



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

Opening

- ▶ Call to Order
- ▶ Roll Call
 - ▶ Votes will be taken with all yes's said together and then no's and abstentions said with the member's name, unless otherwise noted.
- ▶ Public Comment

Approval of Consent Agenda (ACTION ITEM)

- ▶ Approval of October 19th, 2020 Minutes
- ▶ Executive Committee Report and Actions Taken

Presentation on Modified Timeline GCC Tech Talent Project (ACTION ITEM)

- ▶ Application Approved by Region 6: July 2020
- ▶ Application Approved by State Board: September 2020
- ▶ Application Original Start Date: October 2020
- ▶ Proposed Modified Start Date: February 2021
- ▶ Changed Due to:
 - ▶ Project Applicant: Germanna Community College Foundation to Germanna Community College
 - ▶ Shift in procurement procedure

Presentation on Modified UMW Cybersecurity Certification Contract (ACTION ITEM)

- ▶ Changes Requested:
 - ▶ Reduce project deliverables of 70 students trained and 63 students hired to 60 students trained and 40 students hired.
 - ▶ Extend Contract to December 2021 from April 2021

Presentation on Project Pipeline Updates

Application Submission		Month to Council		Submission to DHCD		Contract Negotiations		Start Date	
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Project Name	App Submission	Project Type	Estimated Funding	Funding Remaining in Project Type	Month To Council	Month									
						1	2	3	4	5	6	7			
Cyber & Smart Tech Implementation	Feb	Implementation	\$200,000	\$1,468,067	April										
FRA Tech Transfer Facilitator	Feb	ECB Access	\$20,000	\$137,000	March										
Region 6 Job Board	Feb	ERR Fast Access	\$700,000	\$137,000	March										
Westmoreland Flex Building	Feb	Implementation	\$224,630	\$1,468,067	April										

Presentation on State Working Groups

- ▶ Center for Innovative Technology, Entrepreneurial Ecosystems Division, Advisory Committee on Entrepreneurial Ecosystems
 - ▶ Entrepreneurial Ecosystem Division
 - ▶ Establish and administer the Regional Innovation Fund (RIF), whose chief purpose is to drive economic growth in Virginia by supporting regional entrepreneurial support organizations, initiatives and programs.
 - ▶ Create an “entrepreneurship information portal” to support statewide and regional entrepreneurship needs, including lists of public and private funding vehicles.
 - ▶ Advisory Committee on Entrepreneurial Ecosystems
 - ▶ Consult with Division Management on the development of RIF guidelines, procedures and criteria.
 - ▶ Consult with Division Management on the development of other Division programs and initiatives.
 - ▶ Advisory Committee members will act as ambassadors for the Entrepreneurial Ecosystems Division and its programs, for other CIT divisions and programs, and for CIT as a whole, throughout Virginia’s entrepreneurial and innovation ecosystem.

Presentation on State Working Groups

▶ GO Virginia State Board Sites Working Group

▶ Modification of Sites Policy

▶ New language: GO Virginia funds may be used to provide public infrastructure investments in privately owned sites under guidelines developed by DHCD. The guidance shall establish eligibility requirements, relevant agreements with subgrantee/locality, and a grant repayment mechanism should the site cease to be used for an eligible GO Virginia use.

▶ Guidance has not been developed

▶ New language: Activities must advance sites towards becoming a Tier 4 site using the Virginia Business Ready Sites Program tier descriptions for site readiness for sites of at least 25 contiguous acres. Applicants may request a waiver of the 25-acre minimum if they can demonstrate the site is of significant regional importance.

▶ Waiver has not yet been developed

VEDP Site Tier Levels

- ▶ **Tier 1:** Site under (a) public ownership, (b) public/private ownership, or (c) private ownership which such private owner(s) agreeable to marketing the site for economic development purposes and to allowing access to the property for site assessment and marketing purposes, but at no established sales price. Comprehensive plan reflects site as appropriate for industrial or commercial development and use, but site is not zoned as such. Site has minimal or no infrastructure. Minimal or no due diligence has been performed.
- ▶ **Tier 2:** Site under (a) public ownership, (b) public/private ownership, or (c) private ownership with an option agreement or other documentation of a commitment by the private owner(s) to a competitive sales price, to permit access to the site for site assessment, construction, and marketing, and to market the site for industrial or commercial economic development purposes. Comprehensive Plan reflects site intended for industrial or commercial development and use, but site is not zoned as such and a rezoning hearing needs to be scheduled. Site has minimal or no infrastructure. Minimal or no due diligence has been performed.
- ▶ **Tier 3:** Site is zoned for industrial or commercial development and use. Site has minimal or no infrastructure. Due diligence including, among other things, a wetlands survey with Army Corps of Engineers approval within the last five years, geotechnical borings, boundary and topographical survey, cultural resources review, an Endangered Species review, and a Phase I Environmental Site Assessment, has been completed. Estimated costs of development have been quantified.
- ▶ **Tier 4:** All infrastructure is in place or will be deliverable within 12 months. All permit issues have been identified and quantified.
- ▶ **Tier 5:** All permits are in place and the site is ready for a site disturbance permit from the locality in which the site is located.

VEDP Site Characterization Study

▶ **Site Characterization Report**

- ▶ This report provides details on the current state of readiness of the site
- ▶ The information contained in these reports was current as of July 2019

▶ **Site Developability Score**

- ▶ The developability score takes the data contained in the site characterization report and converts it to a number so that sites can be compared
- ▶ Higher site scores reflect a site that is more attractive for development as it is likely less costly and less time-consuming to develop

▶ **Sector Suitability Report**

- ▶ This report reflects how suitable the location is for each of the eight sectors considered in the study
- ▶ The analysis is based on data pulled by KPMG's Site Selection Consultant practice and weighted according to their proprietary scoring system

▶ **Site-Location Overview Report**

- ▶ This report provides an overview of the site basics, cost estimates and developability, and sector suitability
- ▶ This report is intended to synthesize findings from the 3 deliverables

Project Title: Richmond County Commerce Center Expansion

- ▶ **Applicant:** Richmond County
- ▶ **Grant Type:** Implementation
- ▶ **Growth and Diversification Plan Strategy Area (s):** Manufacturing (Small Advanced and Small Light); Distribution and Logistics
- ▶ **Localities Covered:** Richmond County
- ▶ **Partners:** Richmond County and Westmoreland County
- ▶ **GOVA Funds Requested:** \$1,223,974
- ▶ **Matching Funds:** \$692,385
 - ▶ **Source of Match:** Richmond County Acquisition of site
- ▶ **Total Cost:** \$1,916,359

Project Overview

- ▶ **Project Description:** This project is will complete site infrastructure improvements on two parcels of the Richmond County Commerce Park. The entire RCCC was scored a Tier 4 in June 2020 with the justification that needed infrastructure could be delivered within twelve months to these newly-acquired tracts. This site is the only Tier 4 site in Region 6. The project will complete the infrastructure improvements on the site to make the site more marketable to end users. GO Virginia funds will be used to complete the following site work:

- ▶ Demolition
- ▶ Site grading
- ▶ Erosion sediment control
- ▶ Paving
- ▶ Stormwater management
- ▶ Sanitary sewer
- ▶ Watermain installation
- ▶ Landscape and lighting
- ▶ Miscellaneous costs
- ▶ Mobilization
- ▶ Bonds and insurance
- ▶ Engineering design
- ▶ Site construction administration
- ▶ Site construction contingencies

- ▶ **Project Goal(s):** Complete site infrastructure improvements to increase the marketability of the site.

- ▶ **Outcomes:** Site infrastructure work completed.

Staff Concerns and Applicant Responses

- ▶ Lack of regional collaboration.
- ▶ Needs improvement in demonstration that the investment will significantly increase the marketability of the site.
- ▶ How is the site regionally significant in Region 6 based on VEDP's scoring?
- ▶ How many prospects have turned down the site due to these improvements not being completed?
- ▶ What is the empirical evidence that these improvements will make the site more marketable if it is already listed as a Tier 4 on VEDP's website and these improvements will not increase its ranking?

Council Review

- ▶ John Anzivino and Kim McClellan reviewed this project application. Mr. Anzivino and Ms. McClellan asked the applicant the following questions:
 - ▶ What, if any, types of business prospects have visited the county and not located there because of a lack of a suitable site inventory?
 - ▶ Has an agreement for utility extensions been developed and approved between the Town and County?
 - ▶ Beyond the in-development RIFA, is there a business recruitment strategy between Westmoreland and Richmond Counties? Has it been formalized, or is it a 'gentlemen's agreement'?

Vote

- ▶ Please remember to state your name before making a motion
- ▶ We need a first and second of the motion and then a role call vote
- ▶ Options for Voting
 - ▶ Approve the application for submission to the State Board as submitted
 - ▶ Approve the application for submission to the State Board with conditions or at a lower funding level
 - ▶ Request the applicant modify the application for action at a future meeting
 - ▶ Deny the application

Modified Bylaws

- ▶ Major Changes
 - ▶ Membership – must attend 3 out of 4 meetings
 - ▶ Duties and Responsibilities of Council Members

Project Status Update

PROJECTS APPROVED IN CONTRACT NEGOTIATIONS

Project Name	Region 6 Approval	State Approval	Issues
Germanna Community College Engineering, Information Technology, Computer Science and Cyber - Tech Talent Pipeline Project (Implementation)	7/20/2020	9/23/2020	GCC changed project applicant and timeline of project. Presented to Region 6 Council 1/25 for approval
LaGrange Industrial Master Planning (Implementation)	10/19/2020	12/7/2020	Essex County must have private property owners sign MOUs regarding project. Essex is working to develop these agreements.
Launching a Coastal Resilience and Adaptation Economy (Statewide Competitive)	7/20/2020	12/7/2020	VASG, ODU, and RISE are working on approving draft contract presented by DHCD.

Project Status Update

PROJECTS APPROVED IN CONTRACT NEGOTIATIONS				
Project Name	Region 6 Approval	State Approval	Description of Activities This Quarter	Actions
VASG Planning Grant (ECB)	7/1/2018	6/30/2020; Extension 12/30/2020	Original contract extension was to allow for travel to document case studies. Due to COVID sub-grantee pivoted to hosting virtual interviews summarized in final report. Final report has been drafted and will be sent to Region 6 staff for project closeout.	● Project closeout will begin.
Cybersecurity Certification Program (Implementation)	5/1/2019	4/30/2021	Project has been delayed due to COVID. Classes for fall semester took place virtually, but with significantly smaller class size. Sub-grantee is working with Region 6 staff to modify contract to shift deliverables beyond initial two-year period.	● Staff is working with sub-grantee to modify contract.
Fredericksburg Region Cyber & Smart Tech Entrepreneurial Development Program (ECB)	3/17/2020	6/30/2021	Sub-grantee held second Lunch and Learn in King George with over 48 participants attending.	● On Track
Northern Neck Workforce Training Feasibility & Site Selection Study (ECB)	5/1/2020	4/30/2021	Project has been kicked off with a site visit to the Northern Neck with interviews with local industries and businesses, including HR representatives and tourism industry representatives. RCC has begun engaging stakeholders.	● On Track
Commercial Kitchen at Hull Springs (ECB)	7/1/2020	6/30/2021	Plans are in place for site visit by consultant and stakeholder list send from NNPDC and partners to be engaged by consultant.	● On Track
Fredericksburg Regional Alliance RIFA (ECB)	5/11/2020	12/31/2020; Extension 6/30/2021	Draft RIFA agreements have been sent to the local County Attorneys for approval. Delay in approval of RIFA due to COVID.	● Sub-grantee has asked for a contract extension to continue working with localities until 6/30/21.
Fredericksburg Regional Alliance Industry Cluster Analysis (ECB)	6/5/2020	12/31/2020	Cluster Analysis report is complete. Presentation to stakeholders in January.	● Project closeout will begin.
Middle Peninsula Seafood and Agriculture E-Marketplace Development (ERR Fast Access)	5/11/2020	5/10/2021	App development is underway and advertising is continuing.	● On Track
King and Queen TeleHealth Needs Assessment (ERR Fast Access)	6/23/2020	12/31/2020	TeleHealth Needs Assessment is complete.	● Project closeout will begin.
Westmoreland Workforce Training Center Expansion (ERR Fast Access)	9/1/2020	8/31/2021	Classes have begun but do not complete until February.	● Due to COVID class sizes have been smaller. This could delay project

Project Status Update

CLOSED PROJECTS

Project Name	Start Date/End Date	Project Summary
Flex Space (ECB)	4/16/2018 - 4/15/2020	This project initiated a study for the site characterization and building development of a 20,000 square foot flexible office building in the Town of Montross. GO Virginia funding was utilized for due diligence activities including a Phase 1 Environmental Site Assessment, Threatened and Endangered Species Review, Archaeological and Architectural Review, geographic and topographic surveys, and schematic site and building designs.
PamunkeyNet (ECB)	4/25/2018 - 4/24/2020	This project assists with the design and implementation of a sustainable business model for high-speed broadband delivery to underserved areas of Region 6. GO Virginia funding was utilized for the development of a business plan and the creation of a new legal enterprise owned by the Pamunkey Tribe, which will serve as a conduit to currently untapped federal resources for broadband development. State broadband resources previously deployed in the region resulted in broadband infrastructure plans, but a business plan is still vital to the region's ability to seek any available resources for broadband implementation.
Welding Training (Implementation)	7/1/2018 - 6/30/2020	This project created a new welding training program at Rappahannock Community College. GO Virginia funds will be used to equip a welding training facility with 15 workstations and train 40 welders for employment at local businesses within Region 6.
NN Site, Building & Infrastructure Study (CB)	4/1/2019 - 3/31/2020	This project completed a site, building, and infrastructure study of the Northern Neck region. GO Virginia funding was used to 1) review all inventory of sites and building in the region; 2) create a feasibility study for three potential commercial/industrial sites located in three counties; 3) complete an infrastructure capacity evaluation to address potential business growth in two localities.
MPA Business Site Readiness Planning (CB)	7/1/2019 - 6/30/2020	This project completed a site characterization study of up to 16 sites in the Middle Peninsula region. GO Virginia funding was used to study of up to 16 sites in the Middle Peninsula; recommend sites for further evaluation of development as a regionally-owned property; provide recommendations on market potential for properties in the ownership of the Middle Peninsula Public Access Authority; and make recommendations on steps to take to create a nutrient bank.
Good Jobs Here (CB)	3/1/2019 - 2/28/2020 Ext 7/31/2020	This project completed planning activities towards documenting a 1) better focus all the region's economic development efforts, 2) draw together a variety of elements and organizations to have a larger and more sustained impact, 3) increase the use of available Go Virginia funds for successful and innovative projects, and 4) prepare the community for an even more positive future.

Annual Report (ACTION ITEM)

▶ Highlights

- ▶ 32 Welders Hired across the region (Welding Training Program)
- ▶ Understanding of sites and buildings across the Northern Neck and Middle Peninsula (Northern Neck Sites Study and Middle Peninsula Site Characterization)
- ▶ Study of the Fredericksburg jobs and regional ecosystem (Good Jobs Here)
- ▶ 19 funded projects as of December 2020
- ▶ 11 projects funded in 2020
 - ▶ \$4,044,258 in funding allocated in 2020

Modified Project Review Process (ACTION ITEM)

- ▶ Current – Review by two Council Members
- ▶ Proposed – Review by Council Workgroup by State category
 - ▶ Workforce
 - ▶ Sites
 - ▶ Entrepreneurship
 - ▶ Cluster Scale Up
- ▶ Scoring Sheet based on State Outline

Growth and Diversification Plan Update Discussion

COIA Training Reminder

- ▶ Please be on the lookout for an email from Jennifer reminding everyone to complete this!

State Board Updates

- ▶ Board Policy #10 - GO Virginia Economic Resilience and Recovery Program
 - ▶ Extended funding through June State Board meeting cycle
 - ▶ Draft Applications due to Region 6 - Feb 26
 - ▶ Final Applications due to Region 6 - April 2
- ▶ Board Policy #9 - Use of GO Virginia Funds for Site Development Investments
 - ▶ Modified sites policy to require sites be at least 25 contiguous acres or apply for a waiver
 - ▶ Allow privately owned sites

State Board Updates

- ▶ Approved!
 - ▶ LaGrange Industrial Park Master Planning and Preliminary Engineering Report (Implementation)
 - ▶ GOVA: \$76,992 | Match: \$38,508
 - ▶ Launching a Coastal Resilience and Adaptation Economy (Statewide Competitive)
 - ▶ GOVA: \$2,937,163 | Match: \$3,696,411

\$2.9M Grant Will Help Virginia's Water Economy Face Climate

Change

GO Virginia approved the grant to help the Virginia Coastal Resilience And Adaptation Economy Initiative address flooding challenges.

January 12, 2021

A \$2.9 million grant was recently awarded to the Coastal Resilience and Adaptation Economy initiative that will foster innovation and growth in Virginia's water economy. The project will launch a resilience entrepreneurship competition and establish a business-focused network to engage businesses and facilitate resilient practices.

The project is a collaboration between [Virginia Sea Grant](#), the nonprofit [RISE](#), the [Middle Peninsula Chesapeake Bay Public Access Authority](#), and [Old Dominion University](#).



(Credit: Getty Images/KeeTron)

"Flooding, storm surge, and climate change impacts are going to have an impact on every company, every business, every homeowner," said Virginia Sea Grant Director Troy Hartley. "These adaptation solutions are an economic opportunity. This is a chance for Virginia to launch innovative resilience solutions for the flooding

Information Items

- ▶ GENEDGE Retooling Virginia Manufacturers for Strategic Industries Snapshot
 - ▶ Region 6 has one project approved!
- ▶ Financial Report
- ▶ 2021 Meeting Schedule
 - ▶ Next Full Council Meeting: April 26th at 12pm!



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