

I. Introduction

Sixteen independent cities and counties form GO Virginia Region 5. The cities in GO Virginia Region 5 include Chesapeake, Franklin, Newport News, Norfolk, Hampton, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg. The counties include Accomack, Isle of Wight, James City, Northampton, Southampton, and York.

These localities comprise a dynamic metropolitan area with a rich history, a diverse landscape, and a population of more than 1.7 million people. The vibrant mix of people, places, and employment opportunities combine to make the region a popular destination for people to live, work, and play. As with any metropolitan region, there are many factors that influence the region's quality of life, such as economic conditions, education, and the environment. The table below will provide a snapshot of the region's target industry sectors. It should be noted that in May 2023 Life Sciences was added to the 2021 Economic Growth & Diversification Plan as a new industry cluster. Growth in this cluster over the last decade suggests that an opportunity exists to gain a significant competitive advantage. For more detail, please refer to the Economic Growth and Diversification Plan, updated in 2023.

Industry Sector	Employment	Average Wages	Average Annual Employment Growth Q1 2013-Q1 2023	Employment Location Quotient
Ship Repair and Ship		40.00		
Building	40,158	\$81,386	10.9%	43.1
Uncrewed Systems				
and Aerospace	14,822	\$93,681	9.3%	1.8
Advanced				
Manufacturing	10,637	\$74,530	2.3%	2.6
Water Technologies	38,278	\$89,897	7.1%	1.2
Port Operations, Logistics, and Warehousing	18,861	\$72,333	34.6%	1.1
Cyber Security, Data Analytics and Modeling and Simulation	5,230	\$76,512	63.8%	0.6
Clean Energy	24,363	\$85,329	13.3%	1.2
Life Sciences	6,951	\$107,437		0.7
All Industries	787,431	\$57,128	4.1%	

Source: JobsEq and Dragas Center for Economic Analysis and Policy. Data as of 2023 Q1 and based on a four-quarter moving average. Annual employment growth is from 2013 Q1 to 2023 Q1.

Section III of the annual report will summarize the GO Virginia projects funded and launched between July 1, 2022 and June 30, 2023 that are tied to the goals, opportunities and industry sectors outlined in the 2021 Economic Growth and Diversification Plan.



Hampton Roads Executive Roundtable (the Roundtable), formerly Reinvent Hampton Roads, formed as a 501(c)(3) in 2016 and serves as the support organization for GO Virginia Region 5. The Roundtable combined Reinvent and the former Hampton Roads Business Roundtable in 1Q 2023 in order to re-align two regional organizations with similar missions and board overlap. The mission of the Roundtable and GO Virginia closely align as well – to create more higher paying jobs through collaboration and innovation. The Roundtable Board has thirty-one business, higher education, and organization CEOs and Presidents who geographically and ethnically represent the region. Currently, there are two members who serve on both the Roundtable Board and the Regional Council. Many of the Roundtable's priority initiatives are directly connected to the GO Virginia program and to the Region's Economic Growth and Diversification Plan.

This annual report is intended to capture GO Virginia activity and outcomes for the period from July 1, 2022, through June 30, 2023. Region 5, with the help of the Roundtable, applied for and received one Talent Pathways Initiative (PTI) grant totaling \$ 250,000; two GO Virginia Per Capita grants totaling \$ 5,248,977; and one Planning grants totaling \$ 100,000. These GO Virginia funds, leveraged with an additional \$ 15,723,170 in local and non-local match, brings the total investment to \$ 21,222,147, to support creating talent pathways focused on two priority industry clusters, elevating three economic development sites, creating a demonstration site for clean energy transition to green hydrogen, and producing a business plan for the Global Internet Hub along the I-64 corridor between Regions 4 & 5.

II. Economic Growth and Diversification Plan

Since the first Region 5 *2017 Economic Growth and Diversification Plan,* the six priority industry clusters identified have not changed, except for the addition of Clean Energy and Life Sciences. These priority clusters have been embraced by our region's colleges and universities, partners in the entrepreneurial ecosystem, localities, and other regional organizations. GO Virginia funds have been used to expand the growth in each cluster, focused on making sure companies have the talent and resources they need to grow.

As the GO Virginia guiding document, the *Economic Growth & Diversification Plan* is embedded in the strategy and guides the initiatives of the Region 5 Council and multiple regional partners that are involved each time the plan is updated. An Executive Oversight Committee was created as part of the review of the 2023 Plan, comprised of leaders from the Hampton Roads Executive Roundtable and GO VA Region 5 Council. Other key groups actively engaged in the evaluation and implementation include the Regional Economic Development Directors (RED Team – the economic development directors from all localities in the region), and the diverse regional economic development organizations represented on the newly formed Regional Organizations Presidents Council (ROPC). Further, we intend to socialize throughout the region through various means of stakeholder engagement, such as social media and our new website, community forums, presentations at organization meetings, and other events.

Regional stakeholders are deeply involved in the process, and in the ongoing implementation of the Plan. Obtaining feedback from our local and regional partners remains a continuous process. For example, the Regional Council amended the 2021 Economic Growth & Diversification Plan in May 2023 to include Life Sciences as a priority cluster. The addition of this cluster came from our partnership in the Competitive GO Virginia grant awarded to support Virginia Bio Connect. Life Science is an emerging cluster in Region, 5 characterized by growing companies that include medical equipment and supplies manufacturing, scientific research and development services, and waste treatment and disposal, plus new entities such as the Hampton Roads Biomedical Research Consortium and the official merger of Old Dominion University (ODU) and Eastern Virginia Medical School (EVMS).

Another important part of the process has been our engagement with Old Dominion University. The ODU Dragas Center for Economic Analysis and Policy and the George Mason University Center for Regional Analysis were contracted by the Regional Council to produce the first Economic Growth & Diversification Plan in 2017. The Dragas Center was engaged to produce the biennial updates to follow. The relationship between the annual *State of the Hampton Roads Region Report* produced by the Dragas Center has been valuable as it informs work connected to the GO Virginia Region 5 Economic Growth & Diversification Plan.

III. Summary of Projects

While Region 5 was not the lead applicant for a Competitive Grant during this fiscal year, we were a partner in the *GO TEC Virginia 2025: A Multi-region Testbed for Innovation* project led by Region 3. The August 3rd Regional Council meeting was held at the *Brooks Crossing Innovation Lab* in Newport News. Members received a briefing and tour of the lab supported with this grant. The following projects led by Region 5 were funded in the last fiscal year:

TALENT PATHWAYS INITIATIVE

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Talent Pathways Initiative (TPI)	\$ 250,000	0	\$ 125,000	0

Talent Pathways Initiative – The Hampton Roads Workforce Council (HRWC) is recognized statewide for its exemplary work in developing and managing talent pathways, as well as for inclusive industry, education, and advocacy partnerships here in Region 5, including the Bay Consortium on the Eastern Shore. The Regional Council selected HRWC to lead the Talent Pathways Initiative, given their success with a model applied in the maritime industry. This analysis is focused on *Cyber Security/Data Analytics/Modeling & Simulation* and *Uncrewed Systems & Aerospace*.

Several initiatives are underway that connect with these industry clusters. They include the Global Internet Hub (GIH) connection between GO Virginia Regions 4 & 5. Based upon analysis and comparison with 13 other internet hubs globally, this project makes the case for a regional cyber/data analytics/internet hub that will leverage an array of assets we have in the two regions, including data centers in Henrico County and the transatlantic subsea fiberoptic cables coming onshore in Virginia Beach.

The recent selection of Jefferson Lab by the U.S. Department of Energy for the nation's new HPDF (High Performance Data Facility) will provide transformational capabilities for data analysis, networking, and storage for research enterprise. Similarly, the Hampton Roads Eastern Shore Autonomous Systems Strategic Playbook 2022/2023 funded through GO Virginia demonstrates the assets the region has for uncrewed systems and aerospace as a cluster, with R&D, air/land/sea/space testing sites, training, and education, plus companies such as DroneUp and Rocket Lab based in Region 5. Identifying needs and preparing the workforce will be critical to grow these sectors.

PER CAPITA

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Hampton Roads Economic Development Sites Readiness Phase II	\$ 3,751,545	\$ 10,510,326	0	0

Hampton Roads Economic Development Sites Readiness Phase II — The Hampton Roads Planning District Commission (HRPDC), as the subgrantee was awarded a GO Virginia grant to complete due diligence work for three sites in Region 5 recommended by earlier studies, including the Enhanced Site Characterization project performed by the Virginia Economic Development Partnership (VEDP) in 2019. Leveraged with local resources, these funds were used to elevate Three Oaks Industrial Park (Chesapeake) and Southampton Commerce and Logistics Center (Southampton County) to Tier 4, and Beale Farm (Southampton County) to Tier 2. Each of these sites will attract new business development to the region, resulting in an estimated 400 new jobs and an estimated \$ 6.1 million in state income and tax revenue within 5 years of development.

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Demonstration Site for Clean Energy Transition to Green Hydrogen (HRH2)	\$ 1,497,452	\$ 796,364	\$ 1,305,480	\$ 3,056,000

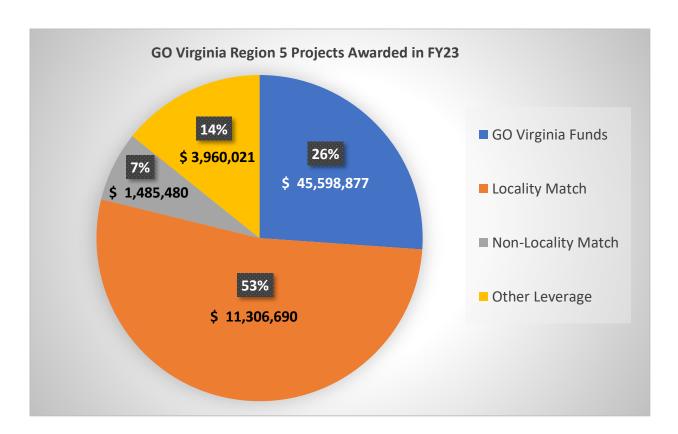
Demonstration Site for Clean Energy Transition to Green Hydrogen (HRH2) – Tech Center, LLC, a wholly owned subsidiary of the Virginia Tech Foundation, is leading the coalition to catalyze energy transition in Region 5 through a plan that leverages existing investments and regional competitive assets to: (1) initiate 3-5 green hydrogen transition projects to drive industry investments; (2) establish a hydrogen competency/demo center to educate and attract new business to Virginia; and, (3) create advanced workforce and talent programs to support the clean energy sector.

Region 5 has all the necessary ingredients to be a global contender for clean energy business, including green hydrogen. There is a regional demand for more resilient clean energy along with emerging availability of offshore wind (OSW) to produce storable, renewable energy in the form of hydrogen gas.

PLANNING (ECBs)

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
I-64 Innovation				
Corridor Global	ć 100 000	0	¢	0
Internet Hub	\$ 100,000	U	\$ 55,000	U
Business Plan				

RVA757 Connects – In 2021, RVA757 Connects teamed up with GO Virginia Region 4 (Richmond) and 5 (Hampton Roads) to conduct the *I-64 Innovation Corridor Opportunity Study*, a research initiative to better understand the full potential of this collaborative work. One of the direct outcomes of this collaborative study was the identification of key target growth clusters and the digital infrastructure required to connect and support their growth. A plan with specific recommendations around creating a global internet hub will be delivered at the Convergence 2023 event held September 28, 2023.



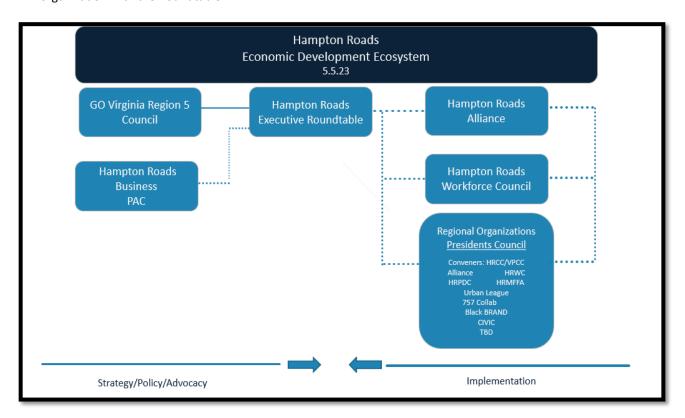
IV. Regional Collaboration & Partner Support

As referenced in the process used to update the Economic Growth and Diversification Plan under section II, the Regional Organizations Presidents Council (ROPC) is comprised of the following organizations that actively participated in the process:

- The Hampton Roads Alliance
- The Hampton Roads Workforce Council
- The Hampton Roads Planning District Commission
- The Hampton Roads Chamber of Commerce
- Virginia Peninsula Chamber of Commerce
- The Hampton Roads Military and Federal Facilities Alliance
- 757 COLLAB
- Black Brand
- CIVIC Leadership Institute
- Urban League of Hampton Roads

It is also important to note that the process to update the plan also included input from individuals based on specific topics requiring expertise (i.e., VEDP).

The graphic below of the *Hampton Roads Economic Development Ecosystem* shows the alignment of key regional organization with the Roundtable:



Over the last 6+ years, our region has developed a very collaborative approach to regional economic performance. The pace of this collaboration accelerated and took on an increased sense of urgency and importance during the pandemic a few years ago. The teamwork approach remains strong among regional agencies, non-profits, and educational institutions and encourages ownership of the Economic Growth and Diversification Plan.

V. Outcomes & Impact

Each quarter, the Region 5 Regional Council receives a summary update on all awards made since the GO Virginia program started. A copy of the report that was presented on August 3rd is attached for reference (**ATTACHMENT A**). It includes the outcomes/milestones achieved to date on each project, compared to the deliverables/products at the end of the grant, as listed in the executed agreement. The report also includes the GO Virginia funds drawn to date, to support each project. This report reflects progress made on each project through June 30, 2023.

It should be noted that the 757 COLLAB has far exceeded all outcomes/deliverables, beyond the grant closing date that was extended to December 31, 2023. The 757 COLLAB Impact Report 2022-2023 can be accessed here.

VI. Communication and Outreach

A new website has been under construction since Reinvent Hampton Roads and the Hampton Roads Executive Roundtable merged into what is now the Hampton Roads Executive Roundtable. The website will launch in November 2023. In addition to the website the Roundtable will post GO Virginia news and information on social media platforms like Facebook and LinkedIn.

Photos of events/activities are included in <u>ATTACHMENT D</u>. Region 5 Council members and the Roundtable continually include background information, grant opportunities, and impact results as part of community event panels/speaking engagements and other communication. Council members routinely hear updates and outcomes from current sub-grantees, which in turn are shared across the community. Sub-grantees promote GO Virginia on their websites and materials, which further expands the outreach and impact of awards.

An important connection to highlight is one made with the Brookings Institute. Two of their programs are *Global Economy and Development* and *Brookings Metro*. Work that has been done through the GO Virginia program caught the attention of the leadership at Brookings. As a result, Nancy Grden, President & CEO of Hampton Roads Executive Roundtable, Shawn Avery, President & CEO of the Hampton Roads Workforce Council (HRWC), and Christina Brooks, Senior Director of Youth Services at HRWC were invited to be panelists at the <u>Brookings Metro Summit</u>, sponsored by the Kresge Foundation scheduled in October 2023. Ms. Grden was asked to speak about the GO Virginia program and how it sparks, supports, and sustains regional economic initiatives. Mr. Avery and Ms. Brooks would speak about leveraging GO Virginia pathways investment to federal grants like the Good Jobs Challenge grant applied to the maritime industry cluster.

VII. Project Pipeline

The Regional Organizations Presidents Council (ROPC), in addition to the RED Team (local government Economic Development Directors coordinated through the Hampton Roads Alliance) meet regularly to solicit ideas to advance Region 5 priorities. Some ideas are developed, resulting in potential GO Virginia projects that are vetted and prioritized. Projects like *Hampton Roads Economic Development Sites Readiness Program Phase 2*, and the *Talent Pathways Initiative* went through this process.

GO Virginia grants awarded in Region 5 successfully lead to federal grant opportunities. One federal planning grant recently awarded to Jefferson LAB by the U.S. Department of Energy can be attributed to foundational work complete or currently underway, including investments made through the GO Virginia program.

Two situation analyses and strategic roadmap studies have further identified growth and innovation opportunities for our maritime/water-related industries, as well as for data sciences, which cuts across all of our key industry clusters. Both studies were prepared by TEConomy Partners, were sourced by the Hampton Roads Maritime Collaborative for Growth & Innovation, the Roundtable, and Old Dominion University, and have been instrumental in providing strategic direction for Region 5 GO Virginia projects.

VIII. Council Members

Refer to **ATTACHMENT B** for the list of Regional Council members and their contact information.

IX. Support Organization

Refer to <u>ATTACHMENT C</u> for the contact information for the support organization staff of Reinvent Hampton Roads.

ADDITIONAL INFORMATION:

Media and outreach links below and event photos in **ATTACHMENT D** include:

- 1. Hampton Roads Executive Roundtable: <u>Hampton Roads organizations merge to form new roundtable</u> Virginia Business
- 2. VISA, Riverside Health System, DroneUp, Accomack-Northampton PDC and VIPC announce Partnership for Medical Package Drone Delivery: https://www.riversideonline.com/about/newscenter/system/droneup
- 3. Global Internet Hub: https://www.globalinternethub.org/media
- 4. Access the promotional materials, including a detailed map of Virginia's I-64 INNOVATION CORRIDOR, the Executive Summary and Full Strategic Plan using this link: https://www.globalinternethub.org/.
- 5. Demonstration Site for Clean Energy Transition to Green Hydrogen (HRH2): https://news.vt.edu/articles/2023/04/outreach-newport-news-hydrogen.html
- 6. 757 COLLAB events and Region 5 Council tour of Brooks Crossing Innovation Lab.

GO Virginia Project Status Report Through June 30, 2023 (2nd quarter, 2023)



Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to Date	Barriers	Products/Deliverables At Completion	Status
Virginia Cyber Alliance <u>Grant 1:</u> \$ 642,713 <u>Match:</u> \$ 642,713 <u>Paid:</u> \$ 642,713 2/21/2018 – 2/20/2020	 Cyber Arena established as a component of the COVA CCI. Cyber Trail website established. VCA Advisory Board created. VCA Industry Association created. 20 Digital Entrants placed. 	COVID-19 restrictions prevented VCA from placing the 70 high school	Deliverables for the entire scope of the project:	COMPLETE
Grant 2: \$ 642,713 Match: \$ 642,713 Paid: \$ 642,711.55 2/21/2019 - 12/31/2021	 69 college/university/military interns placed. 61 High School interns placed. 	interns projected, but overall goal was exceeded.	 To Digital Entrants placed/jobs created (EXCEEDED) 110 high school and college Interns placed (EXCEEDED) 	CONFEET
Virginia Digital Shipbuilding Program Grant 1: \$ 647,540 Match: \$ 647,540 Paid: \$ 647,540 3/1/2018 - 2/20/2020	 VDSP website developed, and three distinct advisory boards created. Career Pathways Gap Analysis completed. 3 Labs established. 225 Interns and Ambassadors engaged. 27,980 over 2 years and three months participated in DSB Curriculum and STEM Outreach events. 322 businesses and 58 organizations engaged. 	COVID-19 has limited outreach but VDSP has developed innovative	Deliverables for the entire scope of the project:	COMPLETE
Grant 2: \$ 647,540 Match: \$ 647,540 Paid: \$ 647,538.87 2/21/2019 - 12/31/2021	 322 businesses and 58 organizations engaged. 9 institutions adopt VDSP curriculum. 	ways to continue the mission	8,500 digital skills-related jobs created in 5 years, paying an average wage of \$ 74,000 ALL BENCHMARK METRICS EXCEEDED	

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to Date	Barriers	Products/Deliverables At Completion	Status
Kings Creek Commerce Center Grant: \$ 150,000 Match: \$ 150,000 Paid: \$ 141,184.75 2/25/2018 - 6/30/2023	 Eastern Virginia Regional Industrial Facility Authority (EVRIFA) established, with 6 of 10 localities participating in revenue-sharing. EVRIFA closed on the 432-acre property and executed a 37-year ground lease with CI Renewables for 250 acres to develop a solar facility. Planning and engineering study complete and to be submitted to VEDP, moving 82 acres to VBRSP tier 3 or 4. 		 Regional Industrial Facility Authority (RIFA) established. Architecture and Engineering Plans complete. Completion of studies/plans required to bring the approximately 82 acres of potentially developable property to a Tier 3 along the Virginia Business Ready Sites Program (VBRSP) scale. 	COMPLETE
Accomack-Northampton Sewer and Sites Study Grant: \$ 65,000 Match: \$ 65,000 Paid: 65,000 3/12/2019 – 3/11/2020	 Three products completed, to include: Eastern Shore Sewer Transmission Study Sites Study Report Cost estimate for the Extension to Town of Wachapreague Waterfront & Downtown sites 		 Eastern Shore Main Force Sewer Transmission Line Study VA Business Ready Site tier characterization for each site Site advancement recommendations and costs 	COMPLETE
Hampton Roads Coalition for Talent Development Grant: \$ 99,705 Match: \$ 100,000 Paid: \$99,437.60 3/12/2019 - 5/15/2020	 Three products completed, to include: Formation of Coalition for Talent Development Senior Director hired Communication and Implementation Plan 		 Formation of Coalition for Talent Development Senior Director hired. Communication and Implementation Plan Annual Symposium & Quarterly meetings 	COMPLETE
757 Seed Fund Grant: \$ 140,000 Match: \$ 331,000 Paid: \$ 46,559.19 4/15/2018 - 2/6/2019	Following action taken by the Region 5 Regional Council on 2/6/2020 the 757 Seed Fund grant was closed out with the remaining balance of \$ 93,440.81 allocated to the project transferred back into the per capita funding pool for Region 5.		 Establishment of Seed Fund Closing of Seed Fund 1 Funding Round 4 Investments placed 	CLOSED

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to Date	Barriers	Products/Deliverables At Completion	Status
757 Angel Network Grant: \$ 240,000 Match: \$ 240,000 Paid: \$ 185,169.26 5/13/2019 - 6/30/2022	 757 Angel Network Program Director hired 149 investments made 33 companies in 757 Angels portfolio New Young Professional membership level added to encourage diversity \$134 MM in total outside capital raised \$26,896,662 in capital deployed 647 new jobs created by funded companies 	COVID Infection rate surge and other economic challenges create uncertainty	 757 Angel Network Program Director hired 104 jobs created by all portfolio companies. (EXCEEDED) 4 portfolio companies receiving investment from 757 Angel members per year (EXCEEDED) ALL BENCHMARK METRICS EXCEEDED 	COMPLETE
TheGIG (Gather Innovate Grow) Initiative Grant: \$ 85,816 Match: \$ 142,443 Paid: \$ 83,959 10/15/2019 - 3/31/2021	 Created a 3D printing training/maker space and incubator for technical talent in & beyond Northampton (NH) County TheGIG is a partner location for the delivery of online HU Virginia Workforce Innovation and Entrepreneurship Center programs Two subscribers started businesses on ES ODU Business Development Center to offer direct support to Eastern Shore entrepreneurs through theGIG. 	COVID-19 placed restrictions on location and impacted finance and growth plans	 Business model and sustainability plan Recruitment strategy Expansion plan Maker Space market research report Co-working/entrepreneurial space outfitted and operational 	COMPLETE
Coastal Virginia Maritime Advancement Programs (COVA MAP) Grant: \$ 1,532,500 Match: \$ 1,617,470 Paid: \$ 1,037,723.13 2/24/2020 - 2/23/2023	 Framework and delivery platform complete 464 students trained within Region 5 395 students trained outside Region 5 384 existed jobs retained/filled 	NONE	 Collaborative training framework and platform 320 individuals trained by partners using the platform in 3 years (EXCEEDED) 	COMPLETE

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
REI:757 (Regional Entrepreneurship Initiative) Grant: \$ 266,667 Match: \$ 133,333 Paid: \$ 266,667 10/1/2020 - 12/31/2021	 Techstars Executive Director hired. Delivered final assessment report and roadmap. Completed three comarketing activities. Community Creators Fund launched, seeding 6 projects. Partnered with Black Brand for first Tech Track for Black Diamond Weekend. 3 Hampton Roads -based companies in Techstars accelerator top 20. 	No significant barriers outside of COVID-19	Entrepreneurial Eco-system plan	COMPLETE
Campus757 Planning Grant Grant: \$ 91,532.62 Match: \$ 96,500 Paid: \$ 91,532.62 5/1/2020 - 8/31/2021	 Hired Campus757 director. Launched brand and website. Engaged six higher ed institutions. Comprehensive job and internship listings for students created. Collaborating with successful Campus programs. Campus757 GO VA per capita grant award 	NONE	Campus757 Business Plan	COMPLETE
Eastern Shore Hydro Drone Project Grant: \$ 99,300 Match: \$ 92,680 Paid: \$ 82,636.67 5/7/2020 -9/30/2021	 Designed cost effective autonomous ESM Hydrodrone compatible with ODU hydro drone. Plans underway for ESM Hydrodrone Summer Camp at Eastern Shore Yacht. SWPP manual created, edited, and tested for safe operations. Instructed students and faculty at ODU on how to assemble, operate and collect data using Hydrodrone. 	NONE	> Evaluation Plan and Platform Tool	COMPLETE

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
Offshore Wind Supply Chain Hub Development Grant: \$ 529,788 Match: \$ 290,840 Paid: \$ 529,788.00 7/1/2020- 12/31/2022	 298 prospect meetings, 17 regional visits with OSW companies, and 1 site visit to an international manufacturer. Held 10 OSW supply chain education events w/ Dominion Energy, attracting over 1,182. Distributed bi-monthly newsletter to over 800 people. Hosted OSW local business expo with 200 attendees. Conducted supplier engagement event with over 100 companies participating. Hosted a foreign government delegation. Held matchmaking event with 11 OSW specific and 29 Virginia companies. 	NONE	 Comprehensive OSW supply chain marketing materials \$50M in capital investment over 5-10 years 1,625 jobs created over 5-10 years. 25 companies retained or expanded, and 5 companies attracted over 5 years. Creation of 2 full-times positions at the Alliance Development of target company list and prioritization of company list 	COMPLETE
757 Recovery & Resilience Framework Grant: \$ 100,000 Match: \$ 100,000 Paid: \$ 100,000 6/3/2020-4/30/2021	 23 micro-site Development meetings held to prepare for Action Framework rollout. 200+ Creators & Steering Committee Members Critique Action Framework. Soft launch with Mayors, City Managers & Community Leaders, followed by Full Launch with the 757 Business Community. Created www.757recovery.com/forward as a basecamp for all committee members. www.framework.hamptonroadsalliance.com created as the host location for access. 	NONE	 Creation of Resilience and Recovery Action Plan Creation of a website to support the work of committees across all phases of the Action Framework. Complete, analyze, and disseminate the results of Wave 3 Business Leaders Survey Production of short videos made available to regional leaders and businesses. 	COMPLETE
GWP Regional Target Industry Analysis Grant: \$ 36,375 Match: \$ 18,244 Paid: \$ 36,375 9/2/2020 - 9/30/2021	Chmura Economics & Analytics finalized COVID-19 Economic Impact Report. The report will be used by three participating localities to assist with FY2022 Budget Forecasts. A virtual public briefing was held March 31st.	NONE	 Greater Williamsburg Target Industry Sector Analysis Report By updating this Analysis, targeted sectors and related workforce data can be re- evaluated to serve as a blueprint to guide diversification of the Greater Williamsburg economy. 	COMPLETE

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
Regional Robotics Hub Innovation Study Grant: \$ 73,000 Match: \$ 38,000 Paid: \$ 26,676.85 10/19/2020 -10/18/2021	Feasibility study revised, finalized, and completed.	NONE	Regional Robotics Innovation Hub Feasibility Study	COMPLETE
Hampton Roads Economic Development Sites Readiness Program Grant: \$1,122,240 Match: \$8,056,960 Paid: \$305,261.64 11/2/2020-12/30/2023	 Shirley T. Holland Intermodal Park /268 acres in Isle of Wight County: VBRSP Tier 4 certification RECEIVED. Tech Center Corporate Research Center/ 64 acres in Newport News. VBRSP Tier 4 certification RECEIVED. Innovation Park/ 163 acres in Virginia Beach in design phase (50% complete) 	NONE	Advance 495 acres to VBRSP's Tier 4 scale. Virginia Business Ready Sites Program (VBRSP)	ON TRACK
Hampton Roads Workforce Council Talent Pipeline Development Program Grant: \$ 663,696 Match: \$ 332,000 Paid: \$ 531,768.34 11/1/2020- 10/31/2023	 374 students trained. 107 upskilled employees. 8 new jobs created. 66 existing jobs retained. 776 businesses served. 517 credentials awarded. 2 maritime employer collaboratives formed. 405 credentials from HR Strong (MTT) program awarded to 172 trainees. 60+ maritime training providers have been identified. To date, 34 committed employers and 31 training providers within Maritime Industrial Base. 	Maritime talent analysis incomplete due to data limitations. Number of maritime IWTs and OJTs tight due to funding restrictions	 15% increase in On-the-Job OJT Training for Maritime positions 15% increase in Incumbent Worker Training (IWT) for Maritime positions New training program for 3 maritime employers and 1 new training provider 	ON TRACK

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
Maritime Trades Program Expansion Grant: \$ 99,137 (ERR) Match: \$ 49,569 Paid: \$ 92,299.89 1/1/2021 -12/31/2021	 Capacity expanded in welding & coatings classes. Spaces are available in the MTT Coatings courses to serve job seekers not referred by employers, increasing access to training. 121 students served in welding classes. 54 students served in MTT Coatings classes. 	referrals. COVID vaccine requirements is one reason for the referral reduction.	 Purchase of 11 welding booths at Skilled Trades Academy. (100% OF GOAL MET) Relocation of 2 training programs to the Skilled Trades Academy. (100% OF GOAL MET) 40 students trained in welding program within one year. (76% OF GOAL MET) 84 students trained in marine coatings program within one year. (30% OF GOAL MET) 	COMPLETE
Virginia Virtual Maritime Trades Training Grant: \$ 100,000 (ERR) Match: \$ 200,000 Paid: \$ 99,980.12 1/4/2021- 12/31/2022	 Contract executed with ODU VMASC Digital Ship to develop VVMTT software. Apprentice School objectives for this project COMPLETED. Procurement of materials required for hands on simulation COMPLETED. 3D model pipefitting simulation tool and engineering design challenge under development by the Digital Ship team. Interactive modules under development. 	Procurement challenges led to grant agreement extension.	, , ,	COMPLETE
757 Collab Bridge Grant: \$ 32,000 Match: \$ 120,024 Paid: \$32,000 12/18/2020 - 12/17/2021	 Hired SUS Program Manager SUS hosted 1,600 visitors and surpassed 30,000 impressions on social media. Facilitated 50 unique SUS program offerings. 10 Underrepresented Founders 74 Mentors engaged. 143 jobs created (98 /SUS & 45 /57 Accelerate) \$ 7.5MM in capital raised. 21 businesses receiving investment. 	NONE	 Hiring of a fractional 757 Startup Studios (SUS) Program Manager. Six months of continued operations of 757 Accelerate and 757 Startup Studios. 	COMPLETE

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
RVA-757 Connects I-64 Talent Pipeline Innovation Corridor Talent Pipeline Study Grant: \$ 90,000 Match: \$ 45,000 Paid: \$ 90,000	 Research Council established. COMPLETED Report 1: Current Talent Trends COMPLETED Report 2: Future Talent Trends and Needs 	NONE	 Profile the RVA-757 Connects megaregion's existing talent pool report. Identify the megaregion's talent needs of tomorrow report. 	COMPLETE
Startup Stability Program	 37 enrolled in the program. 91% of applicants are minority and women	NONE	Mentor 30 startup/small business entrepreneurs.	
<u>Grant:</u> \$ 197,000	owned.		Provide office space rental assistance and	
<u>Match:</u> \$ 235,295	28 Business Start-up classes provided.B-Force Accelerator program offered to all		wraparound services.	X
Paid: \$ 191,685.31	73 applicants (49 completed series; 10 pitched for capital; 44 paired with			COMPLETE
5/1/2021 – 9/1/2022	mentors).6 localities in Region 5 represented in SSP.Portsmouth and Norfolk Cohort established			
Campus757	• 1,385 students trained.	Continued	• 450 new internships completed.	
Implementation	• 262 businesses served.	funding for	• 50 mentors engaged.	
C	• 2 new jobs created.	sustainability and reducing	• 200-400 of businesses served (# of	
Grant: \$ 500,000 Match: \$ 250,000	• 105 internships in 20 organizations, 7	unpaid	companies assisted) • 700 jobs created/filled within 3 years	ON TRACK
Paid: \$ 448,812.76	completed.30 programs/credentials implemented.	internships	. 22 jass of cates,ca Within 3 years	
7/1/2021 – 6/30/2023	 Partnerships established with Volunteer Hampton Roads; Oplign; CIVIC Leadership 			
	Institute; Hampton Roads Alliance; and			
	four successful <i>Campus</i> programs around the country. 45 partnership prospects			
	approached.			

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
Cybersecurity Job Creation System COMPETITIVE (R5) Grant: \$1,450,000 Match: \$1,643,637 Paid: 0 6/15/2021 - 6/14/2023	 SCHEV and SACS approve CRM Graduate Certificate. DoD approves cybersecurity program for SkillBridge. Addressable market yields 6.7 M contacts 7,029 Cybersecurity program candidates; 844 interviews; and 139 applications started. 29 certificate and 10 MS students enrolled. 	cortificato	 CMMC/NIST 800-53 education program delivered online by at least two Virginia universities. Cost-effective, cloud-based compliance system for DoD contractors. 144 new cybersecurity positions and 328 retained in three years. 169 CMMC credentials awarded in three years. 55 CMMC level 1 Compliant DoD contractor subscribers. 	ON TRACK
757 COLLAB Grant: \$ 2,415,573 Match: \$ 1,390,286 Paid: \$ 1,661,059.34 6/15/2021 - 6/14/2023	 \$ 18.5 M capital deployed \$ 101.1 M capital raised 307 businesses served 1128 jobs created 62 internships created 243 mentors engaged 2789 entrepreneurs engaged 96 Underrepresented Founders 	NONE	 \$ 4M capital deployed (EXCEEDED) \$ 500,000 capital raised (EXCEEDED) 78 businesses served (EXCEEDED) 200 jobs created (EXCEEDED) 150 mentors engaged (EXCEEDED) 13 underrepresented founders served through Startup Studios (EXCEEDED) 370 entrepreneurs engaged (EXCEEDED) 12 internships created (EXCEEDED) 	ON TRACK
Career & Community Development Program Expansion Grant: \$ 85,222 Match: \$ 42,611 Paid: \$ 85,222 8/5/2021 - 8/4/2022	 Moved into and equipped the new training facility & secured addition space for training, programs & childcare. Hired Career Coach to support expansion. 12 Leaders enrolled, all working their way towards a credential or completion of an apprenticeship in Commercial Driving; IT; Healthcare; Office Management/Bookkeeping; or Construction. 		 New facility in South Norfolk neighborhood operational. Train 36-40 leaders in the next two 6-month cohorts (16 in the first cohort and 20 in the following) in high demand occupations. 	COMPLETE

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
Setting Pathways that	 Advisory Board reconstituted. Modules 1 and 2 curricula in use for Engineering Drawing and Design. Module 3 content complete. Module 4 is activated online. Development of asynchronous training is complete. Student cohort recruited to pilot available modules during the Spring 2023 term. 	Instructional personnel shortages	 Development & delivery of the JASON Learning module – Intro to Industry 4.0 Establishment of an Advisory Committee to include partner school divisions to oversee and scale up the model. 100 educators trained on the JASON digital platform. 	PROGRESS DESPITE BARRIERS
Hampton Roads Energy Needs Assessment Grant: \$ 84,000 Match: \$ 42,000 Paid: \$ 84,000 10/1/2021 - 6/1/2023	 PA Consulting delivered final document for the Hampton Roads Energy Roadmap which provides 14 actions, grouped under 8 goals, within 3 areas of focus (Stakeholder Collaboration and Education, Gas Supply and Infrastructure and Electric Infrastructure and Technology. Inflation Reduction Act Addendum 	Reduction Act (IRA) has yet to finalized		COMPLETE
GENEDGE Retooling Virginia's Manufacturers for Strategic Industries COMPETITIVE (R1) Grant: \$ 2,950,000 Match: \$1,475,000	 Phase 2 Summary 49 applications, 42 assessments completed 40 approved companies 8 accepted from Region 5 thru 9/2022. Of this number 6 are under contract and 2 have closed. 	NONE	 50 businesses served. 500 jobs created or retained. \$81,250,000 in new or retained revenues from new product capacity. \$10,000,000 invested in machinery, tooling, workforce & working capital. Third party impact tracking. \$2.52 tax dollars per grant dollar 3yr. ROI \$ 5.97 tax dollars per grant dollar 5yr. ROI 	ON TRACK

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
Virginia BIO Connect COMPETITIVE (R4) Grant: \$ 1,599,663 Match: \$ 1,599,663	 Hired 3rd entrepreneur-in-residence network (VERN) mentor. Website developed. 17 internships awarded including matches with three Region 5-based companies. 25 businesses served. 	NONE	 255 bio-health sector industry jobs created. 100 internships 15 new life science companies in Virginia \$25M brought in by companies supported by VERN activities. 50 new inter-regional collaborations 	ON TRACK
12/7/2020 – 12/31/2023 Unmanned Autonomous Systems (UxS) Route/Corridor Study Grant: \$100,000 Match: \$74,500 Paid: \$38,038.35 1/1/2022 – 9/30/2023	Partnership with Riverside Health Systems and DroneUp yields \$75K contract from VIPC to explore routes on Eastern Shore. RECEIVED a \$1.9 M DOT SMART grant to support Drone Medical Package Delivery. Working with Sec. of Defense to link across services. NONE • Development and delivery of Unmanned Systems (UxS) Route/Corridor Study to include modeling/route planning, and market and feasibility study.		Systems (UxS) Route/Corridor Study to include modeling/route planning, and	ON TRACK
SBDC ICAP Economic Recovery & Resilience COMPETITIVE (R7) Grant: \$ 1,000,000 Match: \$ 600,000 1/1/2021 – 12/31/2023	• 9143 (924) Businesses Counseled • 8949 (620) Jobs Retained • 5589 (436) Jobs Created • 14,631(1485) Individuals Trained • 641 (38) New Businesses Created • \$236,028,750 (\$19,413,694) in New Capital Generated • \$000,000		 8800 Businesses Counseled (EXCEEDED) 5600 Jobs Retained (EXCEEDED) 3600 Jobs Created (EXCEEDED) 8000 Individuals Trained (EXCEEDED) 600 New Businesses Created (EXCEEDED) \$ 138,000,000 in New Capital Generated (EXCEEDED) 	ON TRACK

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
Launching a Coastal Resilience and Adaptation Economy COMPETITIVE (R6) Grant: \$ 2,937,163 Match: \$ 3,696,411 PAID: \$ 1,918,822 4/1/2021 - 3/31/2024	 Business Plan Competition completed. Consortium Steering Committee formed and Continuity Plan under development. 35.5 jobs created/filled. 26.5 jobs retained. 3 existing businesses expanded. 104 businesses served (EXCEEDED) 	Permitting slows progress to implement. VASG and MPPDC working with state, local, and federal agencies on this.	 Execute Business Plan Competition Establish Consortium & launch outreach. Finalize governance systems & procedures. Develop public access land product validation. 10 companies supported in two years. 10 companies trained in business development principles. 10 companies attracted/retained. 576 jobs created/filled within 3 years. 100 businesses served by Consortium 	ON TRACK
I-64 Innovation Corridor Global Internet Hub Strategic Plan Initiative Grant: \$100,000 Match: \$50,000 PAID: \$100,000 7/28/2022 - 7/27/2023	 Steering Committee established (60 individuals with various of backgrounds), to guide the strategic planning process. Report receptacle established on website www.globalinternethub.org Research findings delivered on 15 emerging and established international data hubs. Strategic Plan and Executive Summary Complete. Implementation commences. 	None :	 Creation of a steering/planning committee Global Internet Hub (GIH) Strategic Plan 	COMPLETE
Hampton Roads Economic Development Sites Readiness Program - Phase II Grant: \$ 3,751,545 Match: \$ 9,826,609 PAID: \$ 6,192.13 4/1/2022 - 6/30/2024	 Chesapeake Three Oaks: 10-in, water and sewer line construction underway as well as new pump station. Southampton County Beale Farm/ 202 acres VBRSP Tier 2 certification complete 2570 linear feet of sewer infrastructure complete. 3811 linear feet of water infrastructure complete. 	in completing Three Oaks pump station.	 Tier 2 to Tier 4 VBRSP 3,450 linear feet of water infrastructure completed for Three Oaks Industrial site. 5,800 linear feet of sewer infrastructure completed for Three Oaks Industrial site. New pump station for Three Oaks site Complete Phase 2 due diligence for 	ON TRACK

Project Name GO Virginia Award Match & \$ Paid Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
Maritime Entry to Employment Training Program (MEET)	 Kickoff meeting complete. Welding simulators purchased, received, and inspected. 	Leadership changes at TCC and NCI delayed progress	 390 students trained. 12 businesses served. VMASC refines welding simulator capability. QED Systems and New College Institute (NCI) develops Fiber Optic Technician 	
Grant: \$1,090,527 Match: \$614,213 PAID: \$0 5/1/2023 - 4/30/2025			 QED Systems delivers in-person training for maritime trades. TCC delivers in-person, online, hybrid maritime trades education course. QED & NCI deliver Fiber Optic Tech course. 	ON TRACK
Talent Pathways Initiative (TPI) Grant: \$ 250,000 Match: \$ 125,000	Hampton Roads Workforce Council Talent Pathways 2023 Request for Proposals issued in late July with deadline of August 18 th .	partner	 Industry Analysis, employer inventory, provider inventory, budget document, and talent pipeline development plan for Cyber Security/Data Analytics/ModSim as a Talent Cluster 	
PAID: \$ 0 3/14/2023 – 3/14/2024			 Industry Analysis, employer inventory, provider inventory, budget document, and talent pipeline development plan for Unmanned Systems & Aerospace as a Talent Cluster. 	ON TRACK







The Project Spotlight for the August 3rd meeting will focus on two GO Virginia funded initiatives. A tour of the Brooks Crossing Innovation Lab will be provided at by Dr. Karen Sanzo, who oversees the GO TEC program. Ms. Nancy Grden, president & CEO of Hampton Roads Executive Roundtable, will provide an update on the RVA757 Connects Global Internet Hub project and the upcoming Convergence 2023 event to be held September 27, 2023.

GO Virginia Region 5 Regional Council Member Roster Effective: 7/1/23 Edited 10/19/23



					REGION 5
Member	Position	Email	Secondary Email	Address	Phone
Thomas R. Frantz - Chairman	Chairman-Emeritus, Williams Mullen	TFrantz@WilliamsMullen.com	sjackson@williamsmullen.com	222 Central Park Avenue Ste 1700 Virginia Beach, VA 23451	757-473-5606
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Lynn rayior - vice-onan	Zel Technologies	iyim.ayior@zoicom.com		Hampton, VA 23669	707 722 0000
Mayor Kenneth C. Alexander	Mayor City of Norfolk	kenneth.Alexander@norfolk.gov	marylou.stone@norfolk.gov	810 Union Street Ste 1001 Norfolk, VA 23510	757-664-4679
Shawn Avery	President, Hampton Roads Work Force Council	SAvery@theworkforcecouncil.org	jwilliams@theworkforcecouncil.org	999 Waterside Drive Ste 1314 Norfolk, VA 23510	757-314-2370
Timothy J. Bentley, III	Resident V.P. of Govt. Relations, Norfolk Southern	Timothy.Bentley@nscorp.com		411 E. Franklin St. Ste 501 Richmond, VA 23219	804-292-3434
Patrick Coady	Retired Serial Entrepreneur and Community Volunteer	pcoady@coady.org		11474 Seay Court Machipongo, VA 23405	757-678-7712
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Christen Faatz	Senior V.P. Corporate Finance & Accouting The Franklin Johnston Group	cfaatz@tfjgroup.com		300 32 nd Street Ste 310 Virginia Beach, VA 23451	757-965-6200
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Sally Hartman	Senior Vice President Riverside Health System	sally.hartman@rivhs.com	debra.conner@rivhs.com	Fountain Plaza One 701 Town Center Dr. Ste 1000 Newport News, VA 23606	757-534-7053
Maria Herbert	Founder & President MCH Consulting Services, LLC	Maria@mchconsultingservices.com		3200 Stone Harbour Ct. Suffolk, VA 23435	757-218-5801
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Mark Johnson	Senior VP & Community Development Manager Truist	Mark.A.Johnson@truist.com		150 W. Main Street 14th Flr Norfolk, VA 23510	757-729-4780
Sarah Jane Kirkland	Associate VP for Corporate Partnership Old Dominion University	skirkland@odu.edu		4111 Monarch Way Norfolk, VA 23529	757-683-3460
Aubrey Layne	Executive VP of Governance & External Affairs Sentara	allayne@sentara.com		6015 Poplar Hall Drive Ste 300 Norfolk, VA 23502	757-455-7114
Bob McKenna	President & CEO Virginia Peninsula Chamber of Commerce	bob.mckenna@vpcc.org		21 Enterprise Parkway Ste 100 Hampton, Virginia 23666	757-325-8170 c:757-810-0320
Jerry Miller	CEO The Miller Group	jmiller@millergrpva.com		2649 Production Rd Virginia Beach, VA 23454	757-498-0400
Dr. John Olson	Campus President ECPI	jolson@ecpi.edu		1001 Omni Boulevard Ste 100 Newport News, VA 23606-4298	757-838-9191
Mayor Doug Pons	Mayor City of Williamsburg	dpons@williamsburgva.gov		Stryker Center 412 N Boundary Street Williamsburg, VA 23185	757-220-0961
John F. Reinhart	Retired CEO Virginia Port Authority	john.f.reinhart@gmail.com		7737 Hampton Blvd Norfolk, VA 23505	757-683-2194
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Dr. Katherine Rowe	President College of William and Mary	karowe@wm.edu	cabra1@wm.edu	Office of the President PO Box 8795 Williamsburg, VA 23187-8795	757-221-7892
Bryan K. Stephens	President & CEO Hampton Roads Chamber of Commerce	BKStephens@hrchamber.com		500 East Main Street Ste 700 Norfolk, VA 23510	757-664-2535
Thomas G. Tingle, AIA	President GuernseyTingle	tatingle@quernseytingle.com		4350 New Donn Avenue Ste 101 Williamsburg, VA 23188	757-220-0220 c: 757-876-5555
	Mayor Kenneth C. Alexander Lynn Taylor - Vice Chair	EXECUTIVE COMMITTEE M Thomas R. Frantz - Chairman Thomas G. Tingle, AIA	EMBERS Aubrey Layne	John F. Reinhart	



GO VIRGINIA REGION 5

REGION 5 SUPPORT ORGANIZATION

HAMPTON ROADS EXECUTIVE ROUNDTABLE

3 COMMERCIAL PLACE, SUITE 1320 NORFOLK, VA 23510 (757) 961-8181

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DIANE NOLAN, OPERATIONS SUPPORT MANAGER dnolan@roundtablehr.org





757 COLLAB Mentorship Roundtable



757 Accelerate Community Pitch Event

GO TEC Virginia 2025: A Multi-region Testbed for Innovation - Regional Council tour of the Brooks Crossing Innovation Lab in Newport News



