

AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD REGIONAL COUNCIL COMMITTEE MEETING
Thursday, May 29, 2025
10:00 AM – 12:00 PM
7814 Carousel Lane, Richmond VA 23294
[Virtual Link](#)

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|---|-------------------|
| I. OPENING | |
| a. Call to order | Chair |
| b. Roll Call | Shara Gibson |
| c. Public Comment | Shara Gibson |
| d. February 25, 2025 Meeting Recap | Chair |
| | |
| II. PRODUCTIVITY | |
| a. Planning Grant Analysis Report | Shara Gibson |
| b. Regional Council Self-Assessments | Chair |
| | |
| III. COLLABORATION & CONNECTIVITY | |
| a. 2025 GO Virginia State Board Retreat | Committee Members |
| b. Strategic Collaboration Opportunities | David Devan |
| | |
| IV. INNOVATION: | |
| a. Innovation and Artificial Intelligence Panel Recap | Chair |
| | |
| V. ADJOURNMENT | |



Memorandum

TO: GO Virginia Regional Council Committee Members

FROM: DHCD Staff

RE: Planning Grant Analysis

DATE: 05/29/2025

The Governance and Policy Committee is currently reviewing Board Policy #3, which outlines parameters for planning grants, and recommended that the Regional Council Committee review this analysis to inform its perspective on regional engagement and planning grant development. The Department of Housing and Community Development (DHCD) has completed a Planning Grant Impact Analysis evaluating the outcomes of 115 planning grants awarded since 2018, with a focus on their success in transitioning into implementation projects.

At the request of the Governance and Policy Committee, this study is shared with the Regional Council Committee for awareness and discussion. The report outlines the overall success, identifies examples of grants that led to implementation (both within and outside the GO Virginia network), and offers recommendations to for future decision making. Committee members are encouraged to review the materials in advance of the meeting, as they will help frame a broader discussion about regional planning effectiveness and resource allocation.

Attached:

- Memorandum to the Governance and Policy Committee providing background on the policy review and rationale for reassessing Board Policy #3
- Planning Grant Impact Analysis, prepared by DHCD



Memorandum

TO: GO Virginia Governance and Policy Committee Members

FROM: DHCD Staff

RE: JLARC Recommendation #16 – Increasing Planning Grant Limits

DATE: 03/11/2025

BACKGROUND:

As part of the 2023 JLARC Report regarding the GO Virginia Program, the Commission adopted a series of recommendations. Specifically, recommendation 16 recommended that the Board amend its policy on planning grant caps by modifying the total amount allowed for planning efforts from the current cap of \$250,000 a year for all regions and adjust the maximum amount for an individual planning grant from the current cap of \$100,000.

The specific language of recommendation #16 reads as follows:

“The GO Virginia board should revise its policies to allow regions to award up to 25 percent of their annually allocated per capita funds for planning grants and raise or eliminate the \$100,000 per grant limit.

The GO Virginia State Board initially adopted Board Policy #3 in 2018, establishing two rules regarding use of regional per capita allocations for planning grants. First, the Board limited the amount of resources that any Region could allocate in a single fiscal year for planning to \$250,000. It was envisioned that a small subset of the Regional allocations could be utilized as a pipeline development tool for future implementation projects while also keeping a majority of the regional funds focused on implementation efforts. The second was to limit the amount of state funds that an applicant could request for a single planning effort to \$100,000. Board Policy #3 can be found attached to this memorandum.

As part of the review process for this JLARC recommendation, DHCD staff intends, with guidance from the Committee, to review planning grants that have been awarded through GO Virginia, and determine if these efforts have had a meaningful impact on achieving future implementation projects. Since program inception, there have been 115 planning grants awarded for a total of \$8,969,002. When reviewing these awards, there are a number of variables to consider as part of this analysis:

- 1) What is the reasonable amount of time between a planning effort and the lead into an implementation effort?
- 2) Is it reasonable to account for potential future implementation projects based on GO Virginia planning grants (e.g. a planning grant that was completed in 2022 that has an implementation application and effort in incubation for a potential 2025 implementation)?
- 3) Should planning effort to implementation pipelines be implied (e.g. data from a planning grant report were utilized in another effort) or direct (e.g. a specific recommendation from a planning effort is addressed with a follow-up implementation application)?
- 4) Is it appropriate to account for implementation projects that are directly connected to a GO Virginia planning grant but that are implemented via another source (e.g. a planning grant leading to a successful application to a Federal or other State program)?

Staff Recommendation:

Staff recommends developing a specific survey for the GO Virginia Regional Council's support organizations to complete in partnership with their past subgrantees. The recommended format of the survey could include the following:

- 1) A list of GO Virginia Planning efforts awarded to the Region that is limited to those projects that have closed no later than 2023 with notes of implementation efforts that were awarded by GO Virginia.
- 2) A solicitation to confirm whether any of the listed projects have led to implementation projects directly connected to a planning grant recommendation that was funded through programs outside of GO Virginia (e.g. awards from Federal or State programs or implementations funded through private fundraising means).
- 3) A solicitation to determine if there are any implementation applications directly connected to a recommendation from a closed planning effort that are in the regional pipelines that the supporting organization anticipates submitting for State Board approval in the next 12 months.

Staff would launch the survey over the course of the next several months and return to the Committee at the Summer meeting to share results and a recommended course of action to consider.

GO Virginia Planning Grant Analysis

Overview:

The Department of Housing and Community Development was tasked with conducting a comprehensive study to analyze the impact of Enhanced Capacity Building (ECB) Grants or Planning Grants as they are referred to in this study. Planning grants are designed to foster economic development by empowering organizations to build their capacity for implementing impactful projects. As part of this effort, DHCD reviewed 115 GO Virginia planning grants for this study. This review aims to assess the tangible outcomes of these projects and determine whether any have successfully transitioned into full-scale implementation projects within the GO Virginia framework.

In addition to evaluating outcomes within the GO Virginia funding sources the study also considers the broader economic effects of these grants, including any benefits that extend beyond the program itself. By examining these projects in detail, the study will provide valuable insights into the overall effectiveness of the planning grants in fostering economic development and collaboration across each region.

The impact of a project is assessed by determining whether a planning grant successfully led to an implementation project, either within the GO Virginia program or externally. This evaluation examines a range of factors, focusing on three primary areas: financial outcomes, comprehensive market analyses, and additional pertinent results that may arise from the planning grants. Specifically, it evaluates the fiscal impacts of these grants on project sustainability, reviews the regional market information collected, assesses the stakeholder engagement that could influence implementation success, and explores any correlated results or insights that may emerge during the planning and execution phases.

The findings from these planning grants are classified into two primary categories: 1) those that have resulted in tangible future project impacts, and 2), those that have not yet yielded any significant project outcomes. It is important to note that some GO Virginia planning grants have explicitly recommended against advancing specific projects. These decisions are acknowledged as a meaningful form of project impact, reflecting a deliberate decision to halt progress and redirect resources, which can ultimately lead to more effective planning and project selection in the future. This comprehensive approach helps ensure that the planning process contributes positively to economic development and community needs.

Study Parameters and Exclusions:

This analysis presents the most accurate estimates and projections of the outcomes related to the planning grants based on currently available data. DHCD acknowledges data limitations and/or unavailable information at the time this study was conducted. Due to these constraints, the



findings are based on the information that could be gathered, which may not encompass the full scope of the situation. Furthermore, it is essential to note that this research specifically excludes any planning grants that were still underway and have not yet been completed by the time this study was finalized. This limitation may impact on the overall understanding of the effectiveness and reach of the planning grants.

Study Results:

Based on comprehensive insights gathered from the DHCD and valuable contributions from various supporting organizations involved in the study, we can determine that 29 out of 115 planning grants have successfully led to the initiation of tangible project impact on GO Virginia implementation projects. This results in an overall success rate of approximately 25% across all regions participating in the GO Virginia program since the program's inception.

Four specific regions demonstrate a significant relationship between the number of planning grants awarded to each region and the subsequent project impacts achieved. These regions exhibited highly successful outcomes, with success rates exceeding 44% in generating meaningful impacts from planning grants. Additionally, these regions generally developed more planning grants compared to others. The regions with a success rate below forty percent typically also have lower developed planning grants.

Since 2018, GO Virginia has averaged approximately four planning grants annually that have tangibly created future project impact. There is a consistent yearly baseline for planning grants that generate future project impact. This consistent baseline includes eight projects from four separate regions, which were directly delayed or abandoned due to the COVID-19 outbreak.

Impact Beyond GO Virginia:

Over the years, many of these planning grants have facilitated additional development of initiatives outside the GO Virginia program. Support Organizations identified an additional 12 planning grants that have successfully transitioned into implementation projects outside the GO Virginia program. This impact was measured through obtaining federal grant funding, attracting private support, or the project was able to expand into an implementation project on its own. This discovery brings the overall total of planning grants that have generated significant future project impacts to 41. Consequently, increasing the percentage of planning grants successfully resulted in implementation projects to 36%.

Conclusion and Recommendation

The Department of Housing and Community Development (DHCD) conducted a comprehensive evaluation of 115 planning grants to assess their outcomes and determine how many successfully transitioned into full-scale implementation projects—either through GO Virginia or other funding sources. The study focused on financial impacts, market alignment, and other meaningful outcomes stemming from these planning efforts.



Since 2018, 29 of the reviewed planning grants led to implementation projects supported by GO Virginia, representing a success rate of 25%. Notably, four regions demonstrated particularly strong performance, with success rates exceeding 44%. An additional 12 planning grants resulted in implementation projects outside of GO Virginia, bringing the total number of impactful grants to 41. On average, four planning grants per year have led to measurable follow-on activity.

Based on these findings, DHCD recommends that the GO Virginia program refrain from increasing planning grant funding thresholds at this time. While planning grants have supported meaningful work in several regions, the overall conversion rate does not currently justify expanding either the total allocation or the maximum award amount for these grants.

To improve the impact and effectiveness of future planning grants, the study recommends a focused review of the current process—including project development, internal review procedures, and broader program goals. With strategic refinements in these areas, planning grants can better serve as a reliable pipeline for high-quality implementation projects aligned with the economic development priorities of the Commonwealth.

By applying the lessons learned from this evaluation, GO Virginia has an opportunity to strengthen its approach and ensure that planning grants continue to serve as a catalyst for innovation, collaboration, and sustainable regional growth.



Memorandum

TO: GO Virginia Governance and Policy Committee Members

FROM: DHCD Staff

RE: 2025 State Board Retreat

DATE: 05/29/2025

BACKGROUND:

As part of your meeting packet, we have included agendas from the past three GO Virginia State Board Retreats. These materials are provided as background to support the committee's upcoming discussion regarding the 2025 retreat and the role of Regional Councils in that event.

The State Board Retreat is designed to support strategic planning efforts at the board level. While the retreat is focused on State Board discussions, there is growing interest in identifying ways for Regional Council representatives to contribute to and benefit from the conversation.

By reviewing past agendas, committee members can gain insight into the types of topics that have been prioritized in previous years, as well as the structure and format of those retreats. This context may help inform recommendations about how to enhance Regional Council engagement in the 2025 retreat.

We encourage you to review the enclosed materials in preparation for the committee's discussion.

Attached:

2022 GO Virginia State Board Retreat Agenda

2023 GO Virginia State Board Retreat Agenda

2024 GO Virginia State Board Retreat Agenda



GO Virginia State Board Retreat

Dates/Times:

April 20th, 2022 12:00pm-5:00pm

April 20th, 2022 5:00-6:30 (evening reception)

April 21st, 2022 8:00am-10:30am

Location:

Delta Hotels Marriott

555 E Canal St

Richmond, VA 23219

James River Ballroom

The objective of this retreat is to allow members to step away from their day-to-day responsibilities for a period of concentrated learning and strategic thinking about the GO Virginia program, its impact and purpose and further define its role in developing strong, regional, sector-focused talent pathways initiatives.

April 20th - DAY 1 - Foundations

11:30 am-noon	Check In/Buffer Lunch
12:00pm-12:15pm	Opening Remarks <i>Nancy Agee, GO Virginia Board Chair</i>
12:15pm-12:45pm	Virginia's Economic Development Goals & Priorities – The Governor's Day One Plan <i>Secretary Caren Merrick</i>
12:45pm-1:45pm	State of the Virginia Economy & Regional Perspectives <i>Fletcher Mangum, Mangum Consulting</i>
1:45pm-2:00pm	BREAK
2:00pm-3:00pm	The Role of Talent Development in States' Future Economic Growth <i>Jason Tyszko, US Chamber Foundation</i>
3:00pm-4:00pm	Reflections and Relationship to GO Virginia Program Objectives
4:00pm-5:00pm	GOVA Program Impact, Success Stories and Lessons Learned <i>Sara Dunnigan, Deputy Director, GO Virginia</i>
5:00pm-6:30pm	Reception (at hotel)



Day two will focus on GO Virginia’s role (present and future) in developing a robust pipeline of skilled talent for industries that are strategic to Virginia and Virginia’s unique regional economies. We will be reflecting on successful GO Virginia workforce development initiatives and discussing strategies and measures of success for future investments.

April 21st - DAY 2 - Futures

8:00am-8:15am	Welcome <i>Todd Stottlemeyer, GO Virginia Board Vice Chair</i>
8:15am-9:15am	Talent Pathways Initiatives - Investment Priorities and Measures of Success <i>Sara Dunnigan, Deputy Director, GO Virginia</i>
9:15am-10:15am	Wrap Up Discussion and Next Steps <i>Roundtable Discussions</i>
10:15am-10:30am	BREAK
10:30am-12:00pm	GO Virginia State Board Meeting



GO Virginia State Board Retreat

Dates/Times:

Sept 11th, 2023 11:30pm-4:30pm
 Sept 11th, 2023 4:30pm-6:00pm (Reception)
 Sept 12th, 2023 8:00am-11:00am

Location:

Four Points by Sheraton
 Eppington Ballroom
 9901 Midlothian Turnpike
 Richmond, VA 23235

The objective of this retreat is to frame a discussion on the Commonwealth's economic development priorities, goals, and strategies and to reflect on GO Virginia's past and future contributions to Virginia's economic success.

Sept 11th	<u>The Economy and New Initiatives</u>
11:30 am-noon	Check In/Buffer Lunch
12:00pm-12:15pm	Opening Remarks <i>Nancy Howell Agee, GO Virginia State Board Chair</i>
12:15pm-12:45pm	Governor Youngkin's Economic Development Progress Report <i>The Honorable Caren Merrick, Secretary of Commerce and Trade</i>
12:45pm-1:30pm	State of the Virginia Economy & Regional Perspectives <i>Fletcher Mangum, Mangum Consulting</i>
1:30pm-1:45pm	Break
1:45pm-2:30pm	Implementing the InnoVAtive Growth Framework for Economic Development <i>Jason El Koubi, President and CEO, Virginia Economic Development Partnership</i>
2:30pm-2:45pm	BREAK
2:45pm-3:30pm	Virginia's Emergent Talent Development Strategies – A Panel Discussion <i>The Honorable Bryan Slater, Secretary of Labor</i> <i>Kirk Cox, Executive Director, Virginia Business Higher Education Council</i> <i>David Dore, President, Virginia Community College System</i>



3:30pm-4:30pm Virginia State Budget Update
The Honorable Stephen Cummings, Secretary of Finance

4:30pm-6:00pm Reception (at hotel)

September 12th GO Virginia Impact and Outcomes

8:00am-9:00am Breakfast

9:00am-9:15am Welcome
Todd Stottlemeyer, GO Virginia Board Vice Chair

9:15am-9:45am GO Virginia Impact and Outcomes
Sara Dunnigan, Deputy Director

9:45am-10:45am GO Virginia Project Panel
 Talent Development - Virginia Alliance for Semiconductor Technology (Region 7)
Masoud Agah, Founding Director, Virginia Alliance for Semiconductor Technology
 Cluster Scale Up - Advanced Pharmaceutical Manufacturing (Region 4)
Joy Polefrone, Executive Director, Alliance for Building Better Medicine
 Innovation/Entrepreneurship – Regional Entrepreneurship Strategy (Region 2)
Erin Burcham, President, Verge
 Sites/Infrastructure – Regional Site Development (Region 3)
Cassidy Pruitt, Research & Communications Analyst, Southern Virginia Regional Alliance

10:45am-11:00am Close of Meeting
Nancy Howell Agee, GO Virginia Board Chair

Quarterly business meeting of the GO Virginia State Board will immediately follow the retreat.



GO Virginia State Board Retreat

Dates/Times:

September 9th, 2024, 11:30 am - 4:30 pm
September 9th, 2024, 4:30 pm - 6:30 pm RECEPTION
September 10th, 2024, 8:00 am - 11:00 am

Location:

Institute for Advanced Learning and Research
150 Slayton Avenue
Danville, Virginia

The objective of this retreat is to engage in a strategic discussion on aligning the Commonwealth's economic development priorities and expectations for GO Virginia.

DAY 1: Monday, September 9th

11:30 am - 12:30 pm Check-In - Buffet Lunch Served

12:00 pm - 12:05 pm **Welcome**

Telly Tucker, President, Institute for Advanced Learning and Research

12:05 pm - 12:20 pm **Opening Remarks**

Nancy Howell Agee, Chair, GO Virginia State Board

12:20 pm - 12:45 pm **Virginia's Economic Development Priorities**

Glenn Youngkin, Governor of Virginia

12:45 pm - 1:30 pm **State of the Virginia Economy & Regional Perspectives**

Introduction: Nancy Howell Agee, Chair GO Virginia State Board

Speaker: Fletcher Mangum, Founder and CEO, Mangum Economics

Join us for an insightful fireside chat on the current state of the Virginia economy and a comprehensive overview of key financial indicators shaping the Commonwealth's economic landscape.

1:30 pm - 1:45 pm **Networking Break**



1:45 pm - 2:30 pm

The Voice of Industry: Growth Opportunities for the Commonwealth

Moderator: Cliff Fleet, Member, GO Virginia State Board

Panelists: Virginia Economic Development Partnership, Sector Leads

Ted Sniffin, Vice President, Knowledge Work

Sneha Atwal, Vice President, Manufacturing Division

Eric Jehu, Vice President, Transportation & Logistics

In this session, we will explore the concept of cluster-based economic development and its implications for fostering robust and sustainable growth across our regions.

2:30 pm - 2:45 pm

Networking Break

2:45 pm - 3:45 pm

GO Virginia 2.0 – Program Performance and GO-ing Forward

Introduction: Todd Stottlemeyer, Vice Chair, Program Performance and Evaluation, GO Virginia State Board

Speaker: Sara Dunnigan, Deputy Director of Economic Development and Community Vitality, Department of Housing and Community Development

This session will provide an in-depth review of GO Virginia's, highlighting critical successes and best practices. We'll explore successful collaborative projects, challenges encountered, and develop solutions to enhance the program's effectiveness. The session will culminate in a strategic visioning exercise to chart GO Virginia's future course, ensuring alignment with regional and statewide economic goals.

3:45 pm - 4:15 pm

High Impact Talent Pathways

Moderator: Ben Davenport, Member, GO Virginia State Board

Panelists: Julie Brown, Vice President, Advanced Learning

Linda Green, Vice President, Economic Development, Southern Virginia Regional Alliance

Dr. Mark Jones, Division Superintendent, Pittsylvania County Schools

Local economies thrive in an increasingly competitive market by leveraging innovative strategies to develop a skilled workforce. This session focuses on the transformative economic impact of hands-on learning



programs, such as apprenticeships, internships, and cooperative education, on local economic development.

4:30 pm - 6:30 pm

Game Changer Reception

Meet and mingle with the "game changers" behind high-impact projects supported by GO Virginia. Enjoy an informational showcase from our regional partners. Attendees can take a tour of the GO TEC Mobile Lab.

DAY 2: Tuesday, September 10th

8:00 am - 9:00 am

Breakfast

9:00 am - 9:10 am

Welcome

Todd Stottlemeyer, Vice Chair, Program Performance and Evaluation, GO Virginia State Board

9:10 am - 9:30 am

Implementing Virginia's Innovative Growth Framework

Speaker: Jason El Koubi, President & CEO, Virginia Economic Development Partnership

9:30 am - 10:00 am

Catalyzing Virginia's Economic Opportunities

Delegate Don Scott, Speaker of the House

10:00 am - 10:45 am

Regional Growth & Diversification

Moderator: Leah Fremouw, Vice Chair for Regional Councils, GO Virginia State Board

Speakers: Dr. Eddie Amos, Chair, Region 2 Council

Ethan Dunstan, Chair, Region 9 Council

Elizabeth Creamer, Member, Region 4 Council

This session offers perspectives on the regional impact of GO Virginia's cornerstone framework and the successes regions experienced.

10:45 am - 11:00 am

Close of Meeting

Nancy Howell Agee, Chair, GO Virginia State Board

Quarterly business meeting of the GO Virginia State Board will immediately follow the retreat.