis



Next Steps to Finalize 2023 Plan Update

Goals of 2023 Plan

Simplify plan content and make key data more accessible using DHCD template

- Priority industry clusters (1-2 pages)
- Where we are: State of the regional economy (3-5 pages)
- Skills gap analysis and talent pathways (2-5 pages)
- Goals, strategies, and how to achieve them (2-3 pages)
- Project development (1-3 pages)
- Future planning (1-2 pages)

Identify any regional changes from last update

- Secondary data analysis
- Regional stakeholder engagement

Highlight skills gap analysis

Align all strategies with industry cluster needs

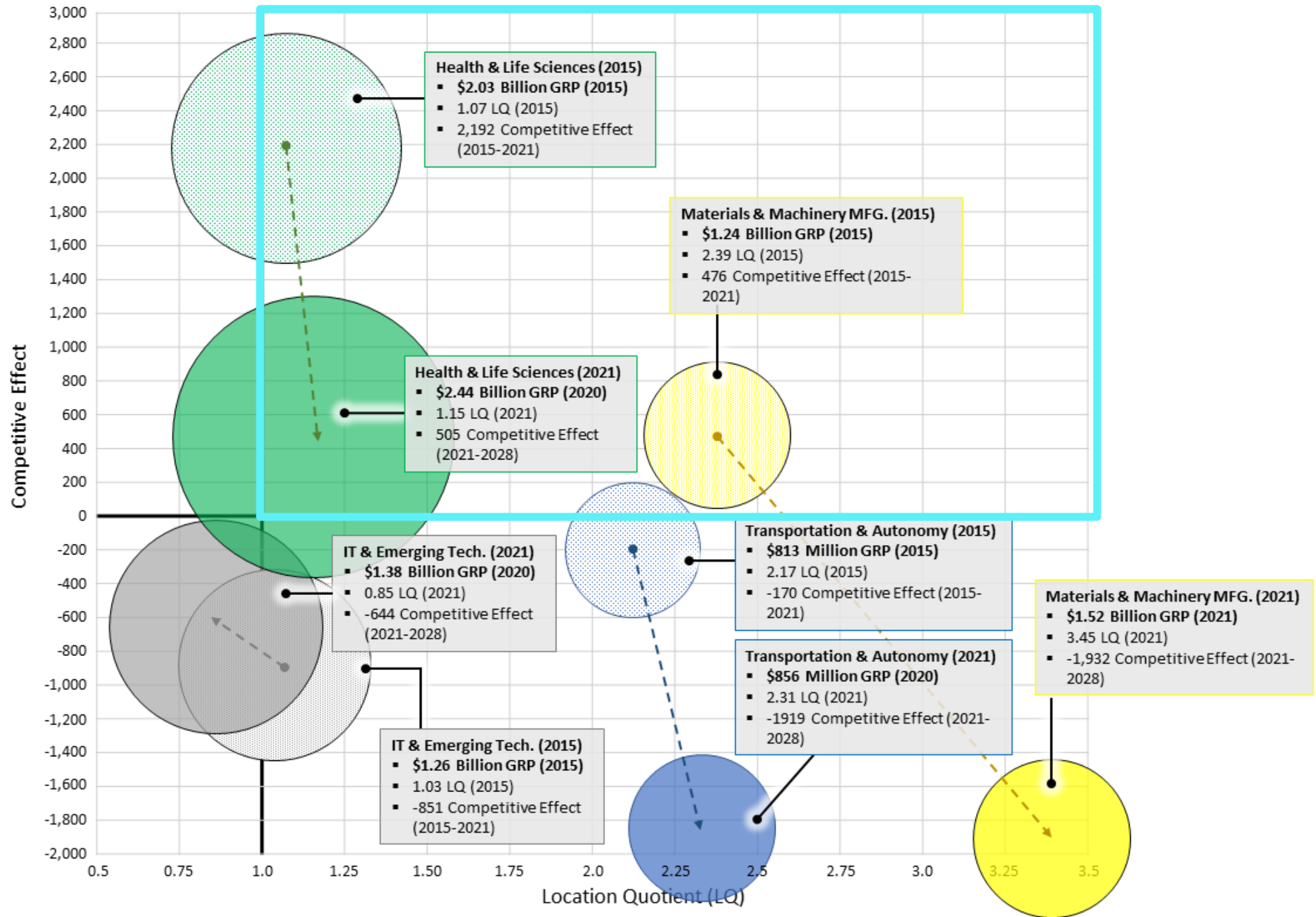
Regional Highlights: Average Wage*

Cluster	Entire Region	Urban	Rural
All Industries	\$24.81**	\$25.58	\$22.66
Materials Machinery	\$34.00	\$34.64	\$28.21
Transportation Autonomy	\$33.01	\$35.95	\$32.46
Health and Life Sciences	\$31.02	\$32.65	\$21.62
IT and Emerging Tech	\$42.00	\$42.06	\$41.51

*Note that the previous average was \$27/hr. Prior calculations were inclusive of benefits and other compensation. Current calculations show only wages/salaries.

**\$24.81/hr = \$51,605 annual salary

Regional Highlights: Industry Clusters



Clusters	Regions	% Jobs Change (2021-2028)	2021 LQ	Competitive Effect (2021-2028)	% GRP Change (2015-2021)
Transportation and Autonomy	GOVA 2	-23%	2.31	-1919	19%
	Harrisonburg MSA	408%	0.66	1160	-50%
	Birmingham-Hoover, AL MSA	58%	0.55	985	33%
Materials and Machinery	GOVA 2	-7%	3.45	-1932	23%
	Harrisonburg MSA	47%	0.36	86	175%
	Chattanooga TN-GA MSA	-7%	1.49	-1098	13%
IT and Emerging	GOVA 2	9%	0.85	-644	9%
	Harrisonburg MSA	-28%	0.36	-409	21%
	Chattanooga TN-GA MSA	11%	0.68	-1061	46%
Health and Life Science	GOVA 2	9%	1.15	505	31%
	Harrisonburg MSA	4%	1.00	-224	90%
	Birmingham-Hoover, AL MSA	-3%	0.84	-3105	18%

Compared to Benchmark Regions

Regional Highlights: Shared Occupations

Description	2021 Jobs	2021 - 2028 % Change	Avg. Annual Openings	2022 Turnover Rate
Registered Nurses	7,946	9%	619	27%
General and Operations Managers	5,567	14%	633	46%
First-Line Supervisors of Office and Administrative Support Workers	3,818	(0%)	428	56%
Accountants and Auditors	2,754	5%	272	41%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2,559	15%	335	38%
First-Line Supervisors of Production and Operating Workers	2,262	12%	290	44%
Industrial Machinery Mechanics	1,904	9%	210	32%
Electricians	1,830	8%	243	52%
First-Line Supervisors of Mechanics, Installers, and Repairers	1,605	5%	168	44%
Human Resources Specialists	1,577	9%	179	68%
Software Developers	1,564	27%	182	30%
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	1,500	13%	202	64%
Computer User Support Specialists	1,478	7%	138	42%
Machinists	1,399	8%	187	42%

Skills Gap Analysis: Transportation and Autonomy & Materials and Machinery

In-Demand Occupations without enough annual program completions

Logistician, Production/Planning/Expediting Clerk, Machinery Maintenance Worker, Millwright, Foundry Mold and Coremaker, Tool and Die Maker, Welder, First-Line Supervisors of Transportation and Material Moving Workers

Top Certificates or Credentials

- AutoCAD
- SAP
Manufacturing
Program
Language (Java,
C+, SQL)
- CDL License
- Certified Welding
Inspector
- FE Exam
- Fork Lift Cert.

Top Knowledge	Top Skills	Top Abilities
<ul style="list-style-type: none"> • Math • Design • Engineering & Technology • Mechanical • Admin & Management 	<ul style="list-style-type: none"> • Critical Thinking • Reading Comprehension • Active Listening • Monitoring • Judgement & Decision Making 	<ul style="list-style-type: none"> • Oral Comprehension • Oral Expression • Deductive Reasoning • Written Comprehension • Near Vision

Skills Gap Analysis: IT and Emerging Tech

In-Demand Occupations without enough annual program completions

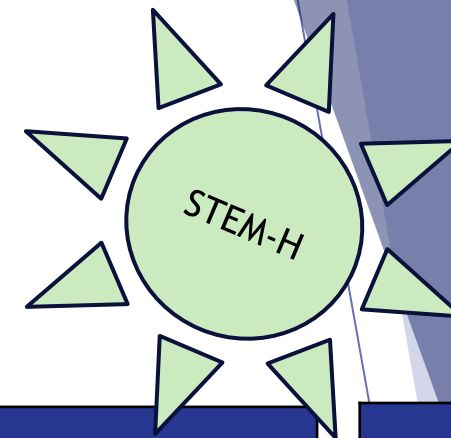
Machinist

Top Certificates or Credentials

- AutoCAD
- CompTIA Cert.
- Programming Languages (C+, Java, SQ, Python)
- FE and PE Exams
- Cisco Network Professional Cert.
- Project Management Professional (PMP) Certification

Top Knowledge	Top Skills	Top Abilities
<ul style="list-style-type: none"> • Computers & Electronics • Engineering & Technology • Math • Design • Customer and Personal Service 	<ul style="list-style-type: none"> • Reading Comprehension • Critical Thinking • Active Listening • Complex Problem Solving • Math 	<ul style="list-style-type: none"> • Oral Comprehension • Oral Expression • Written Comprehension • Deductive Reasoning • Inductive Reasoning, Near Vision, Written Expression

Skills Gap Analysis: Health and Life Sciences



In-Demand Occupations without enough annual program completions

Licensed Practical/Vocational Nurses, Chemical Equipment Operators, Physical Therapist Assistants, Pharmacists, Dental Laboratory Technicians

Top Certificates or Credentials

- Nursing: Nurse Aid, LPN, RN
- Counseling: Professional Counselor or Social Worker License
- Doctor: Resident, Medical Doctor/Physician License
- Physical Therapist License
- Pharmacist License

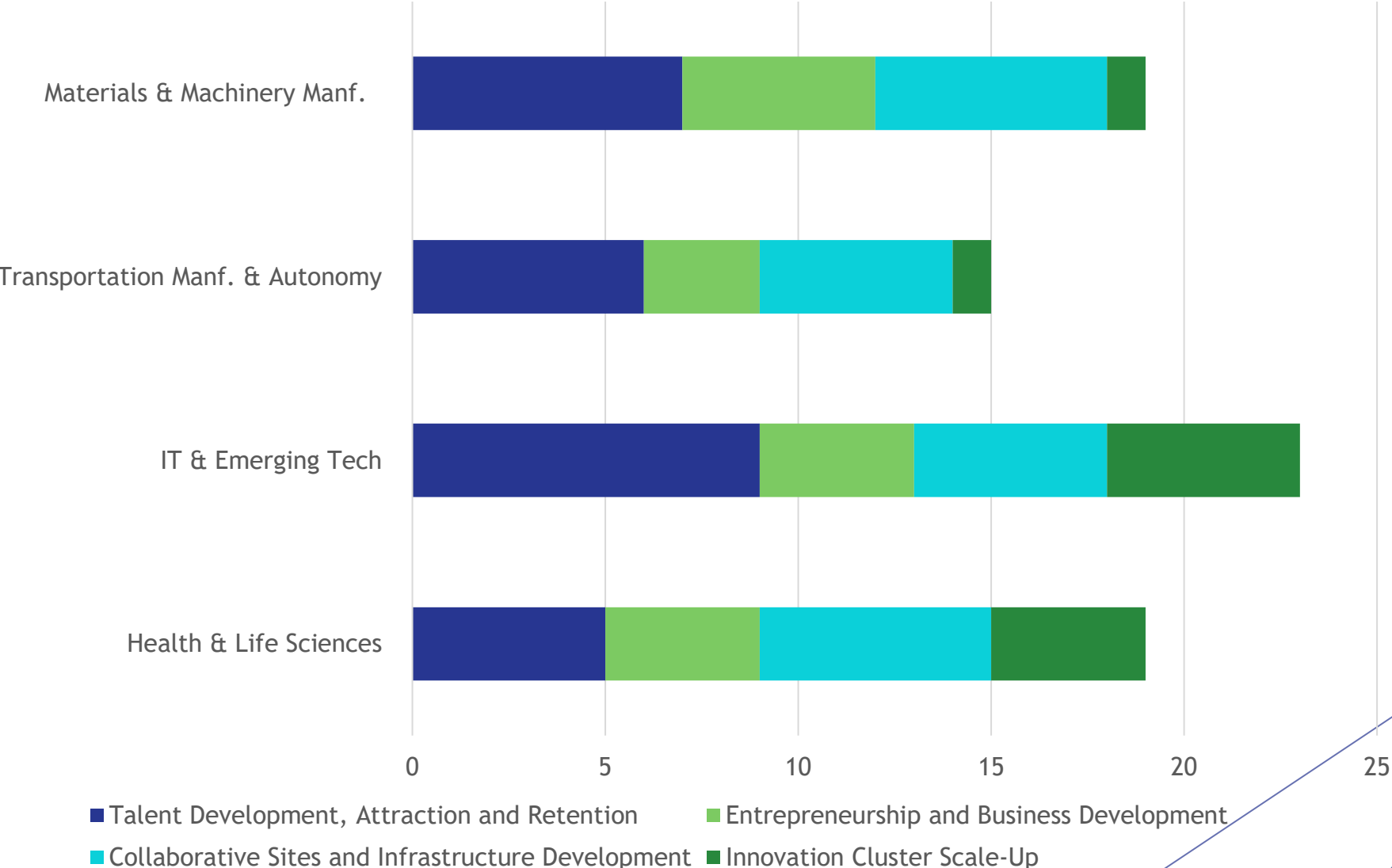
Top Knowledge	Top Skills	Top Abilities
<ul style="list-style-type: none"> • Customer and Personal Service • English • Psychology • Medicine and Dentistry • Education and Training 	<ul style="list-style-type: none"> • Active Listening • Reading Comprehension • Critical Thinking • Speaking • Monitoring 	<ul style="list-style-type: none"> • Oral Comprehension • Oral Expression • Problem Sensitivity • Written Comprehension • Inductive Reasoning

The background features a dark blue and black vertical band on the left with two white lightbulb icons. The main area is white with faint lightbulb outlines. On the right, there are overlapping geometric shapes in shades of green and blue.

Skills Gap Analysis: Takeaways

- ▶ There are many occupations and skills that overlap across industries.
- ▶ The skills gap analysis highlighted top skills needed by GOVA 2's four industry clusters. VT will highlight additional skills gaps through stakeholder engagement in August and September.
- ▶ Many of the hard and soft skills highlighted are already taught by education programs across the region. Indeed, one of the greatest regional exports are talented workers.
- ▶ While it is important for our educational institutions to teach state-of-the-art technology skills, one of the region's largest challenges is retaining graduates from programs.
- ▶ Other key challenges beyond worker skills gaps are childcare, housing, transportation for workers
- ▶ With the tight labor market, other worker populations to target and draw back into the labor force are those who are in recovery and who were formerly incarcerated.

Region 2 Projects by Industry Cluster





Next Steps...

- ▶ July-September:
 - ▶ Finalize write-up of first half of G&D draft
 - ▶ Regional stakeholder engagement
- ▶ September-October:
 - ▶ Write and revise full G&D plan
- ▶ October 19: Present plan to GOVA Region 2 Board
- ▶ October 31: Submit Plan



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Region 2: Celebrate Success

Goals:

1. Share impact stories from 5 years of GO Virginia projects in Region 2
2. Focus on opportunities for business-led economic development
3. Increase awareness of GO Virginia within Region 2
4. Increase media awareness (TV time)

Region 2 Audience (100-125):

- ▶ Region 2 council members
- ▶ Sub-grantees and partners
- ▶ local businesses
- ▶ community and elected leaders
- ▶ Entrepreneurs
- ▶ Educators

2 Options for Event Format

Afternoon(1-4pm)

- ▶ During the workday
- ▶ Wider professional attendance
- ▶ Emphasis on data and future projects



Evening (4-7pm)

- ▶ After hours
- ▶ Wider community attendance
- ▶ Emphasis on networking and community outreach



Estimated Expenses

Request from GO Virginia capacity building (support) budget: \$20,000

- ▶ Celebrate Success Event (catering, etc.)
- ▶ Outside Marketing Firm (updated video, assets)
- ▶ Outreach (elected officials, industry, and community leaders)



GO Virginia Region 2 Quarterly Report

Period: April-June 2023

Total Projects Funded	Total Funds Allocated	Jobs Created to Date	External Investment Generated
44 (29 Projects Completed)	\$9,171,827	725	\$7,816,844

Area One: Talent development, attraction, and retention

Talent: Aggregated Metrics (from beginning of project – present)									
Status	Project Title (grey indicates closed project)	Metrics							
		Internships completed	Businesses served	New jobs created	Jobs retained	Students trained	Upskilled employees	Credentials awarded	Dual enrollment
	ELITE Internship Program	43	14	15	-	-	-	-	-
	Project Eagle + - also see entrepreneurship metrics	N/A	10	-	-	N/A	-	N/A	N/A
	Regional Talent Strategy Implementation	N/A	114	29	-	29	33	-	N/A
	Workforce & Entrepreneurship Initiatives in a Regional Makerspace – also see	N/A	62	7	-	85	-	N/A	N/A

GO Virginia Region 2 Quarterly Report

Period: April-June 2023

	entrepreneurs hip metrics								
	Expanding Welding Training Capacity & Jobs in the Roanoke Valley	N/A	-	-	-	-	-	-	N/A
	Industry 4.0 for the Automated- Connected- Electrified (ACE) Workforce	N/A	-	-	-	-	N/A	N/A	N/A
	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	-	-	-

GO Virginia Region 2 Quarterly Report

Period: April-June 2023

	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	-	-	-	-	-
	Current Project Totals	289	631	365.5		4,031	172	641	734

ECB Progress Notes:

BRPHSC- Carilion: On track to complete regional situational assessment and analysis by project end date of July 31, 2023. Four workgroups have been established in Region 2 sub-regions to plan and execute student engagement opportunities. Added Delta Dental Foundation, VERGE, and VTCRC representation to the BRPHSC. Work has begun on a second annual Health Sciences Career Advisory Conference scheduled for October 19, 2023. Met with VCCS Transfer VA staff to present draft core curriculum. Established a Diversity Committee as part of the BRPHSC, currently identifying members. Completed a custom story book for K-5 grade levels featuring health careers. Multiple meetings held with GMU Center for Health Workforce to draft progress report. Participated in VHWDA state-wide roundtable for Health Workforce Study.

Implementation Progress Notes:

Project Eagle +: A detailed site plan was completed and reviewed by stakeholders this quarter. Regulatory training was shifted to the Quick Fire Challenge promotion. J&J provided a detailed presentation and hosted a discussion in Roanoke on May 17, 2023. Dr. Sally Allain from J&J discussed the Quick Fire Challenge to promote oncology startups. The formal ribbon-cutting ceremony for the Blacksburg lab space will be held in September to coincide with Game Changer Week. JLABS continues to support/mentor the three existing cohorts; with 19 applications for the Blacksburg COgro labs pending review.

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Expanding Welding Training Capacity & Jobs in the Roanoke Valley: The masonry work has been completed. Some equipment has been received and awaiting installation. An electrical contractor has been procured and Botetourt County Public Schools is completing the transformer order and easement for electrical distribution to the welding lab. Ventilation bids are being collected, per BCPS procurement, and should be received during July 2023. While not a specific milestone, the Botetourt Education Foundation has made a funding request of Maag Gala to support the welding lab expansion.

Industry 4.0 for the Automated- Connected- Electrified (ACE) Workforce: Identified potential participants for the Project Technical Advisory Committee (PTAC) and reserved meeting space for the first meeting on August 25th. Began the creation of the online resource portal and requested feedback from partners. Will refine it with the PTAC. The Network Navigator position started work this quarter and has begun meeting with partners and learning project activities. Our team is planning the pre-college STEM outreach event for the week of July 17 with confirmed attendance of 60 middle school-aged participants. Our team has scheduled Module 1 to be held on October 18-20 and we are working on the modules. We scheduled a plant tour with MACK trucks, which is part of Module 1.

Regional Talent Strategy Implementation: Project did not meet Q2 milestones due to a delay in holding the following contracted events in summer 2023: 1 Annual Experience Conference, the first Talent Retreat, as well as the second convening of the Talent Advisory Council. Staff is monitoring and in process of scheduling a meeting with both the Greater Roanoke Workforce Development Board and the Roanoke Regional Partnership.

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Area Two: Collaborative Sites and infrastructure

Collaborative Sites and Infrastructure Implementation Projects: Aggregated Metrics							
Status	Project	Metrics					
		Acres advanced	Increased locality engagement	Prospects	Businesses attracted	Linear feet of sewer/water/gas	Acres developed
	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				
	Totals	Unknown	Yes	20+	4	Unknown	110+

Implementation Progress Notes:



Amherst Site Readiness: Final DEQ approval has been received for both the Amelon and Brockman sites. A contractor was selected, with an executed contract secured through Counts and Dobyns. Work has begun; mobilization, stakeout, E & S and earthwork. Site work is 95% completed, with project completion expected by the extended closeout date of July 31st.

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Area Three: Entrepreneurship and Business Development

Entrepreneurship: Aggregated Metrics from Implementation Projects							
Status	Project Name	Metrics					
		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	7	N/A	4	62	N/A	N/A
	Project Eagle +	-	-	N/A	10	N/A	N/A
	CS/root	-	-	1	-	325	15
	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	-	TBD	TBD	24	11	72
	Project Totals	302	30	34	232	445	239

Progress Notes:

None.

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Projects in Process of Contracting:

Airport Commerce Park Regional Development

Center of Entrepreneurship

Promise Pathways

Bedford Metal Workforce Retention Center

Falling Branch Corporate Park Phase II Regional Site Development

GO Virginia Region 2 Remote Participation Policy

All Virtual Public Meetings:

GO Virginia Region 2 is subject to the provisions of §2.2-3708.3 (Meetings held through electronic communication means; situations other than declared states of emergency) of the Code of Virginia, as amended. All virtual public meetings are limited by law to two meetings per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater. Additionally, an all-virtual public meeting may not be held consecutively with another all-virtual public meeting.

Requirements to Conduct an All-Virtual Public Meeting:

- a) An indication of whether the meeting will be an in-person or all-virtual public meeting must be included in the required meeting notice along with a statement notifying the public that the method by which the Board chooses to meet shall not be changed unless the Board provides a new meeting notice in accordance with the provisions of §2.2-3707.
- b) Public access to the all-virtual public meeting must be provided via electronic communication means.
- c) The electronic communication means used must allow the public to hear all members of the public body participating in the all-virtual public meeting and, when audio-visual technology is available, to see the members of the Board as well.
- d) A phone number or other live contact information must be provided to alert the Board if the audio or video transmission of the meeting provided by the Board fails, staff must monitor such designated means of communication during the meeting, and the Board must recess until public access is restored if the transmission fails for the public.
- e) A copy of the proposed agenda and all agenda packets and, unless exempt, all materials furnished to members of the Board for a meeting must be made available to the public in electronic format at the same time as such materials are provided to members of the Board.

- f) No more than two members of the Board are together in any one remote location unless that remote location is open to the public to physically access it.
- g) If a closed session is held during an all-virtual public meeting, transmission of the meeting to the public must resume before the public body votes to certify the closed meeting as required by subsection D of §2.2-3712.
- h) The Board shall not convene an all-virtual public meeting (i) more than two times per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater, or (ii) consecutively with another all-virtual public meeting.
- i) Minutes of all-virtual public meetings held by electronic communication means are taken as required by §2.2-3707 and include the fact that the meeting was held by electronic communication means and the type of electronic communication means by which the meeting was held. If a member's participation from a remote location pursuant to this subsection is disapproved because such participation would violate the policy adopted pursuant to subsection D, such disapproval shall be recorded in the minutes with specificity.

Individual Requests for Remote Participation:

GO Virginia Region 2 is subject to the provisions of §2.2-3708.3 (Meetings held through electronic communication means; situations other than declared states of emergency) of the Code of Virginia, as amended. This policy shall apply to the entire membership and without regard to the identity of the member requesting remote participation or the matters that will be considered or voted on at the meeting.

Whenever an individual member wishes to participate from a remote location, the law requires a quorum of the Board to be physically assembled at the primary or central meeting location.

A. Public bodies are encouraged to (i) provide public access, both in person and through electronic communication means, to public meetings and (ii) provide avenues for public comment at public meetings when public comment is customarily received, which may include public comments made in person or by electronic communication means or other methods.

B. Individual members of a public body may use remote participation instead of attending a public meeting in person if, in advance of the public meeting, the public body has adopted a policy and the member notifies the public body chair of their intent to join a meeting remotely and under which circumstances as stated below.

Requests for remote participation by a member of the Board shall be conveyed to the Chair of the Board.

Requesting remote participation due to personal matters:

- a) The member is unable to attend the meeting due to a personal matter and identifies with specificity the nature of the personal matter. However, the member may not use remote participation due to personal matters more than two meetings per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater.

Requesting remote participation due to non-personal matters:

- b) The member has a temporary or permanent disability or other medical condition that prevents the member's physical attendance;
- c) A medical condition of a member of the member's family requires the member to provide care that prevents the member's physical attendance;
- d) The member's principal residence is more than 60 miles from the meeting location identified in the required notice for such meeting. The limitation to two meetings per calendar year or 25 percent of the meetings held per calendar year does not apply to non-personal matters as stated above and only applies when the member participates remotely due to a personal matter.

If an individual member remotely participates in a meeting, a general description of the remote location must be included in the minutes. The remote location does not need to be open to the public. If a member of the public body requires remote participation due to a (i) temporary or permanent disability or other medical condition that prevented the member's physical attendance or (ii) family member's medical condition that required the member to provide care for such family member, thereby preventing the member's physical attendance, that fact



must be included in the minutes. While the fact that a disability or medical condition prevents the member's physical attendance must be recorded in the minutes, it is not required to identify the specific disability or medical condition. Minutes shall include the fact that the member participated through electronic communication means due to the distance between the member's principal residence and the meeting location. If remote participation is approved on the consensus of a personal matter, the public body shall also include in its minutes the specific nature of the personal matter cited by the member.