



GO Virginia Region One

Council Meeting

May 7, 2019



A different side of Virginia



Mountain Empire Community College

*Smart Farming
at the CWIA*



GO Virginia Region One

*Per Capita
Grant
Projects*

Available Per Capita Grant Funding



Total Region One Per Capita Funds		
FY18 Per Capita Allocation	\$503,122.00	
FY18 Building Capacity Supplemental Funding		
Project Reserves & Transfers Approved by Council	\$323,869.88	
Pending Transfer	\$87,586.45	
FY19 Per Capita Allocation	\$1,000,000.00	
FY18/19 Project Awards		
UWSWVA: Ignite Internships		\$250,000.00
SWVTC: SWVA Hub Link		\$27,547.19
VT: Coal to Graphene Market Study		\$25,000.00
MECC: Smart Farming at the CWIA		\$310,372.00
FY20 Per Capita Allocation (July 1, 2019)	\$1,000,000.00	
Totals:	\$2,914,578.33	\$612,919.19
TOTAL Per Capita Funding Available:		\$2,301,659.14

Region One Applications



Organization	Project Name	Project Type	Requested Amount	Staff Recommendation
LENOWISCO on behalf of the Lonesome Pine RIFA	LPRIFA Coordinator	Capacity Building	\$50,000.00	\$50,000.00
Appalachian Voices	The Solar Jobs, Manufacturing, and Utility-Scale Investment Playbook for Far SWVA	Capacity Building	\$70,947.24	\$70,947.24
Carroll County IDA	SWVA Livestock Educational Center	Collaborative	\$100,000.00	\$100,000.00
Total Requested:			\$220,947.24	
Total Recommended:			\$220,947.24	
Available Balance if Funded:			\$2,080,711.90	

Lonesome Pine RIFA Coordinator

- **Type of Project:** Capacity Building (Planning)
- **Sub-grantee(s):** LENOWISCO Planning District Commission (PDC)

Overview: Requesting \$50,000.00, LENOWISCO PDC will establish a 24-month position to support the work of the Lonesome Pine Rural Industrial Facilities Authority (LPRIFA). Formed pursuant to the Virginia Regional Industrial Facilities Act, Chapter 64, Title 15.2 of the Code of Virginia, as amended (1950), the LPRIFA includes the localities of Lee, Scott, Wise, and Dickenson counties, and the City of Norton. The LPRIFA has generated notable early success, including securing significant federal, state and local investments to date to support two LPRIFA projects, Project Intersection and Project Homestead. This initial progress, however, has accentuated the lack of existing capacity to manage LPRIFA activities moving forward. Accordingly, this initiative will create a 24-month position of RIFA Coordinator, that will assist the LPRIFA with numerous, much needed activities that current capacity does not allow.

Overall Position Outcomes

Further and finalize LPRIFA organizational structure, identifying sustainable organization practices to fiscally administer local/state/federal funds and employ staff

Manage the operations of the LPRIFA including directing current LPRIFA projects, Project Intersection & Project Homestead. This also includes deployment of other funding sources applicable to LPRIFA projects

Continue conversations and collaborations with local economic development professionals, IDAs, local government officials, PDCs, for-profit business, site selectors, and other appropriate entities

Coordinate with all grants, loans, or funding opportunities related to site development in Region One

Implement project-specific revenue sharing agreements with participating LPRIFA localities, incorporating the Collaborative Economic Development Act including potential inter-state agreements where applicable

Development of a regional collaborative economic development project within the LPRIFA's footprint

Coordinate with state-wide RIFAs, creating a Best Management Practices report to be used as a practical "lessons learned" document for possible replication/duplication

Within 2-5 years, complete implementation of at least five (5) projects, from application to close-out

LENOWISCO

Lonesome Pine RIFA
Coordinator

Type of Funds	Totals
GO Virginia Per Capita	\$50,000.00
Matching Funds	\$50,000.00
Additional Leverage	-
TOTAL PROJECT BUDGET	\$100,000.00
Match Requirements	
1:1 Match Requirement	Yes
Local Match Requirement	Yes
At least \$50,000?	Yes
At least 20% of GO VA Request?	Yes
Local Match Waiver Requested?	No
Other Requirements	
Local Participation Requirement	Yes
Alignment with GO VA Strategies	Yes
Alignment with G&D Plan	Yes
High-Wage Job Creation Potential	Yes
Grant Management Capacity	Yes



The Solar Jobs, Manufacturing and Utility-Scale Investment Playbook for Far Southwest Virginia

- **Type of Project:** Capacity Building (Planning)
- **Sub-grantee(s):** Appalachian Voices

Overview: Requesting \$70,947.24, Appalachian Voices seeks to develop The Solar Jobs, Manufacturing and Utility-Scale Investment Playbook for Far Southwest Virginia. The Playbook will be a highly actionable, data-based analysis that identifies specific pathways for large-scale solar-related investment and employment opportunities in Southwest Virginia. The Playbook will provide the region with a detailed market analysis and local asset-leveraging resources to attract and retain significant investments in the solar supply chain related to manufacturing and utility-scale solar developments. The market analysis will inform a workforce training and credential gap assessment, which will identify current and future credentialing needs, and how those needs may be addressed either through existing or new training and certification pathways. Emphasis will be placed on maximizing lasting economic impact from out-of-state investments and identifying opportunities at the intersection of IT or manufacturing facilities and on-site solar generation.



Deliverables	Timeline
Robust engagement of Solar Workgroup of SWVA and key stakeholders in the planning process.	July 2019 & ongoing throughout project timeline
Ongoing project management and project team coordination.	July 2019 & ongoing throughout project timeline
Case studies of success in similar communities.	Complete
Market analysis of broad solar-related manufacturing trends compared with Southwest Virginia's assets.	November 30, 2019
Resources to assist local governments and economic development entities to attract large-scale solar development investments that maximize local economic impact.	April 1, 2020
Mapping of ideal sites for solar-integrated IT, data, or manufacturing facilities.	April 1, 2020
Gap analysis of locally available training and certification opportunities.	April 15, 2020
Synthesis, design, and publication of Playbook.	June 1, 2020
Coordinated deployment of Playbook and implementation planning.	June 15, 2020 & ongoing throughout project timeline

Appalachian Voices

The Solar Jobs, Manufacturing and Utility- Scale Investment Playbook for Far Southwest Virginia

Type of Funds	Totals
GO Virginia Per Capita	\$70,947.24
Matching Funds	\$70,947.24
Additional Leverage	-
TOTAL PROJECT BUDGET	\$141,894.48
Match Requirements	
1:1 Match Requirement	Yes
Local Match Requirement	No (not required)
At least \$50,000?	-
At least 20% of GO VA Request?	-
Local Match Waiver Requested?	-
Other Requirements	
Local Participation Requirement	Yes
Alignment with GO VA Strategies	Yes
Alignment with G&D Plan	Yes
High-Wage Job Creation Potential	Yes
Grant Management Capacity	Yes



Southwest Virginia Livestock Educational Center

- **Type of Project:** Collaborative (Implementation)
- **Sub-grantee(s):** Carroll County Industrial Development Authority (IDA)

Overview: Requesting \$100,000, Carroll County IDA seeks to establish the Southwest Virginia Livestock Educational Center, a collaborative effort between the Agricultural Education Departments of Carroll County and Grayson County Schools, a consortium of local cattle producers and the Virginia Cooperative Extension program operated by Virginia Tech. The project entails building and equipping a facility that will serve multiple purposes: a hands-on educational facility for local ag students and 4H programs; a safe, controlled facility where both students and local livestock producers can work their herds, receive or administer veterinary treatment and get their animals weighed, graded and sold locally at the most favorable prices possible; and serve as the local headquarters for Virginia Cooperative Extension agents to help support its operations, which will be part of the second phase of the project.



Performance Metrics:

Metric	Goal	Anticipated Completion Date
Increase enrollment in participating localities' agriculture programs	10% increase over 3 years	End of 2023 school year
Directly influence the earning of scholarships by participating students	12 or more documented scholarships where the Agriculture program (featuring the Livestock Educational Center) is a factor	End of 2023 school year
Number of internships offered	42 internships over 3 years (14 commitments per year)	End of 2023 school year
Participation rate by local producers	Year 1: 1000 head Year 2: 3000 head Year 3: 6000 head	On applicable one-year anniversaries
Premium per head over VA feeder Cattle State Sale Average	Year 1: \$55/head Year 2: \$70/head Year 3: \$95/head	On applicable one-year anniversaries as computed by VA Cooperative Extension

Carroll County IDA

Southwest Virginia
Livestock Educational
Center

Type of Funds	Totals
GO Virginia Per Capita	\$100,000.00
Matching Funds	\$167,200.00
Additional Leverage	
TOTAL PROJECT BUDGET	\$267,200.00
Match Requirements	
1:1 Match Requirement	Yes
Local Match Requirement	Yes
At least \$50,000?	Yes
At least 20% of GO VA Request?	Yes
Local Match Waiver Requested?	No
Other Requirements	
Local Participation Requirement	Yes
Alignment with GO VA Strategies	Yes
Alignment with G&D Plan	Yes
High-Wage Job Creation Potential	Yes
Grant Management Capacity	Yes





GO Virginia Region One

Budgets



GO VA Region One Council
FY 2018 Building Capacity Budget Transfer

Building Capacity Budget

July 1, 2017 - June 30, 2018

	Budget	Expenditures
FY 2018 Actual Expenses		\$238,543.67
FY 2018 Transfers to Per Capita		\$323,869.88
FY 2018 Total Budget & Expenses	\$650,000.00	\$562,413.55

Final Transfer to Region One Per Capita

\$87,586.45

*This transfer includes the \$74,082 allocated for regional projects in the FY19 Budget as noted in February



GO Virginia Region One

***FY2019
Budget
Expenditures***

GO Virginia Funding Stream

Virginia Growth & Opportunity Fund

Building Capacity
(Administrative Funding
for Regional Council)

FY20 - \$250,000

Per Capita
(Funding for Region One
Projects)

FY20 - \$1 Million

Competitive
(Statewide Funding for
Interregional Projects)

FY20 - \$14.6 Million



GO Virginia Region One

***FY2020
Proposed
Budget***





GO Virginia Region One

*Council
Membership
Nominations*



GO Virginia Region One

*Reports
from
Committees*



GO Virginia
Region One

*Entrepreneurial
Ecosystem
Quarterback*



Potential Priority Actions Identified for Entrepreneurial Development in Region 1



- Promote and develop stronger ideation programming, resources targeting traded sector opportunities
- Establish intensive accelerator programming and domain-specific resources to advance, scale promising early-stage startups
- Address need for more startup risk capital for early-stage market entry by traded sector companies in the region
- Concept of a “Regional Entrepreneurial Quarterback”



Regional Entrepreneurship Initiative

State Board Policy:

- The Board invites interested regional councils to identify a coordinating entity which may apply for up to \$300,000 from the region's existing per capita funding to develop a **regional entrepreneurial investment plan**, based on the recommendations of TEConomy and other input from the Regional Council and interested stakeholders. The expectation is that these plans will help drive projects/outcomes in the near future in the entrepreneurial arena.
- The \$300,000 funding amount may support the initiative for no more than two years, but Regions are encouraged to produce project outcomes quickly in order to move to implementation of the regional plan.





Regional Entrepreneurship Initiative

It is envisioned that these grants will enable the coordinating entity to:

- **Develop a strategy for implementing the TEConomy recommendations or other concepts derived from the Stakeholder engagement process that aligns with the regional growth and diversification plan.**
- **Develop a structure for advancing the entrepreneurial ecosystem.**
- **Develop strategies to sustain the initiative after the initial GO Virginia grant.**



Regional Entrepreneurship Initiative

- The Growth and Opportunity Board will waive the local match requirement and the \$1:1 matching requirement for all requests for Regional Entrepreneurship Initiative proposals.
- Still require the minimum code of Virginia match of half the grant (e.g. A \$300,000 request will require \$150,000 match of non-state matching sources).



Coordinating Entity Identification and Selection Process

- Best Practice to publicize Regional Council's desire to fund a coordinating entity.
- Recommend utilizing a RFI or RFP process to gauge interest and capacity of entities interested in applying.
- Council asks one or more entities to submit refined full application for Council approval & then to DHCD.
 - Councils may submit proposals to be reviewed by State Board at September and December meetings.
- DHCD will review proposals and make recommendations to the State Board.



GO Virginia Regions – Entrepreneurial Initiative

Region	Strategy
2	Released RFI. Received one application from an existing entity. Council to determine action plan May 7, 2019.
3	Released RFI to collaboratively develop an approach with Council with responses due May 30, 2019.
4	Council voted to approve/appoint an existing organization, Activation Capital, as coordinating entity.
5	Meeting with a group next week that has preliminary intent to put in an application for the project.
6	Will evaluate after the G&D plan update is complete later this summer.
7	Initial discussion by Council later this month.
8	Formed an advisory committee that is just starting to discuss the initiative.
9	Executive Committee has decided to put discussion off until Fall 2019, as current projects may impact the direction of the initiative and funding available.



How does the Region One Council
want to move forward in addressing
the regional entrepreneurship
initiative?





GO Virginia Region One

Region One Growth & Diversification Plan Update

Growth & Diversification Plan Amendment Requirements

2019 guidelines require specific information not required for the initial 2017 plan:

- Forward looking data tied to GO VA priority areas including site development with characterization of sites and prospect inquiries.
 - Incorporation of VEDP's site characterization study and TEConomy assessment.
- Development of the project pipeline to include outlining specific opportunities and priorities for GO VA funding and evaluating the project pipeline development process.
- Analysis of the potential impact of GO Virginia and projects funded to date.

Due to DHCD August 1, 2019 for State Board Approval in September



Region One's Strategy

- Chmura Economics & Analytics to update the economic and workforce quantitative section.
 - Part of this work will include a detailed section on the impact of the coal decline in Region One.
- Community input section to include results from a regional survey, stakeholder interviews, and “regional exchange” event, as well as data from community conversations held by regional organizations.
- Structure will include a full blown section for each targeted sector with emphasis on each GO VA priority area within.





GO Virginia Region One

*Public
Comment*



Upcoming Meetings & Events

- **DHCD Working Meeting**
 - May 14, 2019 – St. Paul, VA

- **GO Virginia State Board Meeting**
 - June 24, 2019 – Richmond, VA

- **Region One Full Council Meeting**
 - August 6, 2019 – Clintwood, VA



**THANK
YOU!**